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Speaker questions –

1. What do you look for in a resume?

I look for two things mainly. First, is something that is specific and distinctive about the applicant. Second, the cover letter/resume shows the applicant has an understanding of what I do and ties their interests and skills to my employment need.

2. What classes do you recommend for students interested in your field? What skills are important to develop? (Writing, fiscal analysis, public speaking, etc.)

From my prospective, being technically a good writer definitely is a plus. I firmly believe that being a good public speaker is less important than being an honest speaker.

3. What keeps you motivated in your job day-to-day?

As a small business owner, survival is a great motivator. Small businesses thrive on their owners' drive and attitude. As an advocate, the challenge is always time (never enough of it) and relevance (being where you need to be to be the most impactful you can be).

4. What was your career and educational path to your current position?

Different than most at this event today, I am only a high school graduate. Over the years I have had a number of fabulous mentors from many fields that have given me a unique knowledge base and experiences that have helped me become an effective business owner and advocate.

5. What risks did you take?

As a small business owner the risks are many.

As a small business owner the main risks are income and financial stability for starters. As a civilian advocate I had to build and maintain a very public brand and credibility with peers, policy makers, legislators and opponents.

6. What terms and acronyms do people need to know?

7. What sources of info do you check regularly?

The most underrated sources are peers and in my case what I call "trusted advisors". These are people that I exchange information with and very often frank discussions about who I am working with and how I am doing that work. A good advisor is someone who cares enough to tell you the truth even when it is uncomfortable.

8. What's your best advice to students? What to do and what not to worry about

What do you do: Be honest with yourself and your personal mission.

What not to worry about: Making mistakes.