



MEMBERSHIP

LOCATIONS

DISCOUNTS

Alumni Newsletter, October 2017



Meet Our Scholarship Winners

Perhaps the child of an Associate you remember has received the
2017 AAA Club Alliance Family Scholarship

2017 AAA Club Alliance Family Scholarship Winners

AAA Club Alliance offers a scholarship program to help finance higher education for Associates' children. Scholarship recipients are selected on the basis of academic achievement, leadership, and participation in school and community activities, honors, and work experiences.

Five new AAA Family Scholarship Winners were selected this year. Each recipient was presented their award surrounded by family and the Associate/parent's manager then celebrated with a luncheon at the restaurant of their choice. **Congratulations to the winners!**

<u>Student</u>	<u>Associate/Parent</u>	<u>Department</u>
Rachel Ciervo	Gail Ciervo	Insurance
Mary Corina	Diane Corina	HR
Allison Fallon	Timothy Fallon	Distribution
Zachary Kelly	Michael Kelly	Insurance
Clair Went	Susan Cheney	Distribution

In the photo below, Zachary Kelly, son of Associate Michael Kelly, Insurance Counselor in Fairless Hills, PA Store, was presented with his first Scholarship check on July 19, 2017. Zachary was selected as one of the winners for the 2017 AAA Family Scholarship Program. His mother and father were on hand for the presentation made by Joel Nunez, Insurance Sales Supervisor and Melissa Pozzi, Insurance Sales Manager. After the presentation they celebrated the award with a luncheon at Miller's Ale House in Fairless Hills, PA.



How to use your Passion to Brand Yourself in the Workplace

What do Leaders in the workplace really want from their employees? Is it for the employees to come to work on time and to manage their workloads to perfection? Yes, but there's more. Company leaders, especially Millennial leaders, also want your passion. These leaders want to know what drives your competitive spirit and motivates you to complete a task for free. When you're passionate about something you're more likely to be successful because you're going to pursue it no matter what.

Here are a few ways helpful tips to help you tap into your passion.

Learn who you are - Create a Vision Board for yourself and fill it with people you admire. Ask yourself what sets these individuals apart from others. What do you have in common with them? Don't be shy; you may find you have more in common with them once you think about it. What do they have in common with each other? Do they share a common philosophy, workout regimen, or wellness practice that helps them achieve their goals? Is that something you might want to add to your life?

Discuss with a few trusted friends, family members, coworkers, or your manager what makes you shine. How do you stand out? When do they think you are at your very best? Then ask yourself the same questions. What lights you up from the inside? Finding out where your passions lie will help you focus on career goals that make you feel good about what you do every day.

Putting your passions into practice - Once you put a name to your passions you can start looking for ways to incorporate them into your work life. How can you use them to add value to your team at work? Perhaps you're a natural cheerleader and use that to share the good news when coworkers have been especially effective. Or, you care deeply about a community project and get permission to spearhead a campaign at work to raise money or rally volunteers. Not only will you enjoy your workdays more, you'll also get to demonstrate your abilities in a unique and memorable way.

Practice presenting your ideas - Making presentations in the office or at a professional event is a great way of branding yourself. It showcases your strengths and makes an impression on people who could help advance your career. If you're not a natural public speaker, practice in front of your friends or make videos of yourself and critic it. The added boost you'll give to your brand is worth overcoming the stage fright.

Remember the old saying, "Do what you love and you'll never work a day in your life?" Why not make that your new goal? Dig deep. Discover what really fuels your fire. Then fan that flame until you're doing what you love and getting paid for it.



Stuffy Nose? It Could be Your Car.

Achoo! Have you cleaned your air filters lately? Most drivers have no idea how important air filters are to their car's health and theirs. So, let's talk about the different types of air filters in your vehicle and how they help you.

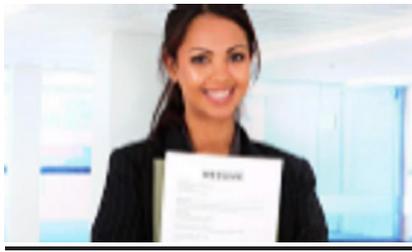
Engine Air Filter Every engine burns a precise mixture of air and fuel in order to get you where you're going. Your car's air filter cleans the air that is pulled from the harsh outdoor environment and into your engine, removing dust, dirt, and grime that would otherwise harm delicate internal parts.

A dirty engine air filter can impede your car's performance, costing you money over time. Your engine can't burn the optimal air/fuel mixture, so you don't get as many miles per gallon. When your air/fuel mixture is out of whack, deposits of unburned fuel can accumulate inside your engine, damaging spark plugs and causing undue wear and tear on your engine.

Cabin Air Filter Your cabin air filter does the same thing as your engine air filter, but it does it for the air your climate control system blows into the vehicle, removing pollution and allergens from the air you breathe.

A clean cabin air filter brings in pollutant-free air, helps allergy sufferers breathe easier, and improves the performance of your climate control system. It also prevents dust and dirt from being blown around inside your car so you won't have to clean your interior as frequently.

How often should your air filters be changed? It depends on how much and where you drive. If you sit in stop-and-go traffic, drive down dusty roads, or commute through excessive construction, your engine filter may become clogged more quickly than if you're driving is limited to clean, country roads.



Make Your Resume a Star

Most companies receive hundreds to a thousand resumes a day. Here are some tips to help ensure you're attracting the interest of a potential employer and then being contacted.

Looks do matter - The overall look should be clean, easy to read with the right amount of "sparkle." Put some thought into the font, highlight skills you want the viewer to see at first glance, and don't overwhelm the reviewer with too many flowery details or flowery language; stick to substance.

Brag! - Highlight achievements, special accomplishments, and awards. Tell your story of success.

Technology is changing the way resumes are reviewed and screened - Software programs are reviewing resumes and searching for applicant relevancy. Be sure to include key words from the job posting and job position in your resume to highlight your relevant skills and experience.

The obvious - Proofread carefully to ensure there are no spelling or grammatical errors. Be honest.

Once you polish your resume, get to work on your interview skills. You'll need them soon!

Employment Verification & Salary Confirmation

Call The Work Number **800-367-5690** 

Employer codes: 12345 for former AAA Mid-Atlantic Associates; 15120 for former ACP Associates.

Questions or comments:

jobs@aaamidatlantic.com

We're Always Looking for Talented People **APPLY NOW** 

AUTOMOTIVE

INSURANCE & FINANCES

TRAVEL

