



Every Moment Counts

Early in my career, just before making an important new business pitch or extending an offer to a candidate, I would repeat one of my favorite lines from Bud Fox in the movie *Wall Street*, “Life comes down to a few moments. This is one of them.”

It seemed that my destiny was being shaped in those specific moments for better or worse. It is hard to deny the fact that one’s destiny is changed when we chose the college to attend, accepted our first job, married our spouse (or second spouse) and purchased our home or rented a certain apartment in a particular neighborhood.

As I matured both professionally and personally, I came to realize the “minor” moments leading up to those “life changing” events were filled with thoughts, desires, emotions and dreams. It was the accumulation of all of those moments that determined “who I was” and “affected the outcome” when I approached “those life changing moments.”

To be prepared for those critical moments, it is important to give attention and intention to the thoughts we choose, the desires we fill our hearts with, the dreams we dream every day and the effort we give to all of our daily activities. We must believe our true nature is unlimited and by focusing on each moment, each one of us can cultivate our reality.

January is a time when many of you think about your careers and we receive calls with comments such as, “I am really unhappy in my job.” “I would really like to change careers.” “I am underpaid and want a job that pays me what I am worth.” “I cannot believe I am still unemployed and have not found a job.” “My boss is a jerk and I want to work for someone who respects me.” Many of the professionals making these comments want us to find them interviews and present them with their “life changing moments.”

Unfortunately, many of our candidates have paid scant attention to what they REALLY want to do and why, and have not made the effort to make certain their resume reflects their experience and is presented in the most persuasive manner. Many have not interviewed in some time and have not made any effort to brush up on those critical interview skills. Most have let their networks wither or have done little to grow and nurture them while they were content in their current job.

It is rare and refreshing when a candidate calls us and says, “I am looking for an opportunity in these three areas and I feel I am qualified for these specific reasons. I am looking in these geographic regions but prefer this one and I am currently making \$X and am looking to either stay at \$X or \$X plus \$Y.” They continue by saying, “I have spent considerable time making sure my resume reflects my experience and looks as sharp as it can. What are your thoughts?”

When such a candidate approaches us, we are motivated to determine whether they fit any of our current searches or if appropriate and if they give us permission, make an opportunistic introduction to one of our clients or prospective clients on their behalf. If neither of these options exist, we make certain to keep them in mind going forward.

While we cannot help you determine your dreams, we do have a compendium of Changing Careers articles and Resume Tips that can be referenced on our website at <http://www.pinnaclegroup.com>. We also have most of our current searches listed in the Current Opportunities page. We hope these are helpful to you and if you are a candidate or prospective client, we would welcome the opportunity to work with you.

I will leave you with my new favorite quote from Don Draper in this past season of *Mad Men*, “A man walks into a room and he brings his whole life with him.” Indeed.

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