



# DefensePlacements

Defense, Aerospace & Homeland Security Recruitment

Call (678) 343-2742

[About Us](#) [For Candidates](#) [For Companies](#)

[Contact Us](#)

## DefensePlacements Newsletter March 2012

If you need world-class professionals to fill your defense positions or looking for the [best defense industry jobs](#) available DefensePlacements is your advocate in defense staffing.

We are **Fast, Focused, Flexible, and Friendly!** Click through our website to see our distinct qualifications, [Bios](#) and comprehensive process.

### Emotionally Fueled Behavior Affects Working Relationships

You have worked hard to get to be in the position you are in today. Along the way you have created a network of relationships. Whether you realize it or not, these relationships are emotionally fueled. Not only can workplace relationships be created on emotion, they are often enhanced, defined, and destroyed as a result of the way we handle our emotions.

Being seen as unprofessional, unstable, and untrustworthy can lead to a downward spiral in your work relationships and put an end to your hard earned career. To keep your emotions and relationships in check, you and your coworkers must realize there is a place for emotion in the workplace. How you use your emotions and how they are displayed contributes to the way your coworkers view you and what level of respect they hold for you.

[Click here to read more...](#)

[http://www.strategicplanningsuccess.com/images/newsletter\\_pics/DP/DP-2\(Mar-12\).pdf](http://www.strategicplanningsuccess.com/images/newsletter_pics/DP/DP-2(Mar-12).pdf)

### Exceptional Leaders...Are Socially Aware

Exceptional Leaders listen intently and pick up empathetically on the un-spoken and intuitive clues from others. They grasp the other person's perspective and emotions. This allows for more effective communications and connections with others.

Sometimes we don't pick up cues, such as when to end a conversation. The other person can be giving all kinds of non-verbal cues that they want to complete the conversation and yet we keep on talking. We either misjudge or are unaware of the other person's internal state.

[Click here to read more..](#)

[http://www.strategicplanningsuccess.com/images/newsletter\\_pics/DP/DP-3\(Feb-12\).pdf](http://www.strategicplanningsuccess.com/images/newsletter_pics/DP/DP-3(Feb-12).pdf)

**Available Positions**  
Candidates Click Here

**Available Professionals**  
Companies Click Here

### About Us

DefensePlacements, Inc. is a highly niched recruitment firm serving the Defense/Aerospace/HLS sector for 10 years.

We are the experts in our field with specialists in Cyber, Quality, BD/Sales, Engineering, Software, and Operations. Acutely aware of trends many of our placements are in the cleared space. (Secret, TS, TS/SCIs)

FAST, FOCUSED, FLEXIBLE, and FRIENDLY is our guiding philosophy via a culture of authenticity, honesty, and integrity.

Founded by a decorated combat pilot, we are an approved **Vietnam Veteran Owned Small Business Enterprise.**

Follow us on [twitter](#)

Find us on [Facebook](#)

*"They may forget what you said, they may forget what you did, but they will never forget how you made them feel."*

*~Carl W. Buecher*

*"There are two ways of spreading light: to be the candle or to be the mirror that reflects it."*

*~Edith Wharton*

*"People who enjoy meetings should not be in charge of anything."*

*~Thomas Sowell*

## Customer Satisfaction Starts With Respect, Responsiveness, And Reliability

Truth be told, customers enjoy being satisfied. They want to be satisfied so they can become comfortable with a particular company and know that they will be treated with respect. Customer service, even though the term itself has become a cliché, is extremely important to not just building customer loyalty and retention, but to improving a company's bottom line.

Customer satisfaction comes in various forms, and can be attributed to a multitude of factors that need to be instituted at the inception of the business itself.

[Click here to read more...](#)

[http://www.strategicplanningsuccess.com/images/newsletter\\_pics/DP/DP-1\(Mar-12\).pdf](http://www.strategicplanningsuccess.com/images/newsletter_pics/DP/DP-1(Mar-12).pdf)

DefensePlacements, Inc. 2205 Old Hamilton Place NE. Suite #200 Gainesville, GA 30501  
Tel: 678-343-2742 E-mail: [ken@defenseplacements.com](mailto:ken@defenseplacements.com)  
Web Site: [www.DefensePlacements.com](http://www.DefensePlacements.com)

[Forward email](#)



Try it FREE today.

This email was sent to [ken@defenseplacements.com](mailto:ken@defenseplacements.com) by [ken@defenseplacements.com](mailto:ken@defenseplacements.com) | [Update Profile/Email Address](#) | Instant removal with [SafeUnsubscribe™](#) | [Privacy Policy](#).  
Defense Placements | 2656 White Sulphur Road | Gainesville | GA | 30501