

**Ed Manley, MCFBD**

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**From:** "Ed Manley, MCFBD" <ed@ehmanley.com>  
**Date:** Wednesday, February 1, 2017 8:47 PM  
**To:** "Dakaymat CS1 Neil" <nd.thomas1289@gmail.com>  
**Subject:** Knowledge is Power - Here's Some Useful Tidbits to Grow on



## Veteran's Support Network - 501C(3) Charity

VSN is now partnered with the Military Hospitality Alliance (MHA) and E. H. Manley and Associates (EHMA), to provide charitable contribution funds for the Military Culinary Competition and Enlisted Aide of the Year competitions.

## What's Going On In Your Industry?

### **EDUCATION EDGE - JANUARY 2017 from E. H. Manley and Associates**

#### **14<sup>th</sup> Military Culinary Competition at the Tropicana Las Vegas with Chef Irvine**

Plenty of notice this year, September 1

<sup>st</sup> is the education day and Beer Pairing Dinner with Boston Beer/Sam Adams, and Saturday the 2

<sup>nd</sup> is the competition. We expect to again be ACF sanctioned, \$7000 in prize money plus chef jackets, ACF medals and more. This year outside right on the corner of Tropicana and Las Vegas Blvd. We expect some extra fun with teams from Team Irvine, Team Tropicana and maybe Team WWE (yes Mark Henry can cook), competing against each other. Until July 1, active duty only, after that we will include veterans. For details ed@ehmanley.com.

### **The Networking Secret of Cinnabon President Joe Gufti**

(Here's why to join IFSEA, NRA, ACF and others - you don't know what you don't know.)

"Identify the values you want to explore and look for executives who not only embody those values, but whom you can continue to learn from and engage with in a meaningful way in the long term," he writes. [SmartBrief/Leadership](#)

Your ability to grow your business is only as good as the relationships that will help you get there, both in terms of providing guidance and professional development, as well as in opening doors and making connections. Creating a powerful network of accomplished individuals within the areas you're trying to crack is not a luxury, but a necessity in order to drive success. But how do you find these influencers and connect with them? By using the Power of 10:

### **VETS COLLEGE EXPERIENCE**

I believe in having a Plan B in case Plan A doesn't work out. And sometimes you should do B before or while doing A. It takes about 4 years to get a B. S., it takes weeks or months to get some certifications, which you can use WHILE getting your degree. Stats tell that story, for example:

- ½ of vets from 2002 to 2013 completed schooling ranging from vocational to post graduate, in a review of 800,000 records. (So what about the other half). That incl. those who completed an OJT program
- About 1 in 3 earned a B. S. or higher. 52% graduate, compared to 59% of non-vets.
- Vets exploring going to college are immediately forced to commit to a path, before understanding the available options
- A Huffington Post article said that 88% of vets drop out of college in the first year
- A Washington Post study in 2014 showed that only ½ of vets used their GI Bill
- A Military Times survey says 79% of active duty plan to transfer the GI bill to their spouse or child. Well, before they do that they should use a measly 4% (1 month) for themselves to get our 9 certifications - my montra is, "the best thing you can do for your kids is to be successful yourself." i.e. Trump and most of the other ultra-rich. Have something to pass down.

So absolutely, you SHOULD go to college, but just in case life gets in the way, I suggest you get certifications in the work space that you seek.

Attention big eaters - **Olive Garden debuts new "never-ending" pasta promotion**

Olive Garden yesterday debuted a new "never-ending" pasta promotion, offering customers endless servings of one of five entrees, in addition to soup, salad and breadsticks, until March 6. Different from the Unlimited Pasta Pass the chain offered the last two years, this new promotion is available to all diners who visit the restaurant.

### **Attention culinarians looking for a career boost - Los Angeles a growing destination for top chefs**

A year-round produce supply and revitalized downtown area are helping drive some of the nation's top culinary talent to Los Angeles. "L.A. is the hottest and best food city in the world right now," said Ken Friedman, co-owner of New York's Spotted Pig, who is opening an L.A.-based eatery this year.

[Los Angeles Times](#)

### **STUDY - CIVILIANS LIKE TO HIRE VETS**

BUT, managers can't always figure them out. A Merck Foundation study of 400 hiring professionals and 1000 vets listed military service as a top three recruiting priority, about equal to civilians having an advanced degree. 86% see vets as more disciplined, 67% say more collaborative, 61% more hard working than their civilian peers. But more than ½ said they had little or no understanding of military rank and structure, making it difficult to match veteran's experience with appropriate jobs.

SO I WOULD SAY - is it THEIR job or YOUR job to make that match. Yours, IF you want to get a job. And where do you make that match? On your resume, which has to be targeted towards the career field, and the company you are applying at. Certifications, degrees, especially those in a related discipline, help. Make sure your resume tells your story. I recently looked at one for a friend and after two tries told him I STILL had no earthly idea what he wanted to be and do. Rewrite 3 on the way.

### **CRUISE LINE FACTOIDS**

Maybe you enjoy Navy shipboard life and think you'd like to go to sea on The Love Boat. We took a Norwegian (NCL) cruise and I had a nice chat with the American born F&B Director. He estimated there are about 1000 Americans working on the 160 or so cruise ships worldwide. I like factoids - like \$39 billion annual sales, \$1799 avg. fee, \$225 profit p.p. 20,000 lbs of potatoes pineapple per trip, 5 tractor loads of food, 1000 crew for 3000 passengers. 2-3 years experience in a hotel to get a job; then you go through their training. 70-80 hours a week turns Americans off.

### **Demand for delivery drives rise of "ghost" restaurants**

A new restaurant model that depends entirely on delivery is gaining popularity with consumers who crave convenience and restaurateurs looking to cut down on costs. Some of these "ghost" restaurants collaborate with delivery services such as Seamless/Grubhub, while others employ their own in-house delivery teams. [Fast Company online](#) Makes sense to me, you can set up your kitchen in your home (legally of course) and save all the cost of a storefront. Why didn't I think of that?

**If you are an aircraft carrier buff, here's the best photos ever**

<http://jwvsw.org/carriers.pdf>

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