

Chairman's New Year Message

“The law of flotation was not discovered by contemplating the sinking of things, but by contemplating the floating of things which floated naturally, and then intelligently asking why they do so.” – Thomas Troward 1847 – 1916, Author, Judge and Teacher of Mental Science.

These words are another way of expressing whether you see the glass as half full or half empty. The business economy and hiring are improving, but were we to have a more robust market of the kind we experienced five or six years ago, you still would not land a new position if you continue to view yourself as a hapless victim. Those who land know they have marketable and valuable career skills, and despite a trail of both personal and economic business obstacles, continue to regard their careers as vibrant and floating, rather than moribund and sinking and have persisted in searching through two and three years of unemployment until they reach their goal.

The winning combination of hope for the future, self-confidence that a problem met is a problem solved along with dogged faith and determination to see it through have helped many of our members succeed in their networked career searches over the past three years. The holidays are behind us. The pace of business and hiring is increasing. At least five companies have contacted me concerning requests to help them fill executive level position requirements since mid-December. Some of them have been searching unsuccessfully for many months while others simply don't have the time to do it. The bottom line is that pent up demand is building and if corporations are willing to deal with recruiters again, the market is very ripe for anyone who takes a disciplined and focused approach to networking for her or his next position.

The New Year is a time for new beginnings, not empty resolutions. Reconnect with your inner self. Don't sit home wondering why your career “ship” has been sinking over the past three years. Look back on your experience; determine what made your career float in the past, when you received promotions as well as recruiting calls and seemed at the top of your game. Speak with Alumni members, colleagues and other network contacts, ask them to share landing and career successes, assimilate their appropriate gems of wisdom with yours and then go out and sell it. A sales executive once said, “There are many oysters in the sea; we need to find the ones that have the pearls.”

May you and your loved ones have a happy, healthy and prosperous New Year!

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