

Young Professionals hear tips on advancing their careers

By THOMAS DOOHAN Staff Writer Published: September 28, 2014 4:00AM

WOOSTER -- People who get promoted aren't better people, they are just doing the right things.

That is what RBB Systems CEO and president Bruce Hendrick told the group that gathered in the meeting room at the Wayne County Public Library on Sept. 17 for the Young Professionals' Professional Development Luncheon.

As the audience ate sandwiches and chips, he said things people do to advance their careers are not secrets held by a select few. Rather, he said, they are things that everyone can learn and incorporate into their own lives.

"Always bring unexpected value," Hendrick told the group.

In addition to always bringing your best, he said, it really helps to bring more to the table than your bosses thinks you will. When you surpass their expectations, Hendrick said, promotions stop seeming so far away.

That tip was just the first of many ideas that were shared with the group. Hendrick told the audience how it is important to announce your goals and follow through. It builds credibility, he said.

Hendrick described how it is important to know what kind of employee you are and strive to use your personality type to your advantage.

He also said it is important to concentrate on the right thing. Instead of worrying about promotions, it is better to focus on producing quality work. He likened it to a bride and groom on their wedding day.

Hendrick called the bride the business and the veil the promotion. He said it is obvious that the groom should be focusing on the bride rather than the veil and encouraged everyone to make the bride, or business, happy.

"You can't lose if you make the bride happy," Hendrick said.

By the end of the luncheon, Hendrick gave the group 10 tips to getting promoted. But one point he continued to harken back to was identity. He described how in his career, he has been successful because he knew why he wanted to work at what he was doing.

"Be clear on your why," he said, explaining how if the reason for why you want to do something is strong enough -- the how does not matter.

All of the skills taught by Hendrick were pretty significant for Rea & Associates' David Shallenberger, one of the organizers for the luncheon. He said young people in the workforce want to get promoted, but accomplishing that goal is easier said than done.

"It's those soft skills that aren't really taught in the work place," Shallenberger said, explaining how he hears people asking about them a lot and this talk addressed them.

Dragon Products' Ben Drushal, also an organizer for the luncheon, said there is an added benefit to the skills taught during the talk. People can use the tips in every aspect of their lives. The tips will "make people better individuals."

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