



Conversations: Find your Niche

Contents at a Glance

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Section A: Find Your Niche Roadmap

- 1 A Conversation with Dad: A Roadmap for Making a Confident Career Choice

Section B: Interviews with Working Professionals

For the reader's ease of access to specific professions, several interviews are listed in more than one category. A restaurant owner, for example, will be listed in the Entrepreneurs category and the Food Preparation and Serving Related category.

Section 1: Entrepreneurs and Business Owners

Note: This section is only for reference in the Table of Contents; the actual interviews reside in their individual sections.

- 197 Aircraft Company President, *F. Dewitt Beckett*
- 48 Book Printer, *Ron Pramschufer*
- 162 Electrical Engineer and CEO, *Ron Wilson*
- 493 Electrician and Business Owner, *William C. Pinckney*
- 503 Entrepreneur, Foundry President and General Manager, *Clair Anderson*
- 509 Entrepreneur, Specialty Welding Company CEO, *Robert Mudge*
- 515 Entrepreneur, Truck Tent Company CEO, *Lee Cargill*
- 208 General Aviation Mechanic and Business Owner, *Chris Rhinehart*
- 59 General Contractor, *Richard M. Sumsion*
- 404 Restaurant Owners, *Jack and Debbie Andre*
- 406 Restaurant Owner and Proprietor, *Kathy Haines-Peplow*
- 438 Tanning Salon Owner, *Doris A. Primus*
- 362 Technical Writer, *Sheila Thompson*



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Section 2: Management: Government, Corporate, Company, Office and Retail Operations

- 38 Aerospace Program Manager, *Sean Bond*
- 41 Assistant Bookstore Manager, *Lynda Malachesky*
- 45 Bank Consumer Market Manager, *Carole Ibsen*
- 48 Book Printer, *Ron Pramschufel*
- 51 Computer Application Sales Manager, *Ronald Cadiente*
- 53 Construction Supervisor, *John Malcarne*
- 56 Corporate Vice President, *Dan Duda*
- 59 General Contractor, *Richard M. Sumsion*
- 63 Hospital Administrator, *Steve Anderson*
- 65 Hotel Front Desk Supervisor, *Sally Marquette*
- 68 Jewelry Store Manager, *Charles H. Schweitzer*
- 71 Materials Engineering Group Manager, *Mary Colby*
- 74 Nursery and Farm General Manager, *Woodland Scott*
- 77 Office Manager, *John Hartmann*
- 79 Rug Washing Facility Plant Manager, *Thomas Straub*
- 82 Quality Control Manager, *Al Beland*
- 85 Sales Engineer, *Tracy S. Rose*
- 90 Sheriff, *Robert L. Crowder*
- 94 Test Manager, *Rick Swing*

Section 3: Business Operations, Financial and Banking

- 97 Accountant, *Blake K. Rane*
- 45 Bank Consumer Market Manager, *Carole Ibsen*
- 99 Certified Financial Planner, *Gary Gauthier*
- 103 Construction Company Project Accountant, *Robyn Dawson*
- 105 Employee Development Specialist, *Donna Pasciutti*
- 109 Financial Analyst, *Valerie Gillen*
- 112 Human Resource Director, *Elain Carroll*
- 115 Insurance Inside Auto Appraiser, *Phillip Eugene Willis*
- 118 Personal Banker, *Jennifer Villano*

Section 4: Computer and Mathematical

- 122 Computer Programmer, *Mark Anderson*



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(continued) Section 4: Computer and Mathematical

- 124 Computer Technician, *Jozsef Vitalis*
- 127 Computer Technology Consultant, *Chris Sheridan*
- 130 Senior Support Analyst, *Lyle Satchell*
- 133 Software Engineer, *Cathryn Hucks*
- 135 Statistician, *Nitis Mukhopadhyay*
- 138 Supervisor of Computer Training, *Jack Daughtery*

Section 5: Architecture, Engineering and Science

- 141 Aerospace Research Engineer, *David Tew, Ph.D*
- 143 Aerospace Materials Engineer, *Richard Smith*
- 146 Architect, *Jack Ahern*
- 148 Chemical Engineer, *Stephen Kramer*
- 153 Civil Engineer, *Sterling Carroll*
- 156 College Professor of Civil Engineering, *Spencer Brinkerhoff*
- 158 Electrical Engineer, *Jared Lemke*
- 162 Electrical Engineer and CEO, *Ron Wilson*
- 165 Electric Power Restoration Specialist, *Tom Honeycutt*
- 168 Manufacturing Engineer, *Gale Brown*
- 71 Materials Engineering Group Manager, *Mary Colby*
- 170 Mechanical Design Engineer, *Van Twelves*
- 185 Mechanical Engineer, *Gary D. Roberge*
- 85 Sales Engineer, *Tracy S. Rose*
- 189 Senior Analytical Engineer, *Tom Verdi*
- 192 Structural Steel Detailer, *Kevin Dalpiaz*
- 94 Test Manager, *Rick Swing*

Section 6: Aviation

- 197 Aircraft Company President, *F. Dewitt Beckett*
- 201 737 Airline Pilot, *Kris Stoddard*
- 206 727 Airline Pilot, *Robert Tracy*
- 208 General Aviation Mechanic and Business Owner, *Chris Rhinehart*
- 211 Air Traffic Controller, *Thomas Winkelspecht*
- 216 Bush Pilot and Flight Instructor, *Katie Elizabeth Writer*



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(continued) Section 6: Aviation

- 220 Commercial Test Pilot, *Dick Sinnott*
- 222 Flight Attendant, *Tracy New*
- 224 Flight Instructor, *Donna McGinnis*
- 227 Helicopter Flight Instructor, *Jason Sohn*

Section 7: Life, Physical and Social Science

- 231 Clinical Social Worker, *Chris Beynon*
- 234 Microbiologist, *Dr. Kenneth Noll*
- 238 Political Science Professor, *Peter Kingstone*
- 242 Psychology Professor, *Inge-Marie Eigsti*
- 245 School Psychologist, *Maureen O'Reilly Winseck*

Section 8: Government, Community and Social Services

- 250 Animal Control Officer, *Catherine Kodes*
- 255 City Mayor, *Eddie A. Perez*
- 260 Funeral Director, *Jeanette Rosiek*
- 263 Health Economist for the U.S. Census Bureau, *Alice Zawacki*
- 267 Library Director, *Barbara Bailey*
- 270 Postal Worker, *Christine Rosenberg*
- 273 School Bus Driver, *Christine Wright*
- 276 Town Manager, *Richard J. Johnson*
- 280 Volunteer Service Specialist, *Cynthia Vance*

Section 9: Military Service

- 284 Air Force Pilot, *Paul Sheridan*
- 286 Army Signals Intelligence Analyst, *Sergeant David Michael Victorino*
- 289 Marine Corps Combat Engineer, *Staff Sergeant Daniel Ward*
- 294 Military Court Reporter, *Jerome Sok*
- 296 Naval Aviator, *Steven Cargill*

Section 10: Legal Occupations

- 301 Attorney and Federal Defender, *Steve Killpack*



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(continued) Section 10: Legal Occupations

- 303 Federal Judge, *Dale A. Kimball*
- 306 Legal Assistant, *Liz Davidson*
- 308 Patent Attorney, *Kevin B. Laurence*
- 90 Sheriff, *Robert L. Crowder*

Section 11: Education, Training and Library

- 231 Clinical Social Worker, *Chris Beynon*
- 156 College Professor of Civil Engineering, *Spencer Brinkerhoff*
- 312 College Professor of Biology, *Julie Garrett*
- 315 Corporate Trainer and Consultant, *Bruce Appleson*
- 319 Corporate Training Director, *William Coda*
- 324 Elementary School Principal, *Ralph J. Riola*
- 327 Elementary School Teacher, *Tage Wright*
- 330 High School Art Teacher, *Tom Prestopnik*
- 234 Microbiologist, *Dr. Kenneth Noll*
- 238 Political Science Professor, *Peter Kingstone*
- 242 Psychology Professor, *Inge-Marie Eigsti*
- 245 School Psychologist, *Maureen O'Reilly Winseck*
- 135 Statistician, *Nitis Mukhopadhyay*
- 335 Vocational High School Teacher, *Tyrone Kline*

Section 12: Arts, Design, Entertainment, Sports and Media

- 338 Actor, *Matt Toronto*
- 341 Actress, *Patricia Hodson*
- 48 Book Printer, *Ron Pramschufel*
- 345 Casting Director, *Roz Hawk*
- 347 Film Director, *Mark Johnson*
- 349 Magazine Senior Fashion Editor, *Celeste Wright*
- 353 Newspaper Copy Editor, *Larry Williams*
- 355 Newspaper Editor, *Marven Weitzel*
- 358 Piano Teacher and Musician, *Jessi Coletti*
- 360 Senior Graphics Designer, *Spencer Brinkerhoff III*
- 362 Technical Writer, *Sheila Thompson*



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Section 13: Healthcare Practioners, Technical Specialists and Healthcare Support

- 366 Clinical Psychologist, *Robin Hoburg*
- 369 Dentist, *Dr. Doug Pulsipher*
- 372 Dental Hygienist, *Chris Burandt*
- 377 Director of Nursing, *Ana Tovar*
- 63 Hospital Administrator, *Steve Anderson*
- 380 Marketing and Admissions Director, *Dan Hanna*
- 382 Orthodontist, *Dr. Mark Lively*
- 386 Pharmacist, *Don Herzig*
- 388 Physician, *Dr. Blaine Lake*

Section 14: Protective Service and Fire & Rescue

- 391 Correctional Lieutenant, *Andrew Joseph Dowd*
- 394 Firefighter Lieutenant, *Joshua Beaulieu*
- 398 Police Officer, *Melvin Barbre*
- 90 Sheriff, *Robert L. Crowder*

Section 15: Food Preparation and Serving Related

- 402 Head Chef, *Sheri DeVaux*
- 404 Restaurant Owners, *Jack and Debbie Andre*
- 406 Restaurant Owner and Proprietor, *Kathy Haines-Peplow*
- 410 Waitress, *Alison Reuber*

Section 16: Building and Grounds Cleaning and Maintenance

- 414 Building Superintendent, *Pasquale Dipalao*
- 416 Custodian, *James Fazio*
- 418 Pest Control Technician, *Ken Smith*

Section 17: Personal Care, Service and Specialty Services

- 424 Barber, *Kimberly Johnson*
- 427 Beautician, *Beth Miller*
- 429 Cosmetologist, *Dale Coppock*



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- 432 Licensed Massage Therapist, *Nileen Drzewianowski*
- 435 Nanny, *Malisa Twelves*
- 79 Rug Washing Facility Plant Manager, *Thomas Straub*
- 438 Tanning Salon Owner, *Doris A. Primus*

Section 18: Sales, Sales Related, Marketing, Public Relations and Real Estate

- 51 Computer Applications Sales Manager, *Ronald Cadiente*
- 56 Corporate Vice President, *Dan Duda*
- 443 Director of Marketing, *Decki Beckett*
- 65 Hotel Front Desk Supervisor, *Sally Marquette*
- 68 Jewelry Store Manager, *Charles H. Schweitzer*
- 447 Public Relations Account Executive, *Tonia Fuller*
- 449 Public Relations Senior Associate, *Cameron Fuller*
- 452 Realtor, *Cathy Burke*
- 455 Retail Sales Assistant, *Amy Marquette*

Section 19: Office & Administrative Support and Insurance

- 458 Administrative Assistant, *Sally Gervais*
- 461 Insurance Sales Representative, *Joan M. Guillette*
- 306 Legal Assistant, *Liz Davidson*
- 77 Office Manager, *John Hartmann*
- 464 Veterinary Receptionist, *Kimberly Zanks*

Section 20: Farming, Ranching, Forestry, Animal Health Care and Food Production

- 468 Horse Breeder and Ranch Owner, *Stephanie Dalpiaz*
- 74 Nursery and Farm General Manager, *Woodland Scott*
- 472 Park Ranger, *Ralph Mallery*
- 474 Veterinarian, *Dr. Karen Baker, DVM*

Section 21: Construction and Extraction

- 53 Construction Supervisor, *John Malcarne*



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(continued) Section 21: Construction and Extraction

- 59 General Contractor, *Richard M. Sumsion*
- 478 General Contractor, *Ron Hostetler*
- 480 Professional Surveyor and Mapper, *Dale Monroe*
- 483 Road Grader Operator, *Ronald Giles*

Section 22: Installation, Maintenance, Repair, Automotive Service & Repair and Electrical

- 488 Auto Body Repair Technician, *Jeffrey Vahlstrom*
- 491 Electrical Power Production Specialist, *Glenn Phelps*
- 493 Electrician and Business Owner, *William C. Pinckney*
- 496 Master Plumber, *Terry DeVaux*

Section 23: Production, Custom Fabrication, Testing and Technical Services

- 500 Engineering Technician, *Lonnie Mecteau*
- 503 Entrepreneur, Foundry President and General Manager, *Clair Anderson*
- 509 Entrepreneur, Specialty Welding Company CEO, *Robert Mudge*
- 515 Entrepreneur, Truck Tent Company CEO, *Lee Cargill*
- 518 Machinist, *Aureliano Casillas*
- 520 Photographic Equipment Field Service Technician, *Nathan Anderson*
- 523 Rocket Engine Bench Mechanic, *Mary Kemp*
- 82 Quality Control Manager, *Al Beland*
- 526 Specialized Shipping Crate Builder, *Jim Lezak*

Section 24: Transportation and Material Moving

- 530 Truck Driver, *Ernest Paradis*
- 533 UPS Deliveryman, *Robert Peplow*

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