

CareerGrowth Group



December 10, 2009

Dear Successful Career Professionals

I am delighted to let my readers know that just about all of the Transition Clients (that I have worked with in the final quarter of the year) have received job offers and are back to work! This goal of getting back to work was achieved in 30-45 days! So what did these individuals do to become re-employed in this tough job market?

- **1) Determination and Focus** – each transition client had set a clear career objective to achieve at the outset. With my assistance, each person was able to develop a strategic self-relocation program tailored to their needs. This strategic relocation program was equivalent of a full-time position; one client began his day at 7 AM when he made calls to networking contacts he met the day before. He made spreadsheets of all his contacts. We evaluated which ones were the most important and others who might be worthwhile. He set up lunches, meetings and cocktails after hours Monday through Thursday. On Friday he set up his meetings for the following Monday through Thursday.
- **2) Relentless Networking in all the right places** – once a week each person's networking strategy was refined, re-evaluated and changed. For a Hedge Fund attorney, we selected a number of professional groups in which to get active, such as Flex-time Lawyers, NYC Bar Association, NY State Bar Association, and 100 Women in Hedge Funds. If she didn't make the kind of contacts she had hoped for, new target groups were identified. Joining communities and getting involved in co-hosting special events were added. For a financial services Vice-President (MBA, CFA) he joined New York Society of Securities Analysts and became active on the Wealth Management Committee.
- **3) Ability to Adapt to Change in unraveling job market conditions** – some candidates were given verbal job offers which were revoked when the individuals asked for written job offers. If someone had been unemployed for a year or two, a consulting position was accepted. One of my clients accepted a three month consulting engagement in Boston, although he lives with his wife in NYC. He has a lovely apartment (client paid) and commutation expenses paid to come home every weekend. This consulting opportunity may lead to a full-time position in the Spring of 2010.

If the strategy you have been employing to get re-employed is not working, perhaps you could benefit from a professional evaluation of your strategy.

To all my subscribers, my best wishes for a very Happy and Healthy Holiday Season.

Best Regards,

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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 30 years. She holds a BS and MS in Psychological Counseling from Boston University. She holds an MBA in Management from New York University. Beverly studied for a Ph.D. in Clinical Psychology at Case Western Reserve University.