

NAPM-NM Newsletter

Volume 6, Issue 6

Holiday Charity Event

by Daniel Arroyo



NAPM-NM held its annual Holiday Charity Event at the MCM Elegante Hotel in December. We were fortunate in selecting a family that was recommended by Lew Wallace Elementary School teacher Sonya Romero. The family had some medical issues to deal with in 2010 so it felt fitting to bring some joy to the family during the holiday season. The December 15th event started with a buffet to get us pumped up in preparation in wrapping the presents. Ms. Romero gave us a brief overview of the family which includes 3 children ranging from ages 9 to 18 years and the two parents. All in all it was a very successful evening in that we

had over \$600 in toys, clothing, gift cards, and donations. Thank you to the members and friends for your generous donations.

This year we were able to meet the parents and one of the children which was held on the afternoon of December 17th at Lew Wallace Elementary School. Needless to say the parents were overwhelmed and there wasn't a dry eye in the room. Thank you again for your generosity and support and we look forward to your support for the December 2011 charity event.



The Jaramillo Family



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News from ISM

ISM Launches Certified Professional in Supplier Diversity™ (CPSD™)

From ISM site—News Releases January 11, 2011

(Tempe, Ariz.) January 11, 2011 — Registration is now open for the newest qualification offered by Institute for Supply Management™ (ISM). Individual candidates may now register with ISM for the Certified Professional in Supplier Diversity™ (CPSD™).

The CPSD™ is a professional designation for supplier diversity professionals and supply management professionals who hold diversity responsibilities. More than 200 individuals participated in pilot testing the program in November 2010.

"Those who hold responsibility for supplier diversity have

for some time asked ISM to define the body of knowledge necessary to do this job professionally and successfully," says ISM CEO Paul Novak, CPSM, C.P.M., A.P.P., MCIPS. "We have captured the body of knowledge that is required for supplier diversity efforts not only in the United States, but also wherever efforts are practiced that are inclusive of minority and women suppliers."

For more information, fees, requirements and exam specifications, visit ISM online at www.ism.ws. Select Professional Credentials, then [Certified Professional in Supplier Diversity™](#). [Register here.](#)

Recruiters Not Calling You? Five Reasons Why—And How To Fix It

By Deborah Walker, Career Coach



You've been hoping for a new job, but your phone is silent. Does this sound like your job search efforts?

You've sent out hundreds of resumes but received little or no response.

You've left dozens of voicemails to recruiters—and they never return your call.

You've tweaked your resume so many times you no longer recognize it.

Many talented, qualified job seekers get ignored by recruiters and hiring managers simply because their resume has one or more of the following problems.

1. Your resume highlights your lack of industry experience

If you lack specific industry experience, try highlighting your transferable skills. Job seekers who lack industry experience can make it past the resume screener by proving their ability with skills they have that transfer from industry to industry. Examples of transferable skills include expertise gained in sales, customer service, finance, accounting, negotiation, cross-functional communications, and/or team building.

2. Your resume shouts "Overqualified!"

Nothing scares off a recruiter faster than a candidate who is obviously

overqualified for the job. The two main concerns are (1) that the candidate would soon get bored and leave at his earliest convenience, and (2) that the candidate would be too expensive to hire.

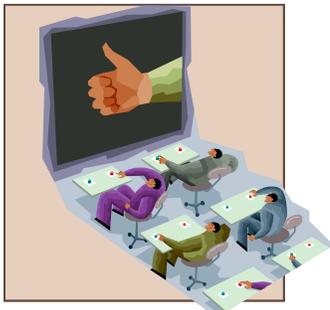
There are many valid reasons job seekers wish to downsize to jobs with fewer responsibilities. Whatever your reasons, tailor your resume to fit your current career objective. This means you'll want to play down your prior responsibilities, list only relevant education (don't list a Ph.D. if you are applying for a mid-level management position!), and emphasize tactical experience over strategic planning when appropriate.

3. Your resume is crammed with information, but not the right kind

You'll catch the recruiter's attention if you have a clear, easy-to-read resume that highlights your skills and accomplishments, even at a glance. The first rule of resume effectiveness is relevancy, that aren't relevant to your current career path. Fill your resume only with the skills needed for that particular job.

4. Your resume has too little information

Calendar of Events



January 19 General Meeting

Location: Golden Corral

Central & Eubank

ABQ, NM

Time: 5:30pm—7:30pm

Links: Here are some helpful sites!

[NAPM-NM](#)

[ISM](#)



[PASBA](#)

[NCMAHO](#)

[CABO Business](#)

[ABQ Journal](#)



Upcoming Events & Seminars

by Dan Arroyo

January 2011:

As Supply Management Professionals we are always looking for ways to improve the bottom line. We strive to find ways to avoid risk to our organization when it comes to negotiating contracts, ensuring the pipeline for goods and services is there to meet our needs, and looking for cost savings opportunities whenever possible. In regards to cost savings opportunities



January's General Meeting will cover one such method of cost savings through the use of Group Purchasing Organization (GPO). Not all organizations are able to take advantage of a GPO but it can, hopefully, provide ideas/

suggestions that you can use in your organization.

Generally speaking a GPO is defined as an entity that is created to leverage the purchasing power of a group of businesses to obtain discounts from suppliers based on the collective buying power of the GPO members. The January General Meeting will highlight one such GPO, Premier.

Recruiters not calling—cont.

A resume that looks more like an outline just doesn't give the reader enough to work with. Recruiters don't want to guess what you did at your last job. You need to include enough information to give prospective employers a vision of the possibilities if they choose to hire you.

5. Your resume doesn't include accomplishments

Remember, as a job seeker you are selling your talents, and you are competing with many others who have the same qualifications as you do. Accomplishments give recruiters a reason to choose you over others for the interview short list. Highlight how you have saved time, increased efficiency, cut cost and increased client satisfaction. After all, if you don't tell them, nobody else will!

If you use this five-point checklist to restructure your resume, you'll soon hear back from recruiters who appreciate qualified, articulate and confident candidates. The time you spend enhancing your resume could shave off months of fruitless labor and frustrating effort in your job search.



Deborah Walker, Career Coach
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[Sample Resumes from Alpha Advantage](#)



Upcoming Events—cont.

PREMIER

What Premier is Premier?

Premier is a Malcolm Baldrige National Quality Award recipient, and a performance improvement alliance of more than 2,400 U.S. hospitals and 70,000-plus other healthcare sites using the power of collaboration to lead the transformation to high quality, cost-effective care. Owned by hospitals, health systems and other providers, Premier maintains the nation's most comprehensive repository of clinical, financial and outcomes information and operates a leading healthcare purchasing network. A world leader in helping deliver measurable improvements in care, Premier works with the Centers for Medicare & Medicaid Services and the United Kingdom's National Health Service North West to

improve hospital performance. Headquartered in Charlotte, N.C., Premier also has offices in San Diego, Philadelphia and Washington. <http://www.premierinc.com>. Stay connected with Premier on [Facebook](#), [Twitter](#) and [YouTube](#).

Our guest speaker is:

Cindy Dranttel, VP Business Development, Premier Healthcare Alliance. Cindy's healthcare career began in WV as a Radiologic Technologist. After a stint in Germany and several other cities in the US, Cindy moved into the supply chain arena at HCA's corporate office in Nashville, TN. Cindy worked on the centralization and cost management functions for the 150 hospital system. She then worked in the supply chain consulting industry, providing solutions to healthcare systems with a focus on quality outcomes at a reasonable cost. Currently, she works with organizations that are interested in joining the Premier alliance in some capacity and helps them evaluate the strategic fit between the organizations to help them drive toward top performance and healthier communities.

Mark your calendar and plan to attend

this meeting. It can provide you some ideas on how to identify cost savings opportunities. We look forward to seeing you there.

The January General Meeting will be held at the Golden Corral (Eubank & Central)

You can make your reservation by using **[PAYPAL](#)**.



CUT AND SAVE

DATE: January 19, 2011

DAY: WEDNESDAY

TIME: 5:30PM – 7:30PM

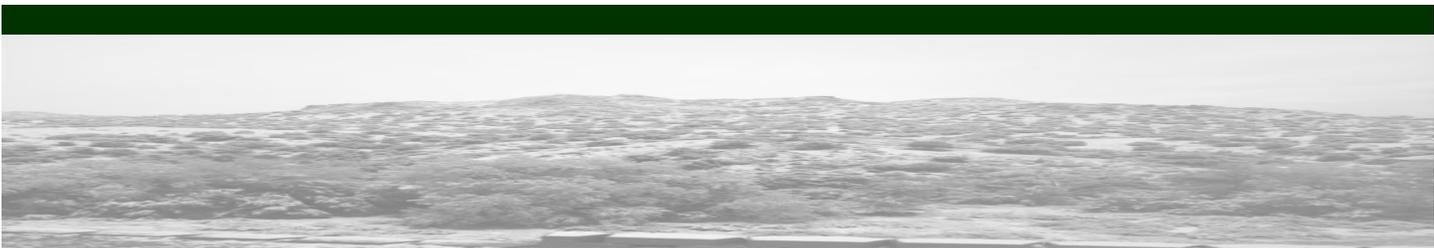
DINNER BUFFETT: Golden Corral (Eubank and Central)

Hope to see you there!

Regards,
Daniel Arroyo
NAPM - New Mexico
Program Chair

Check the NAPM-NM site for updated information on upcoming seminars and training activities.

[For more information click here.](#)



Eugene Ruff-Wagner
President

Email: eruffwa@sandia.gov

We are your local affiliate of ISM in the State of New Mexico. NAPM-NM's mission is to lead Supply Management in New Mexico. We offer the follow services to our membership:

- Dinner Meetings for Professional Development
- Educational Opportunities
- Employment Opportunities (Local)
- Employment Opportunities (National)
- Professional Development—CPSM Certification Classes
- Community Projects
- Training through Educational Seminars

We're on the web!



96th Annual ISM International Supply Management Conference Registration, May 15-18, 2011 in Orlando, FL
Early Bird registration ends February 15th.

[Register Now!](#)



Have a story idea or you would like to contribute to newsletter? How about a picture of NM scenery that you would like us to use in our banner. If so, contact Jackie at jdassler@asrt.org for more information.

President's Corner

by Eugene Ruff-Wagner

Well, it's time to write another "President's Corner." As I've said before, it is called "President's Corner" because someone has to back me into a corner and put a keyboard in my hands so I'll get it done. But – that's OK! I have had just enough time to reflect on our most recent event, a first-of-its-kind noon-time "Lunch and Learn" put on by the Board of Directors (BOD) just a few days ago.

As with any membership organization, NAPM-NM lives and breathes through its members, and a growing membership is a healthy membership. The "Lunch and Learn" was a presentation designed to show

potential new members (as well as remind existing members) the breadth and depth of resources that ISM brings to bear in the Supply Management world, the value of professional certification, and the advantages of affiliate membership. As an incentive, the BOD provided a great pizza feast for the attendees. The event was piloted at Sandia National Laboratories, and turnout was great. Even better, enthusiasm was high, as evidenced by the myriad of questions asked during the session. I sincerely hope that the ultimate result of this event will be the addition of some new and active members to our organi-

zation. As the membership grows and more people attend our monthly meetings and other seminars, there is no question in my mind that the level of fun goes up exponentially(!) - which brings me to this: The BOD would like to bring the Lunch and Learn to more locations and spread the word for ISM and your local affiliate, NAPM-NM. If you think there could be interest in your company's supply chain staff learning more about ISM and what it has to offer, please contact me (or any of the board members). We would love to hear from



Eugene Ruff-Wagner, CPSM,
C.P.M.
NAPM-NM, President

you. You can find the BOD contact information on our website: We'll look forward to hearing from you. [NAPM-NM Site](#)