

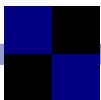
M E M B E R S H I P
M A T T E R S
S E R I E S

This brochure is brought to you by the
2007-2008 ASCLS Leadership Academy.

We hope that you have found it to be both
informative and inspiring.

We are members of ASCLS because the
future of our profession depends on us.

Please join us in our cause to make a
DIFFERENCE!!



American Society for Clinical Laboratory Science
Voice, Value, Vision

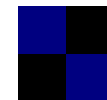
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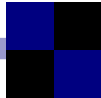


Networking Matters!



A S C L S L E A D E R S H I P
A C A D E M Y





networking Story

Networking

Have you ever heard colleagues talk about how knowing a certain person led to a better job, or how contacting this person who contacted that person, who contacted another led to obtaining information or something that you really wanted?

This is called networking and ASCLS can help!

When you become a member of the ASCLS, you become part of a huge family! And this family works together to help you in any and every way possible! Networking is one of the many advantages that belonging to ASCLS gives you.

Visit <http://www.ascls.org> for more information.



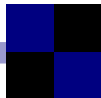
I was a senior in my MT program at Hahnemann, a cooperative education program, when I attended my third ASCLS-PA meeting as the student representative/delegate. Since I already had 18 months of work experience I was sure I wanted to be a sales representative for a diagnostics company.

At the ASCLS meeting exhibit hall, I was speaking with vendors about opportunities with their companies. I met the man who would hire me after graduation and who became my first sales manager.

The job took me to Atlanta, where I covered 5 states. I was not afraid to move, because I had so many ASCLS contacts in the Atlanta area and throughout the southeast. While the job didn't work out, I gained valuable experience which helped me secure a future position with another diagnostics manufacturer.

I stayed in Atlanta for two more years and then relocated back to Philadelphia, where I re-established contact with the local chapter of the ASCLS-PA. At one of the first state meetings, a guest speaker named Valerie Skonie, of the Skonie Corporation, offered a full day registration to a seminar she was hosting in the area. It was a seminar on job search skills. The Skonie Corporation matched diagnostic manufacturers with part-time technical representatives. Valerie did consider me for a position with a hematology company, which I declined at the time, but when I was offered one several years later by a Skonie representative for Eastman Kodak, I accepted. Having numerous contacts, all generated through my involvement with the ASCLS, has helped to keep me happily employed for years!

Barbara Snyderman, ASCLS-PA
Past President



Networking Story

After a year or so working at the hospital in which I trained as a student, I had the opportunity to work at a large university hospital in the Hematology division. It was then I joined ASCLS- my supervisor was an active member and her passion drew me in to the organization.

Over the next decade as I began to transition my career to industry, I had the opportunity to work for several wonderful companies in various positions from technical to sales. Each time I have made a job or career change my ASCLS network has proven to be invaluable to me when looking for a new position. In 1999 that network was invaluable. The national meeting of ASCLS was in three weeks. I was able to network and schedule eight interviews during that meeting. I was offered a position with a histology company during that week, and I accepted my next sales position. At this company, I added capital equipment sales to my resume. During this same time I became more active in ASCLS on the national level and was honored to serve as ASCLS Region VII Director.

As my journey continues, an even greater network of professionals has afforded me many opportunities to continue to grow. I cannot stress the importance of the networking that one can do as a member of a professional society. These contacts are invaluable to me today.

Debbie Faubian, ASCLS member

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