



HIGHEST QUALITY SERVICES, INC.

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WWW.HIGHESTQUALITYSERVICES.COM

## HQ SERVICES, INC.'s *Your Career Strategist*™

*Your Career Strategist*™ is a personalized condensed presentation by award-winning recruiter Kathleen A. Graham. This new product is based on Graham's successful *Your Career Campaign*™ service, which is a three-pronged approach consisting of: (1) a **resume** that sells you; (2) a **strategy** that defines the sectors and positions that should be your marketing aim...and tells you some approaches to employ; (3) a **contact list** with names, phone numbers, and notes that will jumpstart your networking to increasing success.

*Your Career Strategist*™ offers organizations an opportunity to provide a real value-added program at an affordable price.

First created at the request of The CFA Society of Chicago for their members, **this event SOLD OUT in 2 hours the first day** it was announced. Survey results from attendees:

- **100% found value in their session.**
- **100% said Graham "provided useful suggestions for modifying their resume" and "formulating a successful career strategy in their field."**

Testimonials from individuals who attended the *Your Career Strategist*™ service are quoted on the next page.

### ► How is a "career strategist" different than a "career coach?"

- A career coach helps you plan your career direction by: identifying your professional competencies; discussing personal issues impacting your career growth; working with you to resolve any negative impediments; and offering a generalist overview of how to develop your strategies and, when applicable, your job search.
- A career strategist helps you actually reach your particular career goal once you know what that goal is.
- A career strategist is a specialist. *Your Career Strategist*™ Graham is an expert in knowing what financial professionals need to do to move their career ahead in specific niches in any environment.
- *Your Career Strategist*™ Graham understands the nuances of the skills necessary in each financial sector so she ensures that your resume has those nuances highlighted.

### *Your Career Strategist*™ :

- Will show your members in private one-on-one 25-minute sessions with Graham how to move their careers from where they are currently to where they want to be via:
  - discussing their career goals and reviewing their resumes
  - suggesting changes to their resumes to reach their goals quicker
  - providing additional strategies and sources they can utilize.
- At the end of each session, *Your Career Strategist*™ will remind each session attendee that:
  - the conversation with Graham was completely confidential
  - the information exchanged will NOT be placed in the database of HQ Services' sister firm, which is a retained search boutique, nor will the attendee be contacted by Graham after the event unless specifically requested by the attendee
- **a career can grow in any environment, including this one.**

### Kathleen A. Graham, Principal

HQ Search, Inc., HQ Seminars, Inc.,  
HQ Scripts, Inc., HQ Services, Inc.

THE GLOBAL FINANCIAL CONNECTION™

*"Connecting finance professionals with what they need"*

- Kathy Graham has been providing global executive search services for a select group of financial services firms (asset/money management companies; domestic money center, international, and suburban banks; investment/merchant banks; consulting firms; corporations; credit rating services; pension funds; real estate developers; trading institutions/hedge funds; and private equity/venture capital firms) for over 15 years.
- Base salaries that she has worked with range from \$100,000 to \$1,000,000+ for financial accounting and audit; equity and fixed income analysts; private and consumer banking; risk management; acquisition analysts; financial analysts; trust; credit analysts; institutional sales; traders; commercial lenders for: real estate, middle market, Fortune 1000 and Fortune 500 firms; corporate finance; and other specialties such as: agribusiness, equipment finance, asset-based, asset-backed and mortgage-backed securitization, cash management, project finance, public finance, telecommunications and media, etc.; human resources and marketing (for/from financial institutions only); financial management: EVPs, SVPs, MDs, CFOs, & Treasurers; plus money management: investor relations, fixed income/equity portfolio managers and research positions.
- Kathy has a MBA in Analytic Finance, Finance, Econometrics & Statistics from the University of Chicago. She is an active member of the CFA Society, 100 Women in Hedge Funds, Hedge Funds Care, Illinois CPA Society, QWAFEFW, GARP, and PRMIA.
- She has created and published an annual financial services job forecast that for 6 years in a row has been completely accurate.
- Kathy routinely advises senior management of clientele firms with the latest market intelligence regarding economic conditions, emerging trends, and potential developing hazards to their business in addition to providing significant input into their hiring and marketing strategies.



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#### WHAT Your Career Strategist™ ATTENDEES SAY:

- *“30 minutes gets you great resume counseling – just try to calculate the ROI on that.”*
  - *“Excellent. Ms. Graham made the most of the time! Her advice and insight will be most helpful going forward.”*
  - *“Kathy gave me a whole new perspective.”*
  - *“This is the first professional resume and career strategy review I have had since grad school over a decade ago.”*
  - *“Kathy provided good tips to improve my resume, which obviously improves the potential for me to find the next step in my career.”*
  - *“Wow. Getting professional advice for free that we normally wouldn’t have access to.”*
  - *“Kathy was helpful in helping me think about my career from a long term perspective.”*
  - *“I got a number of great ideas.”*
  - *“Kathy’s resume critique and knowledge of specific market segments was very useful in updating my resume and focusing my research.”*
  - *“She was knowledgeable and to the point.”*
  - *“Her suggestions and evaluation of the resume were incredibly helpful and have gotten me very excited about pushing forward with my marketing strategy.”*
  - *“It was enlightening to learn what Kathy saw in my background.”*
  - *“Very direct recommendations and a handout to use after leaving the session.”*
  - *“That short meeting was incredibly valuable in helping me to position myself through my resume. I rewrote using Kathy’s suggestions and the difference is dramatic. Thank you for the help!”*
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#### ATTENDEE STATISTICS:

- *70% interested in progressing in their current profession; 30% wanting to change their career direction.*
- *19% with 0 – 5 years experience; 59% with 6 – 20 years experience; 22% with 21 – 35 years experience.*
- *Backgrounds in academia, accounting, alternatives (hedge funds, fund of funds, private equity/venture capital, and real estate), back office/operations, consulting, family offices/foundations, investment banking, investment sales, marketing, quantitative methodologies, research, risk management, and traditional money management.*
- *Company size ranged from entrepreneurs and small offices/boutiques to industry leaders/global conglomerates.*
- *26% planning to stay with their current company; 74% looking for a new position with another firm.*