

CareerGrowth Group



January 8, 2008

Dear Successful Career Professionals

On December 11, I made a presentation on "Career Opportunities in a Weak Job Market" to a group of financial executives. The cameras from CBS News were waiting in the lobby of the MetLife building to film the event for the Nightly News, but were not allowed up to the 23rd floor. Nevertheless, it was an exciting evening where Employment Trends for 2009 were identified.

In the last decade, we saw many unemployed lawyers, finance executives, accounting professionals getting lured into temp-to-permanent positions. Taking a temporary position to start, most surely led to a full-time position. Now companies are requesting permanent employees to cut back one or two days a week to more temporary positions. In difficult economic times such as these, this trend could continue throughout '09.

Career change will rapidly accelerate. Some of us may begin the year with one position and end the year with another. We can no longer build our careers in one corporation. Many of my clients have been able to make the transition from one corporate culture to another, i.e. Merrill Lynch to Bank of America, Lehman Brothers to Barclay Bank, Wacovia to Wells Fargo, and Washington Mutual to JP MorganChase. However, there may be additional cutbacks before mid-year. As corporations are reorganizing and consolidating their staffs, some of my clients have been able to move from financial and IT positions to Chief Operations Officer, Chief Procurement Officer and other C-level positions.

The sector of the economy that is expanding the most is the Federal Government. Banks on Wall Street have been the recipients of billions of dollars from the 'bailout' package. Accounting, consulting, and law firms (with government work) are expanding. There is much opportunity in Washington, DC in any number of government departments: from the CIA, Treasury, the Pentagon, etc. The FBI is recruiting new agents (with the emphasis on a background in finance). Consultants who have Federal government work are doing extremely well.

Another bright spot is the not-for-profit sector. Even though the sector has been hit by a reduction of grants and funding, the not-for-profit sector is looking for expertise from the profit sector. Many financial, IT and even marketing executives will have opportunities, especially if they have CPAs, CFAs, CMCs, MBAs or Executive MBAs.

While the economic health of our recovery for the remainder of the year is uncertain, successful career professionals must clarify their career goals and be able to articulate their career brand to co-workers, professional colleagues and networking contacts. If you need help to clarify your branding message and/or your future career plans, I am glad to provide advice. Please call or send me an email. I'd be happy to discuss how you can benefit from making measurable results in your career success.

Best wishes,

Beverly R. Daniel

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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 in Management from New York University, Stern. Beverly studied for a Ph.D. in Clinical Psychology.