

## Calendar of Events

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July 1, 2025  
- November 30, -0001

### **Define Your Job Search Before You Apply**

#### **Zoom Webinar**

06:00 PM - 07:00 PM EST

Dara Iserson, 703-755-0732

dara@totalrebrand.com

*Get Clear Before You Click Apply A Clarity-Driven Workshop for Job Seekers Who Are Ready to Stop Spinning Their Wheels*

*Let's be honest: most job seekers jump straight into the deep end—scanning job boards, tweaking resumes, and applying to anything remotely relevant. The problem? That approach leads to burnout, not breakthroughs.*

*This workshop is designed to change that.*

*"Get Clear Before You Click Apply" is your opportunity to pause the chaos, take a breath, and finally get strategic about your next move. It's not about chasing job postings—it's about defining the role you want, so the job search becomes targeted, efficient, and even a little exciting.*

#### **What You'll Learn:**

*How organizations actually write job descriptions (and what that means for you)*

*How to write your own job description based on your skills, values, and goals*

*How to reverse-engineer job postings that align with your ideal role*

*How to identify roles that are worth your time—and filter out the noise*

#### **What You'll Walk Away With:**

*A personal job description that reflects your true strengths and direction*

*Clarity on the kind of work and environment you're actually looking for*

*A practical process to find roles that align with your goals—not just your last title*

*The confidence to stop guessing and start applying with purpose*

*If you're tired of vague goals, aimless scrolling, and job search overwhelm, this is the class that gets you unstuck and sets you on the right path.*

*Because once you're clear, the right opportunities are easier to find—and much easier to land.*

*Join us for a workshop that puts you back in the driver's seat.*

July 8, 2025  
- November 30, -0001

**?What Is This Job Even Asking For?" Learn how to read between the lines and spot a good fit**

**Zoom Meeting**

06:00 PM - 07:00 PM EST

Dara, 703-755-0732

Iserson

*Learn how to read between the lines and spot a good fit.*

*Ever read a job description and thought:*

*"Is this five jobs in one?"*

*"Do I need a PhD and a crystal ball?"*

*"What does 'fast-paced environment' actually mean?"*

*You're not alone. Most job descriptions are vague, bloated, or copy-pasted from roles that no longer exist. They're written in a way that confuses candidates, masks priorities, or flat-out misleads.*

*But here's the truth: You can learn to read between the lines and take control of your job search.*

*In this workshop, you'll learn how to:*

*Break down job postings so you know what the role really requires*

*Spot red flags that signal toxic culture, confusion, or burnout*

*Match your experience to what the employer actually needs*

*Avoid wasting time on roles that were never right for you in the first place*

*This isn't about applying to everything. It's about applying to the right things—with confidence and clarity.*

*Once you understand how hiring managers and HR teams create job descriptions, you'll see patterns, hidden priorities, and opportunities you may have been overlooking.*

*This session is part of the Career Reignite series, built for job seekers who are ready to move with purpose—not panic.*

*Stop spinning your wheels on confusing job posts.*

*Learn how to spot what matters—and skip what doesn't.*

July 9, 2025  
- November 30, -0001

**Jive After Five Networking Mixer con Sabor**  
**Hyatt Regency Dulles**  
**2300 Dulles Corner Blvd**  
**Herndon, VA 20171**

06:00 PM - 09:00 PM EST

Susana, (703) 839-8140

Marino

*THIS EVENT HAS BEEN RE-SCHEDULED TO WEDNESDAY JULY 9*

*Join us for an exhilarating evening of professional networking and camaraderie at the upcoming Jive After Five Networking Mixer, hosted by Northern Virginia Hispanic Chamber of Commerce. Join us on Wednesday July 9 at the Hyatt Regency Hotel at this exclusive gathering opportunity for businesses to foster meaningful connections and cultivate prosperous relationships.*

*Elevating the ambiance of the evening, indulge yourselves as you engage in dynamic conversations with fellow professionals and entrepreneurs from diverse industries. Whether you're a seasoned entrepreneur, a budding startup, or a seasoned executive, our Jive After Five Networking Series offers a conducive environment to exchange insights, explore collaborations, and discover new avenues for growth. The Northern Virginia Hispanic Chamber of Commerce invites you to Jive After Five — our most talked-about after-hours networking mixer where the business cards flow and connections happens.*

*?? Wednesday July 09, 2025*

*? Hyatt Regency Dulles Hotel*

*? Networking: 6:00 PM – 8:30 PM*

*?? Delicious Food • Cash Bar • Music • Good Vibes*

*Whether you're a corporate bigwig, a small biz wizard, or just looking to shake hands and your hips — this is your night. Come for the networking, stay for the salsa, and leave with new connections (and maybe a few new dance moves).*

*THIS IS A PRIVATE EVENT ORGANIZED FOR MEMBERS, PARTNERS AND SUPPORTERS OF OUR MISSION AND VISION. ONLINE REGISTRATION REQUIRED.*

July 15, 2025  
- November 30, -0001

## **Talk to Recruiters Who Actually Call You Back**

### **Zoom Meeting**

**You Will Receive a Zoom Link on your email prior to the webinar**

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06:00 PM - 07:00 PM EST

Dara Iserson, 703-755-0732

dara@totalrebrand.com

*Talk to Recruiters Who Actually Call You Back*

*Learn how to build real connections, not just get ghosted.*

*You've polished your resume, updated your LinkedIn, and hit "submit" on a hundred applications. And what do you get?*

*Crickets. Maybe a "we've moved on" email. Or worse—nothing at all.*

*It's frustrating, demoralizing, and frankly... confusing. You're qualified. You're ready. So why isn't anyone responding?*

*Here's the thing: Recruiters aren't ignoring you because you're not good enough. Most of them are overwhelmed, working with broken systems, and trying to find candidates who make their jobs easier—not harder.*

*In this workshop, we'll flip the script.*

*You'll learn:*

*How recruiters really work (and what they wish job seekers knew)*

*What to say in outreach messages so they actually respond*

*How to build long-term relationships with recruiters—so you're not starting from scratch every time*

*The red flags to watch for (so you don't waste time with ghosters)*

*We'll show you how to be more than a resume in an inbox.*

*Whether you're changing careers, reentering the workforce, or just tired of feeling invisible, this session will give you the tools to connect with real people who can help you land real jobs.*

*No more guesswork. No more ghosting. Just real talk, real strategy, and real connections.*

*Seats are limited—and recruiters aren't waiting around.  
Join us and take control of your job search.*

July 21, 2025  
- November 30, -0001

**Region Link Up Networking Mixer**  
**Westfields Marriott Washington Dulles**  
**4750 Conference Center Drive**  
**Chantilly, VA 20151**

05:00 PM - 08:00 PM EST

Ernisha Hall, (540) 216-0021

ernisha@vablackchamber.org

*Discover the power of collaboration at Region Link Up, a premier networking mixer hosted by the Virginia Black Chamber in partnership with the HubZone Conference and Northern Virginia Hispanic Chamber of Commerce, Central Fairfax Chamber of Commerce, Loudoun County Chamber of Commerce, Loudoun County Economic Development and More.*

? *Date & Time:* Monday, July 21, 2025 | 5:00 PM - 8:00 PM

? *Location:* Westfields Marriott Washington Dulles

4750 Conference Center Drive, Chantilly, VA 20151

*This dynamic event is more than just a mixer; it's your gateway to unparalleled professional opportunities. Meet and mingle with influential professionals, industry leaders, and decision-makers representing diverse sectors across the region. From government contractors and small business owners to innovators and community leaders, Region Link Up offers conversations that can shape your professional trajectory.*

? *Why You Should Attend:*

*Unmatched Networking: Connect with professionals who share your passion for business growth and innovation.*

*Regional Collaboration: Explore partnerships that open doors for impactful collaborations and shared success.*

*Resourceful Insights: Gain access to valuable resources and perspectives from key players across industries.*

*Lite Bites Included: Enjoy a welcoming environment with light refreshments as you network.*

? *Ticket Options:*

*Members of Collaborating Organizations | \$25*

*Non-Members | \$40*

*Don't miss your chance to take part in an event that drives connection, collaboration, and growth within our vibrant business ecosystem. Whether you're looking to expand your network, find new opportunities, or gain industry insights, Region Link Up is the place to be.*

? *Secure your spot today and join us on the path to collaboration and success!*

*About the Virginia Black Chamber of Commerce*

*The Virginia Black Chamber of Commerce (VABCC) is committed to building a sustainable business ecosystem that encourages growth, champions innovation, and facilitates opportunities for black businesses to thrive in Virginia. Through leadership, advocacy, and a commitment to serving our members, we dedicate ourselves to the progression of business development, believing that overall wealth can be enhanced*

*through sustained collaboration and shared success. Learn more at [www.vablackchamberofcommerce.org](http://www.vablackchamberofcommerce.org).*