



# *“The Choice is Yours: What’s in Your Future”*

---

*Minority Enterprise Development (MED) Week 2005*

## **“BUSINESS IN SCHOOL DAY”**

*Thursday, September 29, 2005*

**Sutton Middle School**

***CJ Bland***

**President & Chief Executive Officer  
Minority Professional Network, Inc.**

**P.O. Box 55399  
Atlanta, GA 30308-5399**

**Phone: (770) 322-9323**

**Email: [cjbland@MinorityProfessionalNetwork.com](mailto:cjbland@MinorityProfessionalNetwork.com)**

**Web Portal: [www.MinorityProfessionalNetwork.com](http://www.MinorityProfessionalNetwork.com)**



# *“The Choice is Yours: What’s in Your Future”*

## **CJ Bland’s Business/Professional Portfolio**

### **PERSONAL**

- Born and Raised in New Orleans, LA (single parent home - mother, 4 brothers, 1 sister)
- Former Resident of Baton Rouge, LA; Newport News, VA; Chicago, IL; Houston, TX
- Current Resident of Stone Mountain, GA (since 10/95)
- Single, Never Married, No Children
- Three College Degrees
  - B.S. in Physics (Dillard University)
  - B.S. in Electrical Engineering (Southern University)
  - Master of Business Administration (MBA) in Management & Information Systems (University of Houston at Clear Lake)

### **PROFESSIONAL**

- Assistant Manager - McDonald’s Corporation
- Electrical Engineer - Newport News Shipbuilding Company
- 5ESS Verification (Test) Engineer - AT&T Bell Labs - Chicago, IL
- Systems Analysts / Technical Manager - NASA Johnson Space Center (Houston, TX)
- Professional Services Consultant - AT&T Global Information Solutions (Houston, TX and Atlanta, GA)
- AT&T Data Network and Systems Administrator & Architect
- Formed Bland Technical Consulting Services in February 1996
- Data Network Manager (Internetworking) - AT&T Network and Computing Services
- Senior Sales Manager – AT&T
- Regional Sales Manager – SBC Telecom
- Business Development Manager – Johnson Controls
- President/CEO & Co-Founder – Minority Professional Network, Inc.



# *“The Choice is Yours: What’s in Your Future”*

## **Some Keys to My Success**

- **Discipline + Dedication + Determination**
- **Planning + Prayer + Perseverance + Patience**
- **Choices – Accountability – Responsibility - Consequences**
- **Excellent Grades (HS Honors Graduate, many scholarships)**
- **GOALS (set, execute, accomplish ...)**
- **Wise choices / accepting accountability**
- **Make the System Work For You (it’s not where you’re from but where you’re destined to go)**
- **No Inferiority Complex**
- **Extensive Educational Background**
- **Incremental Approach (things don’t happen overnight)**
- **Volunteerism / Giving Back to Your Community**
- **Having Goals (realistic, worthwhile, attainable)**
- **Leader vs. Follower**
- **Positive Mental Attitude**
- **Confidence**
- **Sacrifice**
- **Unselfishness**
- **Networking (it’s not always what you know, but who)**
- **Risks/Chances**
- **Effective Communications**
- **Time Management**



# *“The Choice is Yours: What’s in Your Future”*

## About Minority Professional Network

- Marketing and communications firm, focusing of providing client solutions and support involving diversity-targeted recruiting, branding, supplier diversity
- Clients include: U.S. Department of State, CIA, BellSouth, Xerox, PriceWaterhouseCoopers, Mass Mutual, FBI, Honda, Johnson & Johnson, Wachovia Bank, MetLife, United Way, Tyson Foods
- The Global Career, Economic & Lifestyle Connection™ for Progressive Professionals
- The Viable Source of Top Talent™ for Diversity Focused Employers
- *Launched in 2001, and now with a cumulative total of over 2 million visitors, the Minority Professional Network (MPN) provides the premiere web-based Career, Economic and Lifestyle Connection™ for progressive diversity professionals around the world. Entrepreneurship and Wealth Accumulation Channels, Job Seeker Resources, Employer Recruiting and Marketing Solutions, Non-Profit & Professional Organization Directory, Diversity Business Directory, Student Resources, a Book Channel and 80+ U.S. and International Event Calendar Pages are some of the content areas accessed at <http://www.MinorityProfessionalNetwork.com>.*

# *“The Choice is Yours: What’s in Your Future”*

## 21<sup>st</sup> Century Internet/Technical Careers

- Web Developer (JAVA, HTML, PERL, APL, XML, ...) \$60-\$100K+
- Webmaster \$50-\$100K
- Certified Data Network Consultant (LANs, WANs) \$70-\$120K
- Internet Development/Support
- Wireless Communication
- Systems Integrator
- Systems Engineer
- Database Developer (Oracle, Sybase, Informix)
- Solutions Consultant
- Applications Design & Development (C, C++, Visual Basic)
- Graphics Designer
- E-Business / E-Commerce Consultant \$75-\$150K
- Financial Services \$60-\$500K
- Education \$35-\$100K
- Healthcare/Medicine \$40-\$200K
- Legal/Law \$40-\$200K
- Sales/Marketing \$40-\$250K
- Engineering \$50-\$125K
- Project/Program Management \$60-\$150K
- Business/Technical/General Consulting \$75-\$200K
- Management \$50-\$150K
- Entrepreneurship
- Military
- Politics
- Non-Profit Orgs