



MARINES IN TRANSITION

a publication of the Marine Executive Association

www.MarineEA.org



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MESSAGE FROM THE PRESIDENT

Max Wix, MEA President

Greetings and welcome again to the Marine Executive Association newsletter. On behalf of the Board of Directors of the MEA, I want to thank you also for your continued support of Marines in transition and one another. We welcome all of our new members and hope to see you at our breakfasts, luncheons and other transition support functions worldwide. We thank you for your service to our Marine Corps and to our Nation.

We hope you are well employed and reading this to keep up on our activities. One item of note, it is simply amazing, how much work and effort our Chairman Emeritus and Executive Director Tim Murphy continues to crank out to support Marines in transition. I will leave it for him to talk about in more detail elsewhere herein, is a new venture into "Virtual Job Fairs" for which he is actively engaged. Tim reported that following the initial blast that went out, overnight he received over 180 emails in response. I imagine lots more followed this. You may read more about the effort and your potential involvement on the MEA web site at www.MarineEA.org.

As you are aware, the Marine Corps is attempting to revamp its Transition Assistance Program (TAP) and Pre-Separation Seminars. The intent is to provide a more viable product that can be of use to those reaching the end of their enlistments, those that will not be retained due to end strength and occupational field reductions and those seeking yet another challenge in other civilian work forces and endeavors. This is challenging and we applaud this effort. We hope to be of assistance, if called on to provide input.

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MEA TO HOST NATIONWIDE VIRTUAL JOB FAIR IN JULY

Tim Murphy, MEA Executive Director

The MEA will host a nationwide Virtual Job Fair, in conjunction with Corporate Gray, and Brazen Careerists focused on Marines transitioning after their first tour, during July 2012. This Virtual Job Fair is for Marines only, and is targeted to transitioning Marines completing their first tour.

We have sent over 60 invitations to companies that have job locations across the country, so that we can identify jobs with Marines returning to their home town. We have had a couple of employers decline, others are moving \$ to participate in this event and will be online, soon. There is no cost to the Marine to participate. We continue to look for employers who have jobs in multiple locations and value the experience of our Marines. We have invited:

- Two Railroads
- Six cross country trucking companies
- Three health providers
- Major sales and distribution companies including: Home Depot, WalMart, Target, and Amazon
- Major manufacturing companies, including: General Electric, AM General, Cummins Diesel, McKesson, Boeing, OshKosh, Verizon, Microsoft, Northrop Grumman, General Dynamics Information Technology, and Lockheed Martin
- Financial industry companies including: JP Morgan Chase, Capital One, American Express.

For Marines here is what we have set up:

Virtual Job Fair will be on 18 and 19 July, 2012.

Day one - 18th - will be for job seekers east of the Mississippi.

Day two - 19th - will be for job seekers west of the Mississippi.

At login, Marines will be taken to the virtual lobby where they sign-up to participate, at no cost. The lobby will identify the companies by name or logo. Marines can review the companies early, apply for a job, upload their resume, and request additional information or an on-line chat, and will be notified as additional companies sign up.

Continued on next page

VIRTUAL JOB FAIR CONT.

The Company Booth will describe:

- Company description and business objectives
- Company benefits
- Company history, objectives, and additional info the company wants a candidate to see.
- A résumé drop box (linked to the company POC)
- Jobs openings with link to apply on-line

We have invited two schools that specialize in distance learning so that the Marine can increase his / her education and technical skills while working for the company.

On Job Fair days (18 and 19 July), a company rep will have the ability to do an on-line chat with the candidate, Marines sign up at the company booth.

Thanks and Semper Fi,

Tim Murphy
Executive Director
execdir@marineea.org
703-980-3878

Veteran Refund Schemes related to Military Disability Compensation

Emails are being sent to individuals, including military members, military retirees, and civilian employees, which appear to be sent by Defense Finance and Accounting Services. Although the email appears to come from DFAS and displays a .mil email address it is actually from a non-government email account.

The emails indicate that individuals who are receiving disability compensation from the Department of Veterans Affairs may be able to obtain additional funds from the IRS. These emails are not issued by DFAS.

The email indicates that individuals receiving VA disability compensation can receive additional funds from the IRS by sending copies of VA award letters, income tax returns, 1099-Rs, Retiree Account Statements, and DD 214s, to a retired Colonel at an address in Florida.

These schemes can be quite costly for victims. Promoters may charge exorbitant upfront fees to file these claims and are often long gone when victims discover they've been scammed.

Taxpayers should be careful of these scams because, regardless of who prepared their tax return, the taxpayer is legally responsible for the accuracy of their tax return and must repay any refunds received in error, plus any penalties and interest. They may even face criminal prosecution. [Read on.](#)

MESSAGE FROM THE PRESIDENT *CONTINUED*

We continue to support when and where we can. In doing so, we work closely with and support the efforts of the Wounded Warrior Regiment and the Marine For Life (M4L) Program in linking up Marines with potential employers.

I would like to remind you all that current statistics provided by the MEA Webmaster show that we increasing annually by more than 30% the number of employment opportunities being loaded by employers to our web site, e.g., 2010 - 2954, 2011 – 4135, and for 2012 we are tracking at a goal of 6936+/- . Keep in mind that some of these are for multiple positions. This is heartening news and is an indicator of an increase of potential employers focus on the MEA and their desire to find quality employees coming out of our Marine Corps and help improve veterans' capacity to find gainful employment. We want to be part of that.

One area of concern I continue to see is that Marines who are developing their résumés, are sometimes doing so without the benefit of research on the audience, e.g., those potential employers that they send their résumés to; and, the planning of the move back home or to another location. Food for thought, you may go home for a visit, but you are not expected to move back into your old room at home. If so, do not expect this to last very long. You have been a Marine and are expected to go attack the world and be self-sustaining or words to that effect. Far too many seek the easy way out and plagiarize (copy) off of their buddy's résumé or one from someone else. You are preparing a document that says here I am; I am ready to go to work today. This document is you.

Yes, there are as many formats as there are books on the subject in the library. We encourage everyone to use those tools. However, in the process we ask that you also look at the Tips and Techniques we have posted on the MEA web site at <http://www.marineea.org/index.php/for-marines-menu/tips-and-techniques>. This format and additional information found on this link has worked for thousands of Marines, time and time again. It cuts to the chase and allows a Marine to succinctly portray their knowledge, skills and abilities. It provides a potential employer a quick 1-2 minute review in order to decide whether reach out to for that interview. Remember, you still have to sell yourself.

This is not the format for a government job. For that, you will have to go to <http://www.usajobs.gov/> and fill out an application and submit your résumé using the format provided thereat.

For some corporations and educational institutions you may want to include a cover letter for your résumé. We recommend that even when you see a position listed on the MEA web site that you still visit each company or corporations web site and follow the instructions there on regarding the required documentation to be submitted when applying for a job. Otherwise, you may show up and be turned away or just waste theirs and your time going through the motions and not be considered due to lack of following instructions as laid out on their web site. Again, you need to do some research on any company you may consider working for and learn about "your new company" and what they do before even contacting them or forwarding a résumé.

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MESSAGE FROM THE PRESIDENT *CONTINUED*

As always, remember, no one is waiting for you to show up. You have to do your homework and come prepared, not just “show up looking for a job.” What do you bring to the table that will cause the potential employer to hire you for a specific position that they feel you will be able to perform and that you will fit in with that specific teams’ effort that brings money to the company. Yes, you have to fit in. Do not show up with too gung ho of an attitude, as that will not work either. Most of the hiring staff was at work in the company while you went off to perform your Service to the country, OIF, OEF, etc.

We want you to be successful the first time out. One way is to use the information we provide on our web site and in personal support endeavors, such as our Luncheons and other events that bring you within hands reach of your next potential employer. Your résumé is the first impression that an employer has of you. Your words on that document will entice them to want to speak with you in person or not. You need to put the effort into it that it deserves. If called for an interview, you need be prepared in attire for the occasion, using good manners, removing obstacles such as you cell phone, gum, family members, friends, et al., be on time, know about the company and hopefully a lot about the job you are anticipating to be interviewed about, enough so that you can speak intelligently about some of the expectations you would be able to perform.

Key Provisions in FY13 Defense Bill

The House passed its version of the Defense Authorization Act (H.R. 4310) on May 18th and the Senate Armed Services Committee approved its version on May 24th.

MOAA “Stormed the Hill” on three major issues this spring: reject disproportional TRICARE fee hikes; resist premature force reductions; and resist “fast tracking” military retirement changes.

Some of our storming efforts have proven successful...however; there is still a lot of ground to plow. The defense bill still needs to clear the full Senate; House and Senate conferees will need to reconcile the differences during conference, and then the bill must make it back through both chambers – all during an election year and a contentious fiscal climate.

MOAA will be reaching out to you over the next several months to help influence the process.

As for the differences, below are selected personnel provisions of interest with MOAA’s position. [Read on.](#)

Comments from Senator Inhofe on the FY13 National Defense Authorization Act (what laymen refer to as the Defense Bill) approved by the Senate Armed Services Committee: The bill also provides our military heroes with a well-deserved 1.7% across the board pay raise and addresses long-term TRICARE sustainability issues. The bill does not allow proposed increases in TRICARE fees proposed in fiscal year 2013. Simply increasing fees to keep pace with medical inflation will make TRICARE too expensive for beneficiaries to afford. Eligible TRICARE beneficiaries opting-out of the program due to cost or inconvenience is as great a threat as rising medical costs.

DEPARTMENT OF LABOR STATISTICS AND SEARCHING FOR THE BEST JOBS

Max Wix, MEA President

While searching for something to report in our newsletter that could be of value, I came across a direct correlation for older Americans looking for work in the following article. The information supposedly came from the Department of labor at <http://www.dol.gov/challenge/>. While there I also found some tools to assist everyone under the caption of "Welcome to the Tools for America's Job Seekers Challenge!"

Best Jobs If You're Over 55

By Debra Auerbach, AOL Jobs Contributor

Posted Jun 5th 2012 @ 9:30AM

Demographics shape career choices in all kinds of subtle ways. Research has examined the effect of gender and geography on career choice. But what about age?

In his book "150 Best Jobs for a Secure Future," author Laurence Shatkin, Ph.D., shares some of the most secure jobs by demographic -- jobs that tend to attract a high volume of certain types of workers. In one such list, Shatkin reveals the best secure jobs with a high percentage of workers age 55 and over. To create this list, Shatkin first identified the 150 most secure jobs based on various data from the Bureau of Labor Statistics. Next, he sorted those jobs in order of the list's primary criterion -- workers age 55-plus. He then sorted the list further using earnings, growth rate and number of openings.

Shatkin is not implying that workers in this age range should consider these jobs based solely on their inclusion in this list. It's just meant to provide a different perspective on the types of jobs that are popular amongst workers in this demographic. Mature workers might be drawn to these positions for different, personal reasons. Certain roles, such as chief executives, often require a significant amount of experience. If this list makes you consider a potential job that you might have otherwise overlooked for any reason, you'll find yourself in good company.

Here are 14 secure jobs with a high percentage of workers age 55-plus:

1. Clinical, counseling and school psychologists*

- Percent age 55 and over: 41.9
- Median annual salary: \$67,880**

2. Psychologists, all other (not listed separately)

- Percent age 55 and over: 41.9
- Median annual salary: \$90,010

3. Chief executives

- Percent age 55 and over: 35.5
- Median annual salary: \$166,910

4. Physicists

- Percent age 55 and over: 33.8
- Median annual salary: \$106,360

5. Urban and regional planners

- Percent age 55 and over: 33.8
- Median annual salary: \$64,100

6. Management analysts

- Percent age 55 and over: 32.3
- Median annual salary: \$78,490

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BEST JOBS IF YOU'RE OVER 55 *CONTINUED*

7. Education administrators, all other

- Percent age 55 and over: 32.2
- Median annual salary: \$76,730

8. Education administrators, elementary and secondary school

- Percent age 55 and over: 32.2
- Median annual salary: \$87,470

9. Education administrators, postsecondary

- Percent age 55 and over: 32.2
- Median annual salary: \$84,280

10. Administrative services managers

- Percent age 55 and over: 31.9
- Median annual salary: \$79,540

11. Instructional coordinators

- Percent age 55 and over: 31.9
- Median annual salary: \$59,280

12. Writers and authors

- Percent age 55 and over: 31.9
- Median annual salary: \$55,870

13. Transportation inspectors

- Percent age 55 and over: 31.3
- Median annual salary: \$62,230

14. Social and community service managers

- Percent age 55 and over: 30.8
- Median annual salary: \$58,660

*Occupations and percentages based on figures from "150 Best Jobs for a Secure Future," which used figures from the Bureau of Labor Statistics.

**Salary figures from the Bureau of Labor Statistics.

http://jobs.aol.com/articles/2012/06/05/14-secure-jobs-with-a-high-percentage-of-workers-age-55-plus/?icid=main-grid7%7Cmain5%7Cd126%7Csec1_in3%26pLid%3D167553

Volunteers Needed to Support the MEA!



The MEA's need for volunteers is ongoing. If you can help Marines in transition by volunteering to assist in a Marine in Transition support area, please contact Tim Murphy, MEA Executive Director, execdir@marineea.org or 703-980-3878.



Tanker's Urban Camouflage

MEA STANDS FOR OPPORTUNITY

Col Bill Hughes, USMC (Ret)

MEA has a well-earned reputation for helping Marines place in traditional jobs. MEA anecdotal evidence suggests that many, perhaps one third of our separating Marines, desire the security of the 9-5 job. Another third go on to complete their education then take that next job and the remainder want to be on their own. We acknowledge that not everyone enjoys or desires to adopt the 9-5 life and think it might be time to provide information on other opportunities.

Entrepreneurs Can Win Too!

Franchising: Let's face it; we are all familiar with the concept of working 9-5 for a company. Whether separated or retired, there is security in the structure provided by corporate work, regular pay and benefits, and a seemingly regular schedule. However, many would prefer to work independently running their own company. These opportunities are out there. Franchises, often in the form of retail and dining establishments, can range from \$30K -\$2.5M for the franchise license alone. Assuming you have the location to build on, add in your building costs, employees, marketing, etc. and one must carefully assess when the breakeven and payback points will be reached. Speaking to one franchisee, it cost him \$30K for a salad restaurant franchise. Ultimately, total costs to open the door totaled about \$225K that will be amortized over time. It's a lot of work, but an attractive option for success-oriented people.

Network Marketing: Many individuals have dabbled with another form of entrepreneurship through the many network marketing opportunities that abound. Network marketing is scarred with perceptions of companies practicing unethical and illegal business practices. Most of those businesses were cleaned up years ago. By offering products and services such as "soaps, suds, make-up, scents, candles, scrapbooks, shakes, powders, supplements, gels, pots, pans, calling cards, etc.," some members and their spouses have created useful cash flow while some have not realized any real gain. In the words of one highly successful entrepreneur, Mr. Larry Raskin, "network marketing does not mean 'No-Work Marketing.'" Like with any business, success is borne from the effort you put forth and by following a system in a disciplined way. To enter this world with your eyes open, there are things you must understand and not be seduced by the idea of quick riches. In other words, read the fine print and talk to people with real experience.

Look at the company history and the products or services they provide. Are they necessary to one's life? Are they recession-proof? Ask around about what mentoring, training and personal development is provided. Look at the legal and ethics department. Evaluate the entry fee, what the company delivers to get you started quickly and the bonus plans to earn that money back. Look carefully and compare compensation models between similar companies. Go to a meeting and look at those who are involved in the company and ask yourself if they are people with whom you want to be associated.

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MEA STANDS FOR OPPORTUNITY CONT.

Whether you are looking for an opportunity that pays you \$100, \$1,000, \$10K, or even \$100K per month, the power of these opportunities lies with the wealth principle of residual income—something that actors, athletes, brokers, agents, and even military retirees enjoy. However, to become profitable quickly, one should look at the bonus programs that pay for your efforts while your residual income builds. Above all, review again the company ethics, support, product line and compensation plan.

MEA member, Col Bill Hughes, USMC (Ret) is a company director, the president of a non-profit association, an NHL off-ice official, and earns monthly residual income not only as a retired Marine but also as an independent business owner marketing services used by all of us every day that include those that Warren Buffett describes will be the biggest wealth transfer in history. Bill can be reached at wdhughes@acnrep.com.

Read the VetJobs *Veteran Eagle* Newsletter

The Veteran Eagle is a newsletter for veterans, transitioning military, their family members and friends and supporters of VetJobs.

[Read the latest issue.](#)

VET HIRING NEWS

EMPLOYERS - Six Recommendations for How to Hire a Veteran

Veterans transitioning out of the military face challenging hiring conditions. Both veterans and employers need to be aware of the benefits of the veteran population. Employers should keep in mind the recommendations in the Veteran Talent Index: May 2012 as they prepare their recruiting strategy and search for qualified hires. [Read on.](#)

White House Still Pushing for Veteran Hiring

More than 1 million veterans are expected to transition out of the military over the next five years, creating the potential for a glut of workers and inspiring a White House push that urges companies to establish plans for hiring former service members, according to the Washington Business Journal. [Read on.](#)

Disabled Veterans National Foundation Alerts Employers about New Veteran Hiring Guidelines and Offers Resources to Help

With the troop draw down in the Middle East, employers have a new labor pool of returning veterans. Many are coming home with physical injuries or "invisible" psychological disabilities, and employers need to remember these veterans are protected against job discrimination by the Americans With Disabilities Act (ADA). Common injuries employers can expect in returning soldiers include missing limbs, burns, spinal cord injuries, post-traumatic stress disorder (PTSD), hearing loss, and traumatic brain injuries. Veteran support organizations like the DVNF have put resources in place to help employers successfully hire and retain disabled veterans. [Read on.](#)

MEA 2012 Board Membership

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Upcoming Events



July 13, 2012

**Henderson Hall Luncheon
Mini Job Fairs at TAPS, Quantico**

July 18 & 19, 2012

MEA Virtual Job Fair

July 27, 2012

Mini Job Fairs at TAPS, Quantico

August 10, 2012

**Henderson Hall Luncheon
Mini Job Fairs at TAPS, Quantico**

August 24, 2012

Mini Job Fairs at TAPS, Quantico

August 31, 2012

Mini Job Fairs at TAPS, Quantico

The MEA Camp Pendleton Chapter meets the 3rd Wednesday of every month, 1800, in the Iron Mike room at the Pendleton South Mesa Club.

**View a listing of events on the
MEA Calendar**

www.marineea.org

Upcoming Job Fairs

July 10 2012 Military.com/NCOA Career Expos / Las Vegas, NV

July 12 RecruitMilitary Veteran Opportunity Expo / Colorado Springs, CO

July 12 RecruitMilitary Veteran Opportunity Expo / St. Louis, MO

July 24 Hiring Heroes Career Fairs in 2012 / Ramstein, Germany

July 26 RecruitMilitary Veteran Opportunity Expo / Philadelphia, PA

Aug 9 JOBZONE Job Fair / Pentagon

Aug 22 JOBZONE Job Fair / Andrews AFB

**Go to the MEA calendar for a
complete list of job fairs**