

# GOLDEN CAREER STRATEGIES

## *Career Tips*

Fall 2006

### **Got Networking?** by Myles Golden

One of the most powerful tools in creating success in your professional and social life is the art of networking. You don't know what you don't know – and the more you network the more you know! Networking opens an amazing resource of knowledge about what is happening behind the scenes in your environment. In a most casual conversation, you may learn that a corporation is or has plans to expand its operation, or that a new company is coming to your area. You may learn that an executive is considering retirement, or that a growing company needs a CFO, HR director or marketing director. So, it's important, if you are looking for any type of opportunity, to be out there networking.

#### **Got Fear of Networking?**

Maybe it's time for a change in perception... Contrary to popular belief networking is not "hitting on people for favors," or "working the

### **Midlife Career Transition: Why Now?!**

by Anne Civiletto

The increasing number of companies closing their doors for reasons ranging from offshoring to the misappropriation of funds has affected the lives of many employees. Involuntary and unplanned career change can be a traumatic and difficult time of adult life.

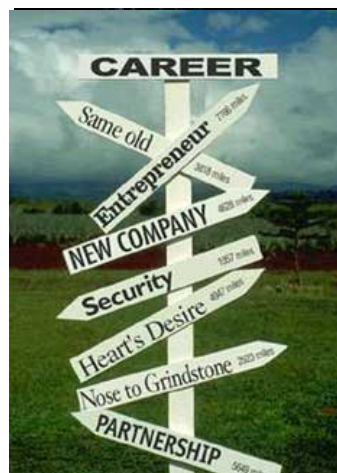
Employees may find themselves unable to cope with the idea of career transition after years of loyal service. Feelings of betrayal, denial, anxiety, depression and anger are natural reactions to job loss. Career transition is especially common during middle adulthood, and it is important to understand this period of change because it is through change, voluntary or

involuntary, that we are able to grow.

In his book, The Season's of a Man's Life, psychologist Daniel Levinson describes three main

tasks which must be accomplished during middle adulthood: Reappraising The Past, Modifying Existing Life-Structures, and Individuation. In Reappraising The Past, an individual reevaluates his understanding of past events and learning experiences. Often

times, people learn that much of what they believed was illusion – like job security. Levinson notes that de-illusionment is important, normal, liberating, confusing and upsetting. It is during this time



**"To find a career to which you are adapted by nature, and then to work hard at it, is about as near to a formula for success and happiness as the world provides. One of the fortunate aspects of this formula is that, granted the right career has been found, the hard work takes care of itself. Then hard work is not hard work at all."**

Mark Sullivan

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## Got Networking cont.

room” at an event. Networking is a values exchange. Positive networking leads to acts of kindness, putting someone else at ease, reaching out to others and finding out how you can help someone else. It’s a small world and you can make a connection of some sort with any person that you meet. It all comes back to the Golden Rule; Do unto others as you would have them do unto you.” Just pay attention when people speak. After all, the best conversationalist is a good listener. According to Darcy Rezac, author of The Frog and Prince, you have to kiss a lot of frogs before you find your prince. Commitment and consistency are the keys. Rezac also tells us that “the most powerful secret of positive networking is discovering what you can do for someone else.” This new perspective should liberate you from the pressure of promoting yourself, and excite you about the opportunity of helping other people. Just remember that helping others connect strengthens your own network.

### It’s a Small World

Six Degrees of Separation – a concept developed by social psychologist Stanley Milgram, reflects the wonder we voice when we make a common connection with someone and say, “It’s a small world!” You may meet someone at a networking event who knows someone you know or has been to a place in another country where you have been. Explore another person’s interests and you will most likely find some common ground. You may not only make a new friend, but you may find a way to help each other make connections and achieve goals.

### Still Got Fears? Here are some tips:

- Get over it and get out there!
- Practice makes perfect.
- Shake a lot of hands.
- Go early and meet people as they come in.
- Don’t hesitate to introduce yourself to a group of people.
- Look for a wallflower and meet that person – you will gain someone’s gratitude.
- Have fun!

“Greenville is a very welcoming community. Once you get in the door, business leaders are incredibly supportive. However, more than any city I have lived, networking is critical if you want to land a high level position. I contacted Myles because I heard from business leaders that he was one of the most incredibly networked individuals in Greenville. This is true.

Kim Pitman  
Director of Development  
Northwestern Mutual Financial  
Network-Greenville

## Midlife Career Transition cont.

that others might think that a person is going through a “midlife crisis.” But, the realization of false beliefs and illusions can feel like a crisis!

Another important task is Modifying Existing Life-Structures. This may take the form of changing the life-work balance or spending more time with family and less time at work. This also takes the form of career transition. Career transition is good for you – even if it is not always a choice! After the initial shock and anxiety has subsided, many individuals remark that they are grateful for the opportunity to do something different. Sometimes we need a push out the door. Ironically, we resist change, and cling to the familiar, despite the fact that “the familiar” is making us unhappy.

And last but not least, it is vital that we undergo Individuation, or the process of “making changes in relationships between ourselves and the external world.” During this process, it is common to seek out a mentoring relationship with a member of the next generation, a characteristic that is referred to as “generativity.” Generativity concerns the importance of preparing to teach, mentor and care for the next generation in some manner. This is a critical step for healthy development because, in many ways, adults must train their replacements. The applications of this concept can be seen in areas of life ranging from succession planning in business, raising children, employee training, and last but not least, career coaching. An individual who passes on wisdom and knowledge to the next generation will be able to own ones life, accept the mistakes and accomplishments experienced and look back without regret.

Although there are many more developments and learning experiences that Levinson identifies in his book, The Seasons of a Man’s Life, the emphasis is on the idea that as an individual progresses through the stages of his life, he constantly has to re-examine, reconsider, question, and adjust what he learned in the previous stage. The only thing consistent about life is that it’s continuously changing. Remember it’s normal to resist change because we fear the unknown. But think about all the things that would have never happened if you weren’t forced to do something different. If you are in the midst of an unplanned career transition, this might be your chance to change and to grow.

## Golden Career Strategies Round Tables

All Executive Roundtables are held  
at our office on Monday mornings at 8:00 AM

Reservations are required.

Please see our website for upcoming topics at  
[www.goldencareerstrategies.com/news.html](http://www.goldencareerstrategies.com/news.html)