

# CAREER STRATEGIES FOR YOUR FUTURE

## TAKING THE STEPS TODAY TO CREATE THE CAREER YOU WANT

**Your Career Strategist**™ Kathy Graham helps you actually reach your particular career goal once you know what that goal is. A career strategist is a specialist. Kathy Graham is an expert in knowing what professionals need to do to move their career ahead in specific niches—such as finance, marketing, high tech, health care, engineering, accounting, legal, etc.—in any environment.

### YOU WILL LEARN:

#### 1. THE SIX STEPS TO CAREER SUCCESS STRATEGY™

Learn how to apply the Six Steps Strategy to your goals. Many examples provided. Huge amounts of time are allocated to answer your questions.

#### 2. SITUATION STRATEGIES

Learn successful strategies to propel your career up the ladder of success. When you are:

*In Career Transition*—wanting to switch from one field or industry to another.

*Employed*—wanting career growth.

*Entrepreneur* (or hoping to be)—wanting to build your business.

*Underemployed*—wanting to fulfill your potential, both personal and financial.

*Unemployed*—wanting to jumpstart your job search.

#### 3. CAREER SUCCESS SCRIPTING™

Learn how to engage people in positions of power to grow your career or your company.

Overcome fear of calling Mr. Big and learn to talk to Ms. Big to create your next position.



### 2009 WORKSHOP COMMENTARY

“Kathy conducted a wonderful workshop for the Kellogg School of Business Alumni Club of Chicago–West which exceeded my expectations of a career strategy workshop. I have organized many career events for KACC–West as the founder and chairman and I ranked this event as one of the best. Kathy went through a six-step process to guide participants. Kathy’s presentation was clear, concise and, most importantly, insightful. Thumbs up for Kathy.”

Bill Liu, MBA  
NaviAsia Group

“The Northwestern University Kellogg School of Business Alumni Club of Chicago–West had a very successful career strategy event with Kathy Graham. As executives, business owners and individuals who have attended many career and networking events, we were more focused on the value each attendee derived from the event instead of a one-size-fits all approach of presentations. We interviewed multiple career experts and chose Kathy for her depth and breadth of experience and a track record of success.

Kathy is very easy to work with. Most important for us, she cared and she had the same goals as the selection committee - how do we ensure the best experience and value added information transfer to our audience? She made the time to discover the goals of the selection committee and sought to understand the audience we served. We asked Kathy to walk through a complete process for people at different career life stages and career transition readiness level and she delivered.

Countless audience members came up to us after the event to let us know it was one of the best presentations they have attended. The interactive presentation was highly valuable by eliciting input from actual participant experiences of what worked and what did not and why. Kathy provides elements of self-help and follow-up coaching in her work. I highly recommend Kathy Graham for your events.”

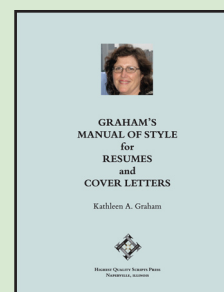
Pek Lee Choo, Ph.D., MBA  
Principal, Discernen

**The 2009 workshops sold out. The 2010 Series dates are in process.**

**Registration information is at [www.highestqualityseminars.com](http://www.highestqualityseminars.com).**

Contact James Williams at 630-466-7095 or at [williams@hqsearch.com](mailto:williams@hqsearch.com) to secure a date in your city. All events have limited seating.

This workshop is the perfect companion in your career strategy to Kathy’s new 2009 reference book, **Graham’s Manual of Style for Resumes and Cover Letters**. Create the resume you deserve that really sells you. Numerous side-by-side “before” and “after” examples, drawn from Graham’s real world files, show you how to fix resume and cover letter errors, what the Eight Essentials are, what your summary must contain, and how to handle special situations. Find out what errors will get your resume tossed immediately into the wastebasket. Available at Amazon.com.



*A career can grow in any environment, including this one.*



## MEET KATHY GRAHAM

- Kathleen “Kathy” Graham is a Principal with HQ Search, Inc., a retained executive search firm specializing in financial services positions globally that she co-founded in 1997. Her clients are 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. Kathy focuses on placing talent with base salaries ranging from \$100,000 to \$1,000,000+. She 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.
- Kathy was a first-day keynote presenter at the Chicago Federal Reserve’s 2009 Ninth Annual Private Equity Conference. Her topic was how to more effectively use a firm’s human capital to improve performance.
- At the request of The CFA Society of Chicago, Kathy created a career event, *Your Career Strategist™*, 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 and 100% said Graham “provided useful suggestions for modifying their resume” and “formulated a successful career strategy in their field.” Kathy has also been a speaker for numerous other local and national finance-related groups, including the Managed Funds Association and Financial Research Associates.
- For the last seven years Graham has issued an annual financial services job forecast, which to date has been completely accurate in forecasting the overall prevailing trends and hot jobs/dud jobs for each finance sector. She also started three new companies in 2006: HQ Seminars, Inc. (custom designed financial niche and in-house seminars); HQ Scripts, Inc. (editing and creation of financial articles, books and newsletters); and HQ Services, Inc. (financial services compensation studies, brainstorming/focus groups).
- Kathy’s latest book is *Graham’s Manual of Style for Resumes and Cover Letters*, published in September 2009. Her articles, which have appeared in publications such as *Financial Engineering News* and *Financial History*, include a seminal paper in 2006 predicting the unprecedented changes in the global financial marketplace. Her first children’s book, *The Land of Lemons and Nuts*, published in 2008, teaches economics to children ages four through nine and is available in English, French, and Spanish.
- Graham obtained her MBA in Finance, Analytic Finance, and Econometrics & Statistics from the University of Chicago. She received the University of Chicago’s Booth School of Business “CEO” award in 1998, and later for four years was the Global Chair of their alumni Finance Roundtable. She is also an active member of 100 Women in Hedge Funds, the CFA Institute nationally and locally, Chicago Financial Women, Hedge Funds Care, QWAFEFW, GARP, and PRMIA.

