

So you think you have nothing to talk about

File: Career advice/resume

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Quite often I meet my friends' kids who are looking for advice and interview tips as they search for their first job. What I've learned is most people think they have nothing to talk about the first 21 years of their life. Well, here's a resume I did on myself that encompasses every type of job and task I did during grade school, high school, and college. If I only knew back then what I know now, I might have approached my interviews a bit differently. What I can tell you is the wide assortment of jobs and entrepreneurial experiences at a young age had a lot to do with the character, values, and core ideologies of my own business, AP Professionals. I'm not saying this is what your resume should look like, but you should be able to talk about your childhood, and these are great points I would have talked about had I known then what I know now.

Education

June 1973, graduated from 8th grade, St. Gregory the Great
June 1977, graduated from Williamsville South High School
December 1980, BS, Business, SUNY at Buffalo, graduated in 3.5 years

Life experiences

6th grade to 9th grade

Golf Ball Picker, Airport Driving Range. During the golf season, I rode my bike 4 miles with my 2 pals, Rich Weber and John Gaffney. We hit balls with all the customers until they left, then picked them up for 3 hours, and rode home. Pay - \$1/hour in cash

High school

Paper Boy, Courier Express. Delivered the morning paper every day, 365 days a year at 5:45 AM to 40 weekly customers and 100 Sunday accounts. Responsible for customer service, collecting accounts receivable, accounts payable to the Courier, and weekly profit and loss statement [which included a tip or two along the way]. The best part of the job was delivering the holiday calendar. Holiday tips averaged \$200 per year. I've often told people over the years quitting a job before bonus time is like giving up the paper route in November. Weekly earnings - \$17.00

summer 1977

Factory worker, General Motors Foundry, Buffalo, NY. John Gaffney's dad Bill was a senior executive at Chevrolet. As we walked out of high school after our last exam, Mr. Gaffney was waiting for us at the front door. He asked us if we wanted a job at the foundry working 70 hours per week second shift making \$15/hour, \$22.50 overtime, and double time on Sundays. We worked the entire summer and I made enough money to pay for my books, buy a GTO convertible and pay the first two years of my share of college tuition.

summer 1978

Owner, Amherst Sealers and Stripers. Anxious to try our own business, and not up for another summer in the foundry at 110 degrees, John and I bought a pickup truck for \$500, a 55-gallon drum of driveway sealer, and a parking lot striper machine and were on our way. I forgot how much we made, but it was enough to keep us in beer money. We sold the truck at the end of the summer and went back to UB. We also spent the summer painting Mr. Gaffney's house in our spare time for \$200. We did a terrible job and Mr. Gaf cleaned up after us.

1978 to 1980

Waiter and tableside cook, Romanello's Prime Rib. Responsibilities included: taking care of every type of customer, tableside cooking when requested, and waiting for the tip at the end of the meal. Sometimes the tip was great, sometimes it wasn't, just like in my business today. You learn to take the highs and the lows.

Family

I'm the fourth of six children. My parents both grew up on farms in Toledo, Ohio. Our summer vacations were spent on the farms helping our grandparents with some of the chores our parents were accustomed to.

Areas of interest

Played high school basketball and golf for four years. We were undefeated in golf our last two years and we attributed it to the driving range experience. Played golf for three years at University of Buffalo. As much as I loved the game, I quit my last semester, the fall of 1980, because I was trying to graduate a semester early. At the time, finishing school was more important than playing golf. I guess I had my priorities straight. I had a few good tournaments but Tom Watson I wasn't.



*Me and John Gaffney
[middle] with my dad
after high school
graduation, 1977*