

# CareerGrowth Group



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## Dear Successful Career Professionals

Happy New Year! While the labor market had been expanding nicely since 2003, we have begun to see signs of growth in the unemployment numbers and signs of the economic markets going "south". This will be a year of challenges for successful career professionals. Shoring up our political contacts in the firms and companies where we currently work, adding significantly to our professional contacts in our industry at other companies, and staying more connected in our social and community circles, are action steps worth taking in '08.

**Networking at the company that employs you is important.** Have lunch with your boss, get together with co-workers and get to know employees who work in other departments. I will be speaking to a number of affinity groups at large companies in the next two weeks. The subject will be "Improve Your In-House Connections for Promotions and Future Growth". Find out if there are any affinity groups in your company; if so, join one.

**Stay current in your industry by participation at professional meetings and gatherings.** If your company allows you to do so, write a white paper or get permission to speak about a successful new product launch, a fabulous public relations coup, a significant software implementation, etc. Be sure to attend industry luncheons and award presentation dinners. This way, you can meet and "rub shoulders" with the rising stars in the industry.

**Every successful career professional needs a few headhunters who will watch the job market for you.**

Leaders who are moving up in companies, and expanding responsibilities and growing their department, do not have time to know what is going on in the job market. But in this age of turbulence in the economic markets, one's career is never set in any one company. Having a relationship with a headhunter who keeps you informed about the market is worthwhile. These folks can help you hire in good times, and owe you for that business given, when times aren't so good.

**Successful career professionals may need an executive, leadership or career coach.** A career coach can help you position yourself for a promotion, and a raise. If you test the limits where you work, and you aren't being recognized, you may need to explore other opportunities in other companies. This is a good preemptive strategy in a year like this. If you would like to discuss how a Career/Leadership Coach can help you become more successful, send me an email today. Here's to a successful '08!

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**About Beverly R. Daniel:** Beverly Daniel is a career counselor / coach, who helps career professionals move successfully from one level of their careers to another. This can include assessments and evaluations about career choices, strategic planning for career moves, navigating in corporate structures, or moving from corporate to self-employment, or entrepreneurship. She works with lawyers, banking executives, marketing professionals, among others in all functions and industries. Beverly has been in the executive search and career-counseling field for 29 years. She holds a BS and MS in Psychological Counseling. She holds an MBA from New York University, Stern School of Business. Beverly studied for a Ph.D. in Clinical Psychology at Case Western Reserve University.