



Investing in Career Transition Coaching

Hiring an executive career coach is a significant investment. Like any investment, you should ask yourself whether what's offered is a good investment for you.

For any investment, you should assess, “**what’s the Return On Investment *for me?*”**”

- “**Do I think career coaching will shorten my job search?**” Coaching knocks months off of most people’s job search, but not all. If you know your target role and target organizations, can create a compelling resume and LinkedIn profile, have a strong network and know how to use it, and can confidently interview and negotiate, you may not benefit much from career coaching. But for most people, having a skilled coach who provides a proven process, time-saving resources and on-going support will accelerate your job search by several months.
- “**What’s a faster job search worth to me?**” To figure out your ‘lost opportunity cost’, figure out your future average monthly income. Then calculate what 70% of that is; this is approximately take-home pay. That’s how much lost income you’re experiencing each month. And that’s what each month you shorten your job search is worth to you.

Skilled career coaching can also result in a **better job offer, with higher compensation and benefits**. My clients report that they go into interviews and negotiating with much more confidence, better able to express their strengths, accomplishments and value to the organization. They’re prepared to negotiate the offer and standing up for what they’re worth. That results in higher compensation and better benefits, in some cases significantly more than the initial offer.

Beyond the financial factors, expert career coaching can also **help you find a better opportunity than you’d find on your own**, which can increase your personal happiness and long-term career success. A skilled career coach can help you identify roles that are a better fit for you, and help identify great organizations that might not be on your radar screen.

I offer a proven process, time-saving resources and on-going support to help you land a great new job, faster than you probably could on your own, and hopefully with a better comp and benefits package that you would negotiate on your own. I tailor those resources and support to meet your specific needs and wants.

I understand that big financial decisions often require both partners to be on board with the decision. If it would be helpful for me to meet with your partner, I’d be happy to, to help them understand what they’re investing in.

Bottom line, investing in career coaching to ensure your career success is not unlike using an investment advisor to maximize your retirement savings. Some people can do it on their own, but most people greatly benefit from having an expert work with them to maximize their results. A skilled career coach can accelerate your job transition and help you find better opportunities, which result in higher income and greater job satisfaction. And that should result in a high return on your investment, both monetarily and in your life.