

SUMMER 2014

SHOUT!

MAGAZINE

DON'T FEAR THE INTERVIEW

Learn how to improve your resume and ace those job interviews!

COMMTECH INSPIRES

COMMTECH Office Solutions delivers history, advice, and tips to help you succeed in your future!

A LETTER FROM **COMMTECH**

Dan Misko
Guest Editor

Guest Editor...I like the sound of that. Thanks BASA!

Commtech has been a proud partner of BASA's for 4 years now. It's hard to believe how much BASA has accomplished in such a short time. My team and I have participated in a number of events, met some really great people, and I'm proud to say we've even hired a few graduates. Most of all, we've had a lot of fun. It's a testament to the leadership of the organization and their ability to carry through on their vision. Each year they pull it off and this year was no exception. Great job!

My favourite part of my involvement with BASA has to be my interaction with you, the students. So many of you are so outgoing. So ambitious. So involved. I certainly wouldn't have described myself that way when I was in your shoes.

I went school at that other campus. The one in the south end of the city. We don't need to name names here. I'll admit it, I was clueless. I went to class, got good grades, but I had no idea what to expect after I graduated. The real world...what's that like? I get to wear a suit? Sounds like fun. I'll finally get to move out of my parents' place? Awesome! And I'm going to make lots of money? Great.

How? I couldn't answer that question.

According to some I did all the wrong things. I wasn't involved in any of the student associations. I didn't go to any of their events. I passed on summer internships to wait on tables and tend bar.



But I did one thing right: I had an open mind.

I pursued a Business degree because I wanted to go into Advertising. Don't ask me why, but it's what I had my sights set on from day one. It seemed like there was money in it, there was a creative element to it, and I thought I would enjoy it. It was a real wake-up call when I finally graduated and looked at all the job postings I could apply for.

There were sales positions: Inside Sales, Outside Sales, Account Manager. Then there were Accounting positions: Junior Corporate Accountant, Assistant Accountant, Assistant to the Junior Corporate Accountant. I had majored in Marketing but Sales wasn't even on my

radar. And when I said earlier that I got good grades I should have clarified that. I got good grades with the exception of my Accounting courses.

But my mind was open. I interviewed for some of those Sales positions. I liked what they had to say. If I did well there was going to be some good money in it, there was a creative element to it, and it seemed like something I would enjoy. 13 years later and I'm still working with the same organization I started with right out of University.

An open mind can open doors.

*THE HEART OF
COMMTECH*





The Origins and Life of Commtech

Commtech Office Solutions was founded in the mid 1990's in Ottawa, Canada. Mainly an Information Technology company at the time, they sold things like computers, scanners, and printers. Soon after, Xerox approached Commtech to be part of their agency program. Once the agency program was in place in Ottawa, Xerox set their sights on expanding west, and the Winnipeg chapter of Commtech was born. Commtech deals with a variety of clients around the city, from small offices with a handful of staff to huge manufacturing and legal firms. Today, Commtech is one of Canada's top Xerox agencies and the leading partner in document solutions for Winnipeg businesses.

Commtech is 100% locally owned and operated by President Dan Misko, who has a long history with the company. Upon graduation with a Bachelor of Arts and a Bachelor of Commerce from the University of Manitoba, he began at Commtech as a Sales Representative in 2001. The reasons that made sales appealing to Misko might also appeal to other business students who are getting ready to graduate this spring. Misko says that a career in sales challenges an individual, since it is the type of career where one gets out of it what one puts in to it. Someone working in sales is able to see a direct correlation between their efforts and their results. In 2002, Misko was promoted to a Sales Manager and stayed in that position for the next three years. He began thinking he was ready to move on to his next chapter and left Commtech, but in a neat, Apple-esque twist, some of the higher ups asked him to come back. In 2006, Misko re-

joined Commtech as a partner and a year later he bought out the other partners and took on his current position as president. Since becoming president in 2007, Misko has invested significantly in the company.

To Misko, profits are important. However, equally as important is the team he employs. Misko makes it a priority for his staff of six knows how much he values them. He will often plan fun rewards and incentives for his Commtech employees, like giving them tickets to concerts or Winnipeg Jets games. He has also focused on building a team-based environment in and out of the office. The staff will frequently have lunches, dinners, or after-work drinks together. As well, the Commtech headquarters, located on Portage Avenue, recently underwent a complete renovation. This involved bringing in all-new furniture, opening up the space, and increasing the natural lighting and brightness of the office.

Misko also knows that the work his company does should not be limited to the confines of the office. Therefore, Commtech supports many local community organizations. One group that they have partnered with for the last five years is Habitat for Humanity, participating annually in the Adopt-a-Day build. Misko believes that it is extremely important for Commtech to be able to give back. "Habitat for Humanity is a great cause," says Misko, and working with them allows the staff to engage in team building on another level. "You get used to seeing people in a certain context but when we go on-site with Habitat, different traits

and qualities start to emerge." Additionally, for the past three Novembers, the men of Commtech have grown moustaches in support of the Movember Foundation, raising nearly \$4,000 for the men's health initiative. Individually, Misko also supports charity initiatives. For example, this year he ran the Canadian Diabetes Half Marathon (after being recently diagnosed with Type 1 Diabetes) and also presently sits on the Board of Camp Wasaga, a family camp in Onanole, Manitoba.

It may sound like Misko never sleeps! However, he is adamant that he is a firm believer in maintaining a work-life balance. When he was a recent graduate, Misko recalls mentors telling him he needed to put in sixty-hour work weeks to succeed, advice he took to heart. "Including a few shifts a week at a part-time job, I was putting in more than 60 hours a week as a student," he says, "so it wasn't a big adjustment." Now married with a young daughter, Misko makes it a priority to save time and energy for his family, who he calls the driving force behind everything he does. By maintaining a healthy balance between his life and work, Misko ensures that he is the best person he can be for his family, friends, employees, and customers – the wide circle he surrounds himself with as president of Commtech. Dan Misko is proud of the fact that Commtech is a 100% locally owned and operated company. In a small city like Winnipeg, it ensures that, as Misko says, "Our customers are our friends and our neighbours. We're all a part of the same community."