

Brian Golter developed this workshop from a deep understanding that in today's job market the old rules simply no longer apply. Today's job seeker can not get on the computer, send out a resume and expect to get a job. The days of just 'showing up' to the interview and getting an attractive offer are over. Quite simply, if a candidate is experiencing a lack of motivation, enthusiasm or confidence, he is not going to find the job he wants. We have developed these Workshops to provide tools everyone needs to get the job they want.

In this market employers have their choice of hundreds of candidates. First, they will eliminate candidates on the traditional criteria: by experience, skills and salary. But what most job seekers don't realize is just how large a role expectations, confidence, risk-taking and attitude play in getting the job they desire. They play a larger role than education and experience. This has always been true. Serious candidates have to pay attention to those deep places in themselves: those places that determine how other people experience them. The days of covering up the 'real you' and still getting what you want are slowly, but surely, coming to an end.

For those who are willing to do the work of overcoming their fears and inadequacies, there is a silver-lining in this new job market. And what a wonderful silver lining it is! We are experiencing a truly new day in which we can no longer get away with, or be rewarded for, the very things we don't like about ourselves. The day is coming when we are able to look at the ways we have compromised in our careers and will reach for what we know is true and rewarding.

For those who refuse to take this challenge seriously, it may just be the death sentence of their career. It's time to get real and dig deep. We need to get the tools so that we can get the job. Families today are actually having to choose if college is the best avenue for their children, because it is becoming obvious that recent college grads are having difficulty finding jobs directly out of school.

We want to partner with you to ensure your commitment to student success is strong and apparent to these college seekers and their parents. Our program will help your school with graduate job placement, which in turn, will strengthen your branding, enrollment, and reputation. Imagine if your school placements were 20% above your competition next year because parents felt sure you are doing all you can to give your students what they need to enter the new job market facing us today. Help your graduates develop a new way of marketing themselves and seriously focus their job networking - this is the new job search.

## FULL DAY BASIC WORKSHOP:

- State of the art **job seeking**: Old advice is outdated and can actually hurt your job search
- **Interviewing tools**: Discover your absolute best at a time when the market is at its worst
- Find **confidence and enthusiasm** in the face of overwhelming job and financial adversity
- Learn the keys to **good decision making** to go after and accept the best job for you
- Understand what will make your **resume** stand out
- 9:00 am - 5:00 pm

## SECOND DAY INTENSIVE WORKSHOP:

- All of the full-day basic workshop elements, plus a more intensive and hands-on approach to job seeking, interviewing, and decision making. Candidates will find an entirely new way to market themselves.
- 9:00 am - 2:00 pm

## PRICING:

- Pricing structures vary. Contact us for more details. [info@bgsource.com](mailto:info@bgsource.com)

Brian Golter is the author of *Your Right Job Right Now*, and CEO of Brian Golter & Associates, a successful placement and recruiting agency located in California's Silicon Valley. Prior to establishing his own firm, Brian spent 20 years under the mentorship of June Gregory, at Gregory and Leigh. As a recruiter, June trained Brian in her remarkable art of uncovering the very best in an individual, allowing them to find the right job in the shortest possible time. Through his book, seminars and workshops, Brian brings a hope-filled message of overcoming adversity to find the jobs we want.

Through his 25 years of recruiting, Brian has been able to see what makes a college graduate not only stand out, but to excel in the interview process and land the job. This is a New Market, and new tools are needed to make this happen. The job market is not going to bounce back to where it was in 2007, and those who are waiting for this to happen are disillusioned and will miss out on the opportunities available right now.

When Brian was writing this book in 2008, he was focused on those rare individuals who wanted to see their careers as an opportunity to overcome their deep-rooted fears and inadequacies, and become the men or women they had always dreamed of being. It was a book about turning fear into courage, mistrust into trust and inadequacy into confidence.

But as the saying goes, 'That was then and this is now'. Since the time he completed the manuscript, we have entered into one of the most difficult job markets in modern history. The tools presented in the book are no longer just for rare individuals. They are a survival kit for the new job market. Understanding how to bring your absolute best to the job market is no longer a luxury. It is a necessity.

*Your Right Job Right Now*, is a book about Brian's boss June and what she taught him about getting the best job at the worst time. For 20 years he watched as they came into her office: the unemployed, the unfulfilled, those with goals and those without, the educated and the uneducated. They all came wanting the same thing - to find a job. They entered her office worried, uncertain, unfulfilled and not sure of themselves. Some, came feeling desperate and at their wits' end.

But when they walked out of June's office, everything had changed. They were confident, focused and free from the fears that had been holding them back. They had rediscovered their passion and courage. And they found jobs. Not just any job. The right job at the right time. This is what Brian has so expertly learned, and has made his life's mission to share with others, especially in this market.

## **BGA References**

“Brian Golter understands what makes a great candidate and employee and is skilled at recognizing those attributes. I’ve interviewed hundreds of candidates through the years, and some of them might be surprised by the reason they were not selected. Of course, I assess experience and technical qualifications, but there is an element that goes beyond those skills. I look to make a connection with the candidate and not necessarily a job related connection. I would rather work to develop a less qualified candidate who has energy and passion for life rather than potentially spending the next year prodding a qualified underachiever. Brian gets this and that is why I have trusted him with my hiring needs for over 14 years.”

Pam Donaldson, HR Manager, Latham & Watkins

“Thank you for all of your help and words of wisdom. You are the Yoda of your field! I wanted to thank your staff as well - behind every great leader is a great team.”

Susan Wiens, Townsend, Townsend & Crew

“Thank you for your time and what can only be termed a very therapeutic interview. Feeling better about yourself after not getting a job that you did before you interviewed for it, is certainly not the norm for me or anyone else for that matter.”

Barbara Vajda

“I appreciated all the coaching you so kindly and generously gave me through the interview process, you certainly went above and beyond. Meeting you has certainly altered the course of my life in a positive manner.”

Debbie Blackwood

## **GET THE TOOLS. GET THE JOB. References**

“Wonderful! I really learned a lot about myself and some of the choices I’ve made.”

“Offers a true sense of empowerment.”

“Outstanding, thought-provoking, and wise counsel. A radical, but essential approach to career counseling.”

“I’ve been working on breaking old ‘trauma coping’ patterns and this came just at the right time.”

The following is an excerpt from Brian Golter's book: *Your Right Job Right Now*, to be released June, 2009. This is a taste of how Brian was trained in the art of helping people find jobs in the most effective, yet unconventional way. As Brian's mentor, June had a way of bringing out the best in candidates by helping them see where they were truly inadequate. Let us introduce you

I sat in on her interviews like a new painter observing the master at work. Candidates would sit quietly while she looked over their job histories. Then she would start her probing questions. She was genuinely fascinated by each candidate's career. I could see how much she really cared about them. I started to realize that she cared about them with as much passion as she was capable of telling them what was wrong with them. She would listen to their stories, their dreams, their frustrations and regrets. She listened to each word as if it was the most important thing she had ever heard.

Candidates felt comfortable telling June what they really desired in their careers. They also felt comfortable revealing to her why they weren't happy or how they had been cheated or betrayed by a manager or supervisor. She listened and observed. Then she would ask them what would seem to be a very innocent question (the same question she had asked me in my interview): "Would you like to know what I think?"

Then POW right between the eyes! She would hold them accountable – give them the big ugly. She told them, using exactly the right word(s), what was standing between them and their ability to achieve what they wanted in their careers.

I watched in total discomfort as she looked directly at candidates and told them the very worst thing about themselves. She always expressed the negative attribute I had been thinking about the candidate but would never have had the gall to communicate to their faces. Then just when I thought that they would get upset, candidates would begin to pour themselves out to her. I could see that, like me, they were relieved that someone finally said the truth out loud. Even though – or maybe because – what June had just told them was the most difficult thing they could have heard, they were not upset with her. Each candidate seemed to be thinking, "If this complete stranger can see this about me, then I guess IT MAY NOT BE WORTH HIDING THIS PART OF MYSELF."

Then June would carefully put candidates back together. She would tie in how dealing with their negatives was the key to their growth. She would explain that if they would take responsibility for their negative qualities and learn to be honest with themselves about those qualities, they could eliminate the frustrations they were experiencing in their careers. She would connect the dots between their inner world and their work life and give them a sense of power to make better choices. In turn, this would give them the opportunity to achieve what they truly wanted.

"What's the fun of having the money if you are so filled with insecurity that you can't enjoy it?" June would ask. "Why would you want to work so hard to become VP if you haven't learned how to respect yourself?" "Why are you working to retire when you don't know how to treat yourself well in the first place?" "Why do you think so much about career growth when you don't have the courage to take a risk?"

June knew that the key to career growth began with a person's inner world and was measured not by money, position, title or perks but by confidence, courage, fulfillment and the joy of achievement. The financial and professional growth that resulted from personal growth was an achievement to be proud of. And, most of all, June loved seeing people succeed.