

IN CONGRESS, JULY 4, 1776.

JULY 2013

The unanimous Declaration of the thirteen united States of America.

THE
NAVIGATOR

TCM is Boston Strong!

Town of Plymouth Unites to Support the Boston Marathon One Fund

by Michele Rourke, HR

The "Run for 1" race and walk was held on Saturday, May 25th in Plymouth in support of Boston's One Fund and was sponsored by the Plymouth Public Schools, Police and Fire, and the Department of Public Works. 100% of the proceeds were donated to the Boston Marathon One Fund to help families affected by the Boston Marathon bombings. TCM employees Carol Corsaro, Michele Rourke and Jamie Chersonson (as well as her husband Dan and daughter Sophia) all participated in the race. Carol made awesome time and it was Jamie's very first road race. She did great and even beat her personal record. Jamie's husband Dan (who also has

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never run a race), planned to walk (while pushing Sophia in a stroller), but decided to run it and crossed the finish line at a great time too!

It was a perfect day for a run/walk along the Plymouth Waterfront and surrounding neighborhood. A total of 923 runners/walkers showed up for this event. The feeling that day was definitely...**Boston Strong!** Way to go Carol, Michele, Jamie, Dan & Sophia!

Place	Bib#	Name	Tag Time	Pace
284	148	Carol Corsaro	29:39	9:34
399	1353	Jamie Cherenon	31:16	10:05
400	613	Michele Rourke	31:16	10:05
565	1354	Dan & Sophia Cherenon	35:46	11:33



About The One Fund: At the request of Massachusetts Governor Deval Patrick and Boston Mayor Thomas M. Menino, The One Fund Boston was formed to assist victims and families affected by the tragic events at the Boston Marathon on April 15, 2013 and in the days that followed. In the weeks after the Marathon, through the incredible generosity of thousands of individuals, foundations and corporations, One Fund Boston has raised **more than \$60M** for the victims and the families.



The Revolution was fought over high taxes...

The tax rate was higher in England than in the colonies. The argument was over rights. British law stated that British citizens would not be taxed when they had no representation in Government. There were other rights violated as well. The government was making unwarranted search and seizures and denying citizens rights to trial by jury. The British government was restructuring the colonial government without the consent of the colonists, shutting down Boston harbor, and demanding that citizens billet soldiers on their property. Essentially, the Revolution was fought against the arbitrary rule of a government that was not following its own laws, was making itself too powerful and intrusive, and wasn't listening to the people. Fortunately, nothing like that could happen today.

Paul Revere yelled "The British Are Coming!" during his famous midnight ride...

In 1775, Independence was not yet declared. Everybody was still "British." Revere yelled, "The Regulars are coming out!" meaning that the Regular troops were coming out of Boston. Another misconception is that Revere was a lone rider; he actually had other riders helping spread the word.

The Revolution happened quickly...

It is only when we look back and compress events from the Sugar Act to the North Bridge that it seems like a frenzy of revolution. In reality, it took 11 years, from the 1764 Sugar Act to the 1775 shootouts in Lexington, Concord, and especially Menotomy, for the Revolution to begin

So really, there was no sustained fever of revolutionary activity in the 1770s, not even in Boston. Events hit people in the spring and summer, went into hibernation through the winter, and were superseded by less inflammatory, daily events the next spring—for which people were understandably grateful. It was really not until March 1774, when the Port Act went into effect against Boston, that events hit rapidly, and even then the winter of 1774-5 was quiet, with Paul Revere's ride coming the following April 1775.

America had no chance of winning the war...

Yes, the British Army was bigger than the Continental Army, and better organized. And most British officers and politicians in the spring of 1775 thought the war could be won fairly quickly.

But the British Army was not that big—at least not in America. In 1775, there were about 38,000 men serving in the British Army around the world, and around 18,000 men in the Royal Navy (in 270 ships) also spread around the world. To fight in America, men had to be impressed and mercenaries hired, because Britain did not want to pull its forces from the invaluable sugar islands in the Caribbean, which would be snapped up by France or Holland if left unguarded. Sugar was the oil of the 18th century, to borrow Prof. Robert Bucholz's inspired phrase, and the sugar islands were far more valuable to Britain than all the colonies in North America. So when 16,000 American men enlisted to fight the British in 1775, they were fairly equal in numbers to the redcoats.

TCM hopes that you had a wonderful Independence Day and even a better Summer to follow!

6 things to never say at work

By Beth Braccio Hering, Special to CareerBuilder

Don't tarnish your reputation by making whiny, haughty or untrue statements. Remember, silence can be golden -- especially if it prevents you from uttering one of these potentially career-damaging phrases:

1. "I can't take on any more work. I'm completely overwhelmed already."

Run your fingers through your hair and let out a big sigh during this lament and colleagues will either nominate you for an Academy Award or provide the number of a good therapist. Professionals work on solving problems, not creating drama.

"Yes, the recession and corporate downsizing has meant fewer people doing more work; however, employers want employees who can manage their workloads and communicate when they have reached their maximum capacity," says Lisa Quast, CEO of Seattle-based Career Woman Inc. and author of "Your Career, Your Way!" "A much better comment is, 'Let's look at my project list and see where we can work this in. It might mean moving something else out to a later date.'"

2. "Joe is an idiot."

Yes, maybe he is -- and he may be your boss someday. Don't say something you'll later regret. Even if he doesn't find out, bad-mouthing a co-worker can make listeners wonder what you say about them when they aren't around.

"Never throw your colleagues under the bus or talk about them behind their back," says career coach Roy Cohen, author of "The Wall Street Professional's Survival Guide." "Colleagues who trust and admire you will be your best support system to promote your reputation as desirable and valuable. When they don't feel that you are transparent in your intentions, your disruptive actions will raise doubts about your ability to be both a team player and a team motivator. Both are essential assets for effective leadership."

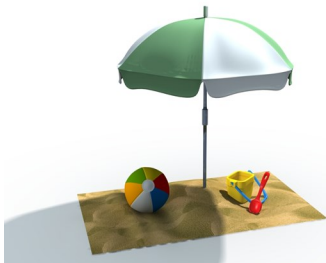
3. "That's not fair!"

Brad Karsh, president of Chicago-based JB Training Solutions and co-author of the upcoming book "Manager 3.0: A Millennial's Guide to Rewriting the Rules of Management," notes that this statement is frequently uttered by younger workers. "It may sound harsh, but in the working world, fair does not always mean equal. It can be difficult to understand that at work it's not always fair up and down, but it's also not fair across. For example, a company may hire 100 entry-level employees on the same day. Are they all going to get promoted or receive raises on the same day? No. They may work different hours a week, at different locations and for different types of people. It will never be fair in your career, so get over it."

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Don't forget about TCM's Referral Program!



Contract Employee or Subcontractor Referral: A referral bonus of \$250 will be paid to the sponsor of a new TCM consultant (W2 or corp-to-corp) upon completion of the first 320 hours of work by the new consultant, and a second referral bonus of \$250 will be paid upon completion of 640 hours of work.

Direct Hire/Permanent Placement: A referral bonus of \$1000 (this was just increased from \$750!) will be paid to the sponsor of a full-time placement candidate.

Certain guidelines and restrictions apply. Please contact your Account Executive or Recruiter for complete details.



TCM has partnered with a Fortune 500 US based Medical Device Firm to provide software implementation and training support nationwide. This initiative will consist of several hundred implementations across the country over the next several years. TCM has already started to put the team together and are very excited about the quality of people that have joined and we are looking forward to a successful project and partnership.

TCM was selected as a vendor to work with The Commonwealth of Massachusetts on its a Statewide Contract for the procurement of Information Technology Staff Augmentation Services. This was a highly competitive bid and procurement process. The term of this contract is three years. This is a reunion of sorts for TCM and the

Commonwealth, as we have worked on previous statewide contracts and we have a relationship that spans the past 20 years. We are glad to be working with The Commonwealth again!

TCM has been granted a 4th year extension on a \$6.7 MM contract with the Veterans Administration to supply Desktop Services for VA locations in the Washington DC metropolitan area. The scope of the work to be performed will include support for the Desktop Management Support teams, currently averaging 1,800 service calls per month. The Service Desk provides day to day monitoring and support to the Veterans Affairs Central Office (VACO), conducts analysis on new requirements and new technologies, and performs services to support the planning, operation, deployment and maintenance of all information systems within VACO.

4. "That's not how we did it at my old company."

Make such a comment and colleagues may wonder why you ever left the other employer. As Quast notes, "No one likes an arrogant know-it-all who thinks they're better than others or who believes their previous company did things better." Skip the comparisons and focus instead on articulating your ideas clearly and respectfully.

5. "I'll have it on your desk by 3 p.m." (when you know you won't)

Your boss and colleagues have deadlines, too. When you fail to deliver, it affects others. On those rare occasions when you can't fulfill a promise, have the decency to give a heads-up. Deadlines may be changeable or perhaps other workers can shift focus to help out.

"(Don't) tell people -- whether they are colleagues, vendors, clients and customers or management -- what you think they want to hear instead of the truth," Cohen says. "For example, if you knowingly provide a client with incorrect information about a delivery date and you fail to honor that deadline, you risk tarnishing both your credibility and the reputation of your company. The potential impact may be enormous as customers abandon you for a more reliable provider."

6. "I'm bored."

Nothing good ever comes from this statement. Overworked colleague Mary will want to slug you, cubicle neighbor Jeff will think you're a slacker, and your boss will question why he's bothering to give you a paycheck this week.



"There's always something you could be doing," Karsh says. "Take the initiative to tackle new projects; don't wait to be asked to do something. Be innovative and find new projects to work on to make your boss's life easier. Figure out what is keeping your boss up at night, and solve that problem."

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