

Opportunity Knocks

The key to your hiring needs.



A Senior Employment Center Update

September 2009

Vol.3, Issue 7

THE PERFECT MATCH MAKES ALL THE DIFFERENCE

Staff from Aire-Master recently spent a morning at the Senior Employment Center Akron office interviewing applicants they met at the Akron Mature Workers Job and Career Fair.

"Aire-Master is a professional deodorizing, sanitizing, and odor-control company," said Ken Peterson, an Aire-Master franchisee who, along with Jennifer Nagel and Kevin Brichetto (also Aire-Master franchisees) sponsored a booth at the Mature Workers' Job and Career Fair, held at Tangier in Akron, September 2,

2009. The Fair is a yearly event sponsored by Mature Services, Inc.

The Aire-Master clients are mostly commercial, such as hotels, nursing homes, auto dealers who need to have used vehicles that smell good, or at least don't have odors that turn customers away. Real estate brokers might use Aire-Master's products for similar reasons – to deodorize and freshen properties they want to put on the market. An individual might want to 'de-skunk' his or her dog.

Select a category

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This was the first time Aire-Master franchisees participated in the Fair. Ken, Jennifer and Kevin each have county-wide franchises in Northeastern Ohio. They were pleased with the amount and quality of

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These People Are Available for Immediate Hire

Driving / Transportation

Bonnie P. is seeking a driving position. She has a good driving record with no accidents; however, she does not have a CDL. Bonnie has driven the Food Service vehicle for the Veterans' Administration in Brecksville, and she has received Bad Weather Attendance awards for numerous years. In addition to driving, Bonnie has excellent customer service, food service, and delivery experience. She has helped customers to solve complaints, provided information about products and services, as well as taken orders and cancelled accounts. If you are looking for a responsible, organized, and dependable person, look no further.



Ellen W. is seeking a dispatcher position in the transportation or logistics field. She has negotiated and arranged transport of goods with freight companies throughout the U.S. Ellen has planned, organized, and managed work of subordinate staff to ensure work was accomplished in a timely manner consistent with organizational requirements within company policies and procedures. Her excellent work ethic has provided inspiration to staff members, and she has provided excellent service to her employers.

Jerry K. is seeking a Delivery Driver/Warehouseman position. His experience includes driving delivery trucks up to 5 ½ tons, using forklifts, and operating a skid steer. Jerry has worked primarily in the tool & die industry, delivering finished products and picking up parts and supplies.

Education / Training

Brenda B. A caring, compassionate professional, Brenda is seeking a position where she can apply her varied experience. She has taught learning-disabled students, developed Individualized Education Plans, and conducted assessments. As a Masters level counselor, Brenda worked with families and children to assess child abuse and neglect issues and provided individual and family therapy to address needs of clients.

Gwen J. has dedicated both her professional and volunteer careers to helping children. She has served as an Educational Aide, providing assistance to those with special needs and non-English speakers. As a volunteer, Gwen chaired the Head Start Policy Council and served



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as a board member of Akron/Summit County Community Action.

Janet S. is seeking an Educational Consultant position where she can utilize her experience. She has adapted teaching methods and instructional materials to meet students' varying needs, abilities, and interests. Janet has taught English, Mathematics, and Communication. She observed and evaluated students' performance, behavior, social development, and physical health. Janet has an Accounting degree from Hammel Business College and an Education degree from Kent State University.

Leowan S. is seeking a position in training or Human Resources. She has extensive experience as a Safety Trainer in a manufacturing environment where she inspected and evaluated workplace environments, equipment, and practices to ensure compliance with safety standards. As an Hourly Personnel Representative, Leowan provided guidance to employees to resolve issues such as unemployment eligibility, medical reinstatements, and retirement requests. She has a history of steady advancement in her career, a testament to her commitment to continually learn and improve.

Mary C. is seeking a position in Early Childhood Education. She has experience as a Pre-K teacher in a variety of settings as well as with Head Start. She has worked with individual students and groups. Mary brings great passion and dedication to her work.



Patricia B. is looking for a position as a dance instructor. She has extensive experience teaching a variety of dance styles to all age groups from children to seniors. As the manager of a

studio, she kept the books, managed receivables and payables, and marketed the business.

Sandra W. seeks a position in customer service or training. In her career, she has done data entry, answered incoming calls, and managed correspondence with customers. She has provided customers with accurate, up-to-date information on bank accounts, and investigated and resolved customers concerns in a timely and courteous manner, insuring customer satisfaction. Sandra assessed the training needs of employees, using focus groups and consultation with management. She also organized and directed orientation and training for employees and presented information using a variety of instructional techniques and formats, such as role playing, simulations, team exercises, group discussions, videos, and lectures.

Sharon M. is an accomplished musician with experience in chamber ensembles, orchestras, and musical theater. She is seeking a position as a teacher/tutor in clarinet and/or voice.



Sharon has experience teaching young children both individually and in groups. She has an infectious enthusiasm that inspires her students to learn.

Financial / Insurance

Blanche E. is a dedicated, hard-working individual with experience reconciling accounts, preparing financial statements, and benefit administration. She maintained and collected past due accounts for 22 wholesale centers with receivables of \$8 million. She has worked with SAP computer systems and Sarbanes/Oxley compliance. Blanche has a history of steady advancement in her career and has been recognized for her talents, skills, and loyalty.

Colleen G. is seeking a position in the Financial Services industry. She has experience in retirement planning, life insurance, and personal financial analysis, and she has prepared personal income tax returns for more than 10 years. Colleen is fully licensed.

Opportunity Knocks-Summit County Issue

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Glen C. has extensive experience with QuickBooks Pro and has worked in both the medical/dental and commercial business environments. Glen also has been responsible for accounts payable and receivable, purchasing, and bank reconciliations. His attention to detail, knowledge, and no-nonsense approach will make him a valuable asset to any company.

Joe L. is seeking a position in a Financial Department. He is a CPA and has worked in various accounting firms. Joe has developed, set-up, and operated various businesses as well as acted as Chief Accountant. He has computer skills using Microsoft Word, Excel, Peachtree, and Main Frame systems, PCs, and Windows Operating Systems. Joe has an excellent work history and the experience to help your company get back on track, meet deadlines, and operate within budget for profitability.

Pamela B. is seeking a position in the financial services industry. She has been both an account executive for a brokerage company and office manager of diversified financial services and insurance firm. Her duties have included training agents, medical underwriting and risk evaluation. Intelligent, dedicated, and caring, Pamela brings the highest level of professionalism to all she does.

Rita P. is looking for a bookkeeping position where she can utilize her experience in payroll, monthly statements, and data entry. She has worked with Peachtree accounting software and is proficient in Word and Excel. Rita is a goal-oriented individual with excellent communication skills, qualities she has put to good use in collection of past-due accounts.

Hospitality / Food Service

Darlene W. is seeking a position in Food Service. She has served as the manager of food service in a non-profit childcare center, where she was responsible for budgeting, meal planning, food preparation, and record keeping. Darlene has been trained in food safety procedures.

Jo Anne D. is an outstanding chef who has worked in a variety of venues, as well as oper-

ated her own local bakery. She has prepared and served meals for hundreds of people (from small, in-home, personal Chef Presentations to lunches for 100+ and receptions and parties of 150-200 people), as well as specialty foods/diets for diabetics and salt-free clients. Her creativity spans cake decorating, specialty baked items, and running a whole kitchen as Head Chef. Her computer skills consist of iMac G3, PC word processing, Microsoft Word, Apple Works, and the Internet. JoAnne graduated Summa Cum Laude from the Culinary Institute of Virginia College. She is seeking full-time employment with benefits.

Rosemarie R. is looking for a Food Service position. She has experience in many aspects of meal preparation, including salad and sandwich prep, chopping vegetables, and cafeteria set up. An engaging personality and a sense of humor make Rosemarie a great team member.

Maintenance / Landscaping



Bill M. A real jack of all trades, Bill is seeking a building maintenance position. He has worked in maintenance and repair in multiple large facilities where he gained experience in preventive maintenance and damage repair. Bill also has an extensive background in construction, primarily masonry work, and a knowledge of blueprints, estimating, and project management.

Bob L. is seeking a maintenance position in a machine shop or as a building manager. Bob is an excellent electrician providing fast, proficient, and cost-effective service to his employers for a good number of years. He can install, repair, and replace machines, repair buildings, as well as maintain a safe and effective work environment. He has an excellent work background with an excellent attendance record.



LeAnne M. is seeking a Housekeeping/Janitorial position. She has serviced, cleaned, and supplied restrooms; gathered and emptied trash; and swept, vacuumed, and mopped floors. LeAnne has followed procedures for mixing and using chemicals and cleaners, and for using power equipment. She has monitored buildings



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for security and safety by performing such tasks as locking doors and checking electrical appliances to prevent any environmental hazards.

Melvin W. has cleaned commercial and residential establishments, such as hotels, restaurants, clubs, halls, and beauty parlors. He has prepared cleaning solutions, according to specifications, for safe, clean environments. Melvin also has performed routine preventive maintenance to ensure that machines continue to run smoothly, building systems operate efficiently, and the physical condition of the building does not deteriorate. His excellent attendance record and positive attitude help to make Melvin an ideal employee.

Manufacturing/Industrial/Technology

Alan B. is seeking a position where his machine shop experience can make a positive contribution. He has cleaned, deburred, chamfered, beveled, drilled and tapped machined parts using hand and power tools. Alan also has completed detailed bench finishing on models and patterns used for tire tread-ring molds, and performed hand and machine polishing on steel and bronze machined parts to be used in stamping die machinery. Alan's strong work ethic and commitment to quality will make him an asset to any company.

Charles T. has been a production machine setter and is seeking a full-time position with benefits. He also is a bobbin-winding operator, a dip mold operator, and he has monitored machine operations to detect malfunctions. Charles has set-up and run selected machines and installed machine components, such as dies, molds, and cutters according to specifications, using hand tools and measuring devices. He also has synchronized speeds of sections when producing products involving several steps or processes. In addition, Charles has recorded and maintained production data, such as meter readings and quantities, types and dimensions of materials produced. Charles has a diploma from Hower Vocational High and an Associate Degree in Business Administration.

Cathy M. is seeking production line work. She has experience as Lead Person for a team producing industrial plastic parts. Her experience also includes shipping/receiving, where she moved finished goods to the shipping department, loaded trucks and managed documents. Cathy is a very reliable individual, a hard worker, and really enjoys being part of a team.

Christopher M. is seeking a quality control position with benefits. He has supervised Lab personnel on first shift in using the Spectrophotometer, Rheometer, and Tensile Meter, two-roll mill, and physical testing of production samples. Chris has helped to increase companies' outputs by 25 percent with new products and increased production by using adjusted Cure System and Composition of Compounds.

David K. From designing shipping containers to negotiating pricing with transportation vendors, David's experience in shipping/receiving is comprehensive. He has prepared annual budgets for management approval and maintained actual spending with those limits. David's computer skills include Microsoft Office as well as BAAN Floor Inventory Management System and Csarlite Traffic Management System.



Donald R. is seeking a manufacturing painter position with benefits. Don has been a painter in the construction industry, in a manufacturing company, and in a maintenance department. He also has a varied work background in various other types of industry, such as a material handler, a tank cleaner/floor supervisor, a packer/painter/mixer, and a line loader and production line painter. He also has the ability to weld and read blueprints. Don has a good work and attendance record. If you are looking for a dependable and hard-working individual to complement your team and company, look no further.

Judy G. has worked in Quality Control, Shipping and Receiving, and she has been a machine operator. She helped production workers, loaded and unloaded items from machines and conveyors, and packaged finished products for shipping. Judy maintained machines to prevent malfunctions and machine downtime.



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She also has prepared documents, including work orders, bills of lading and shipping procedures, routes and rates. She has received numerous attendance awards with bonuses. "Professional, hardworking and dependable," describes her perfectly.

Roberta B. is seeking a third-shift manufacturing/light industry position. She has inspected, packed, coiled, and sometimes operated machinery (Automatic Assembly Machines), in the production of plastic products. Roberta has used electric saw, sonic welder, and drill press, as well as a forklift. She has an excellent attendance and work record.

Wayne J. is seeking a full-time Welder / Fitter position in a factory environment with benefits. He can read blueprints, work orders and production schedules to determine product or job specifications. Wayne can set-up, operate and tend welding machines (Mig, Tig, Arc and Gas, Steel, Stainless Steel, Cast Iron and Aluminum) that join and bond components to fabricated metal products or assemblies. Wayne also has set-up and operated borers, millers, grinders, presses, drills and auxiliary machines, and he operated tow motors and handheld and overhead cranes. Wayne has his Welding Certification. He has an excellent attitude and attendance record along with an outgoing personality.

Patternmaker

John W. can set up and operate machine tools, such as milling machines, lathes, drill presses, and grinders, in order to machine castings or patterns. He is able to read and interpret blueprints or drawings of parts to be cast or patterns to be made, then compute dimensions and plan operational sequences, as well as verifying conformance of patterns or template dimensions to specifications, using measuring instruments such as calipers, scales, and micrometers. John also is a licensed forklift operator.

Administrative

Carley N. has handled multiple phone lines for inbound and outbound calls for *Medicare Part D* prescription plans and prescription information, as well as processed customer enrollments. Her computer experience includes Microsoft Word, WordPerfect, Excel, and PowerPoint, with a typing speed of 30-35 wpm. She has a diversified work background with an excellent

attendance record. Carley has a Bachelor of Science in Education and a Certificate in Diagnostic Medical Sonography. She is looking for a full-time position with benefits.

Janice O. has answered multiple phone lines, taken detailed and accurate messages, or transferred calls to appropriate individuals, as well as greeted and assisted patients with accurate, courteous, and up-to-date information. Janice is skilled at resolving problems to meet patients' needs and scheduling appointments in a way that ensures sufficient time for a variety of appointment types.

Home Health Aide

Brenda P. is a caring, compassionate individual with experience as a nurse's aide. She has provided patients with emotional support and instruction in areas such as independent living, adaptation to disability, and coping with illness. Brenda has scheduled medical appointments and assisted patients in their interaction with medical providers. She also has assisted with ambulation in and out of beds, baths, wheelchairs and vehicles, and provided support for dressing and grooming. In addition, she has prepared and served meals to patients in compliance with dietary needs, cleaned living quarters, washed and ironed laundry, and dusted and cleaned windows.



Rose S. is looking for a position in home healthcare. She has experience serving the memory impaired in all aspects of their daily care. Rose has offered bedside and personal care, planned and prepared meals and provided transportation. She also has given training to family members to ensure the best possible care for clients.

Medical

Medical Billing

Lynda N. is seeking a position in Medical Billing. She has extensive experience with secondary billing after primary insurance payments have been received and posted. She is familiar with Medicare and Medicaid forms and procedures. Lyndia also has experience in collections and credit reporting. A dedi-



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cated, organized, and dependable worker, Lydia will be a productive asset to her new employer.

Registrar Nurse

Dorothy R. is a Registrar Nurse seeking an advocate position helping clients to obtain needed services and equipment, implement services, and schedule assistance, as well as representing patient to receive resources available. She can work independently or as a team member to achieve and establish services through case management. Dorothy has provided in-home assessments and doctor follow-up to maintain prescribed care, services, and quality. Dorothy has monitored all aspects of patient care, including diet and physical activities, as well as prescribed duties to assure prompt professional service in compliance of regulations. Dorothy has an excellent attendance record with a caring, compassionate, and helping personality.

Office

Anne S. is seeking a position where her clerical and customer service experience will make a positive contribution. She has been able to handle telephone requests and phone orders in a professional and pleasant manner. Anne has greeted and assisted customers with accurate, courteous, and up-to-date information, as well as tracing back-orders in a fast and proficient manner to resolve customer complaints. She also has scheduled appointments for all customers to meet quotas and promote sales.

Barbara D. is seeking a Customer Service/General Office position. She has computer skills, using Microsoft Office, and has done data-entry. Barb knows how to use a copier and fax machines, and she has experience with a multi-line telephone system. She also has knowledge of numerical and alphabetical filing. Barb is seeking full-time employment with benefits.

Freddie H. is seeking a General Office position. She has served as receptionist for six departments and as an Accounts Payable clerk. Freddie has prepared bulk mailings, was responsible for handling money and preparing deposits, and training new hires in her department. She is a team player with an engaging personality who enjoys working with others.

Joan R. is seeking a general office position on a full-time basis. As a clerical assistant, Joan has answered telephones, directed calls appropriately, and performed data entry to maintain customer records. She has experience with Microsoft Word and Excel, copy and fax machines, adding machines, calculators, and cash registers. She excels at multi-tasking and always welcomes new challenges.

Kathleen C. is seeking an Administrative Assistant position where she can apply her skills and experience to benefit her employer. She has worked in a variety of settings, from rental property management to retail. Kathleen has handled payrolls for up to 100 employees, managed accounts payable and served as an executive assistant.



Lynn S. is seeking an Administrative Assistant/Receptionist position. She has computer skills using Microsoft Word, Excel, Access, and Outlook. She has answered multiple phone lines for two different

managers as well as greeted customers and visitors. Lynn has done alphabetical and numerical filing, collated materials, and assembled packets and booklets. She has used various types of office equipment to get jobs done in a timely manner. Lynn has an Associate Degree in Secretarial Science from The University of Akron.

Mardee H. Her experience with MS Word, designing and managing newsletters and office procedures in general have prepared



Mardee for a challenging position. Friendly and hard working, she will be an asset to her next employer. Mardee's background also includes experience in retail sales as a merchandiser and cashier.



Marjorie B. A skilled professional, Marjorie is seeking a position as an Administrative Assistant. She has extensive administrative support experience and excellent computer skills, including a position as lead operator of an IBM AS/400 system. Good communication skills and a dedicated work ethic have been the hallmarks of Marjorie's work life.

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Martha T. has experience with telephone systems, office automation, and data entry, which has prepared her well for a General Office position. She has served in a hospital medical records department, as well as retail and museum environments. Her attention to detail will make Martha a valuable addition to her next employer.

Nel N. operates a multi-line phone system, screening and transferring calls appropriately. She provides information to customers using a computer, mail, or facsimile machine. Nel maintains and copies records of office activities and business transactions. She also reviews incoming mail and prepares outgoing mail. Contact Nel if you are in need of a receptionist.



Freelance Writer/Clerical

Peggy R. Her varied background includes many clerical/general office positions. Peggy has been a receptionist, meeting secretary, and transcriptionist. She has had

another career as a freelance writer for a variety of newspapers and local and national magazines. Peggy also has authored four books for which she did extensive research.

General Office/Library Assistant

Andrea B. is looking for a position that will utilize her reference librarian experience and extensive clerical skills. She has a strong commitment to customer service and is a bright, motivated, organized individual. Andrea types 40 wpm and has experience performing clerical duties such as filing, typing, word processing, photocopying, mailing materials, and mail sorting.

Human Resources/Clerical

Ina S. is a highly motivated receptionist and Human Resources assistant. She is a dedicated, punctual, and dependable employee. Ina also is a detailed-orientated team player with exceptional communication, organizational, multi-tasking, time management, and problem-solving skills. Computer skills include Microsoft Word, Excel, PowerPoint, and Word Perfect. She can type 50 words per minute, with 90 percent accuracy. Ina has experience training new hires in a variety of tasks.

Professional / Management

Cindy N. brings a diverse background to her search for a management position. She has extensive experience in retail management, with large national companies and a single store operation. Cindy has been a sales manager and a management trainer during her career. Experience as an administrative assistant also provided her with excellent organizational, computer, and administrative skills. A great attitude and work ethic have been the hallmarks of Cindy's work life.

Dan S. is a resourceful non-profit organization executive, with significant experience and accomplishments in the management, sales, and marketing areas. He is seeking a position where he can apply his many skills. Dan has a proven record in strong fiscal management, human relations management, public relations, sales and marketing, fundraising, team building, and grant writing.

Edward J. is seeking a position in office management/purchasing. He has managed a purchasing budget of \$10 million, conducted quality audits on U.S. and overseas suppliers, and monitored incoming shipments from foreign and domestic sources. Edward organized accounting, purchasing, and human resource functions to meet expanding needs and maintained full responsibility for office management, purchasing, production scheduling, inventory/materials management, and project management.

John G. is seeking a management position with benefits. John has excellent computer skills using Microsoft Office and Works, Quickbooks Accounting, and the Internet. He has



dealt with and solved many customer service issues, as well as consulted with companies to develop and implement customer service practices to improve customer satisfaction for increased business and purchases. John has established and implemented company policies and procedures and instituted production controls, inventory controls, and quality controls. John has degrees in Business Accounting from The University of Akron and Machine Tool and Shop Theory from Cerritos College. If you need a professional and a go-to person, look no further.



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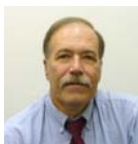
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Margaret W. is seeking a part-time Social Worker/Case Manager position where she can utilize her skills to help clients get assistance and services for a better quality of life. She has some basic computer skills, using Microsoft Word and the Internet. Margaret has made referrals to community agencies, government agencies, and other public assistance programs to help her clientele obtain much-needed resources and services.

Marvie B. has experience as a teller and personal banker. An outgoing, personable, and dedicated worker, Marvie brings enthusiasm and knowledge to her job. She has trained new employees and thrives in a team environment.

Suzanne A. is an experienced, enthusiastic, and flexible professional, and she is seeking a position where her many skills can make a contribution to success. She has arranged conferences and meetings, scheduled appointments, and travel arrangements. In addition, she has prepared general correspondence, presentations using Power Point and overheads, monthly statistical reports using Excel, and updated monthly expense accounts for senior management. She also has served as supervisor for volunteers who assisted with clerical duties.

Sales /Service



Carl N. is seeking a position in hardware sales. He brings a knowledge of carpentry and construction that allows him to be a great source of information and instruction to his customers. Carl

has extensive experience leading how-to classes in a variety of areas.

Tresha L. is seeking a cashier position. She has had training from a major retailer on all equipment used including cash registers, credit card machines, check machines, and price guns. A very personable individual, Tresha is adept at making customers feel at home in her place of business and assuring their satisfaction.

William K. is seeking a position as a cashier or warehouse worker. He is experienced in cash

register opening and closing procedures, accurately handling customer transactions and counting the drawer. William has picked merchandise for orders and prepared UPS shipments. He is dependable and detail oriented.

Sales/Marketing

Bill E. is seeking a Sales/Marketing position. Bill has a consistent track record of increasing sales with existing customers and developing new business. He has managed company trade show activities and designed and executed marketing campaigns. Bill is a professional, dedicated individual with long experience representing manufacturers. Bill has a BA in Industrial Psychology for Ohio State.

Customer Service

Alan B. has a Technical Customer Service background. He has provided total customer support both locally and internationally. Alan has brokered spare parts, ordered and tracked machines worldwide, maintained liaison activities, and conducted audits. He has supervised and trained auditors as well as sales staff. Alan also has successfully completed company sales programs and actively engaged in the up-selling of products, parts, and service. He is seeking a full-time position with benefits.

Anne S. is seeking a position where her clerical and customer service experience will make a positive contribution. She has been able to handle telephone requests and phone orders in a professional and pleasant manner. Anne has greeted and assisted customers with accurate, courteous, and up-to-date information, as well as tracing back-orders in a fast and proficient manner to resolve customer complaints. She also has scheduled appointments for all customers to meet quotas and promote sales.

Donna R. brings an extensive customer service background to her search for a new position. She works well with clients, one on one, to ensure all available services are offered. Donna has experience resolving customer issues and complaints to everyone's satisfaction.

Joyce Z. is seeking a full-time administrative assistant / customer service position. She is



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proficient with Microsoft Word and Excel and comes with very good office skills and excellent customer service capabilities. Her attitude is positive and you will find that she is organized and dependable.



Judy P. Her outgoing personality and positive attitude make her the ideal candidate for a customer service position. She has experience working with the public in both banking and retail environments.

Judy is adept at establishing and maintaining

positive relationships with customers.

Patricia T. has computer skills using Microsoft Word and office skills such as copying, printing, faxing, laminating, labeling, and mailing. She has excellent customer service skills providing prompt professional quality service, as well as operating a cash register and doing light bookkeeping. Patricia has also answered multiple telephone lines, transferring calls to appropriate departments. She has excellent attendance and work records.

Perfect, cont'd from p. 1

the traffic they received during the Fair: more than twenty people left their resumes.

Jennifer was in their booth most of the time and she said, "people were drawn to the booth by the scent, but when they learned the position on offer included 'cold sales', they were sometimes put off." Eight people were selected for interviews, and one person was selected for a "trial run," going out with the franchisees on their rounds to get a feel for the job.

Kevin made the point, and Ken and Jennifer agreed, that "sales is one of the few jobs where a person without a college degree can still make a decent living." As far as they are concerned, experience, especially prior door-to-door sales experience, is more important than education. The ability to work independently with little guidance and, particularly, *not to take rejection personally*, are other necessary qualifications.

Kevin said, "there is no truly green certification for our products, but the science of aromatherapy plays a role." Just as it is important to find the right person for the sales job, they want to find the scent that best meets the customer's needs. The company produces thirty-two scents, which include Apple-Cinnamon, Cherry Berry, Cranberry, Red Raspberry, Vanilla Bean, and Wild Grape. According to Kevin, "Understanding how to balance scents is important; for example, florals help smoky areas and Cherry Berry works in nursing homes." Scent also can be associated



From right to left: Ken Peterson, Jennifer Nagel, and Kevin Brichetto who are Aire-Master franchisees.

with a place and has been used to help nursing home residents who have Alzheimer's disease to identify accurately in which wing of a building their rooms are located.

According to their website (www.airemaster.com), Aire-Master is a "leading odor control and commercial hygiene franchise system," with corporate headquarters in Nixa, Missouri. The company has been offering franchise opportunities since 1976, and now has over eighty franchisees throughout the United States and Canada. In addition to the types of customers listed above, each month Aire-Master services health care facilities, churches, convenience stores, fitness centers, banks, restaurants, grocery stores, and apartment complexes (approximately 20,000 customers per month).



Look who got a job!

New hires:
Randy F., David K.,
William W., Marcia S.,
Rebecca N., Sandra J.,
Bill M.



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