



This month we are excited for you to learn a little more about our upcoming series of A+ courses. Our teams have been hard at work preparing for these courses, and we can promise you that these will be our best A+ courses yet. Also, in this edition learn about Kent Tilley, one of our Veteran Services Regional Representatives, and why he likes working with veterans. We also have some great information on why career fairs are an important part of becoming job ready. Finally, join me in congratulating our students who have earned certifications this month.

COMING THIS WINTER: A+ 901/902 CERTIFICATION COURSES

Our team is really excited to be releasing new A+ courses in a couple of months. Our production team has been collaborating on these courses for months now and is excited about the new direction and experience the courses will offer. Here are some new and exciting things to look for in these courses:

- The learning experience will be both interactive and engaging, consisting of video-based instruction, comprehensive project workbook, and test preparation.
- Your knowledge of computer hardware, mobile devices, networking, troubleshooting, and working with operating systems will be greatly enhanced.
- You will be both qualified and prepared for the position of an entry-level technician when you finish this series and pass the certification.

This series is going to continue to use the training methods we incorporated in our recently released Network+ course, that of outcome-based learning. Learning is always more fun and engaging

Certification Corner

Join us in congratulating the following veteran students who recently received industry certifications!

- **Pete E.**, NJ - Network+
- **Linda B.**, NH - Excel 2013
- **Chip L.**, MS - Network+
- **Steven N.**, TX - Dreamweaver
- **Josh O.**, NM - Security+
- **Derek P.**, KS - A+ 802
- **Doug D.**, CA - A+ 801
- **Cory O.**, MI - A+ 801
- **Cory O.**, MI - A+ 802
- **Paul P.**, IN - A+ 801
- **Josh K.**, UT - CPTe
- **Sandra H.**, KS - Word 2013
- **Valerie B.**, VT - Word 2013

when you find it has value in real-life situations. Stay tuned as we work to bring you a truly engaging A+ learning experience that you will want to give, well, an A+ grade!

Remember **as part of our Certify for Life program if you have taken our A+ course before this course is available to you at no cost.** It does not matter if you are currently active in our program, inactive, or on hold this course is always available to you!

EMPLOYEE SPOTLIGHT: KENT TILLEY



1. **How long have you worked at LearnKey?** Six months.
2. **What is the best piece of advice you would give to a veteran working through their courses in the Blue Ocean program?** This is a war of attrition; the only student that loses is the one that gives up.
3. **How has your military experience impacted the way you interact with the veterans you work with?** It creates a connection. Even though all military experiences are different, there is almost an immediate understanding of the common background.
4. **What is the most rewarding part of your job?** Helping veterans to understand what is possible for them. Most veterans don't know what is available and they feel like everyone is out to get them.
5. **What do you do in your free time?** I like to spend time with my family, go to the beach, train for marathons and triathlons, and work in my modest two-acre garden and grapevines.

- **Jeffrey S.**, MI - A+ 802
 - **Adam I.**, MI - MTA Networking Fundamentals
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THE VALUE OF CAREER FAIRS

This week our Job Ready Manager Beth Ciaramello attended two career fairs in Phoenix, AZ. Career fairs are the best way to network with many employers who are looking for candidates that can bring value into their companies. In addition, this is a way to network with companies that you would like to work for even if they do not have the position available at the time you meet them. Here are four quick tips from Beth about how to have a successful experience at a career fair.

1. **Be prepared.** Know which employers will be there and what positions are available. Try not to ask questions when those answers can be found online. This will allow you to cater your introduction speech or “elevator speech” to the need of the company. The best way to present this is to ask the employer what they are looking for, then reply with how you fit their needs. Be prepared to answer interview-type questions about yourself. Bring several copies of your resume and a networking business card. Click [here](#) for more information about networking business cards.
2. **Be yourself and be memorable.** Enthusiasm, positivity, and confidence help you stand out. Tell a unique story that connects with the employer or shows the impact you have left with your previous employers. Focus on your strengths and how those will help the employer.
3. **Follow up.** Ask the employer what the next steps would be to complete the application process. Make sure you gather the business cards of the employers you spoke with and send a follow-up email within 48 hours. Bring back the unique story or a moment in which you connected with the employer to remind them of who you are.
4. **Be professional.** Professional dress is the simplest way to make a good first impression. Additionally, be courteous and respectful, and be sure to listen to others including other candidates.

The following links are sources for career fairs nationwide:

DICE Company: www.targetedjobfairs.com

[Recruit Military](#)

Military.com

[Veteran Recruiting](#)

[Hiring Our Heroes](#)

TUTOR TUESDAY AND THURSDAY

If you need help preparing for an upcoming certification exam, be sure to call into our tutoring sessions every **Tuesday from 11am – 12:00pm MST** and **Thursday from 3:30pm – 4:30pm MST**. Our [Student Resource Center](#) and [Student Forums](#) are also resources to help with your preparation.

Kind regards,

Jeff Coruccini
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