



CAREER SUCCESS

What it Takes
How to Get There
(And how to Stay There)

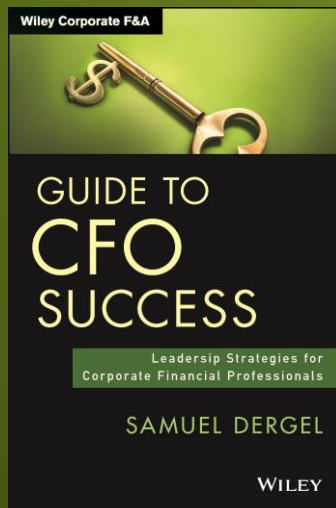
JCC CHOICE BUSINESS CLUB

AUGUST 18, 2014

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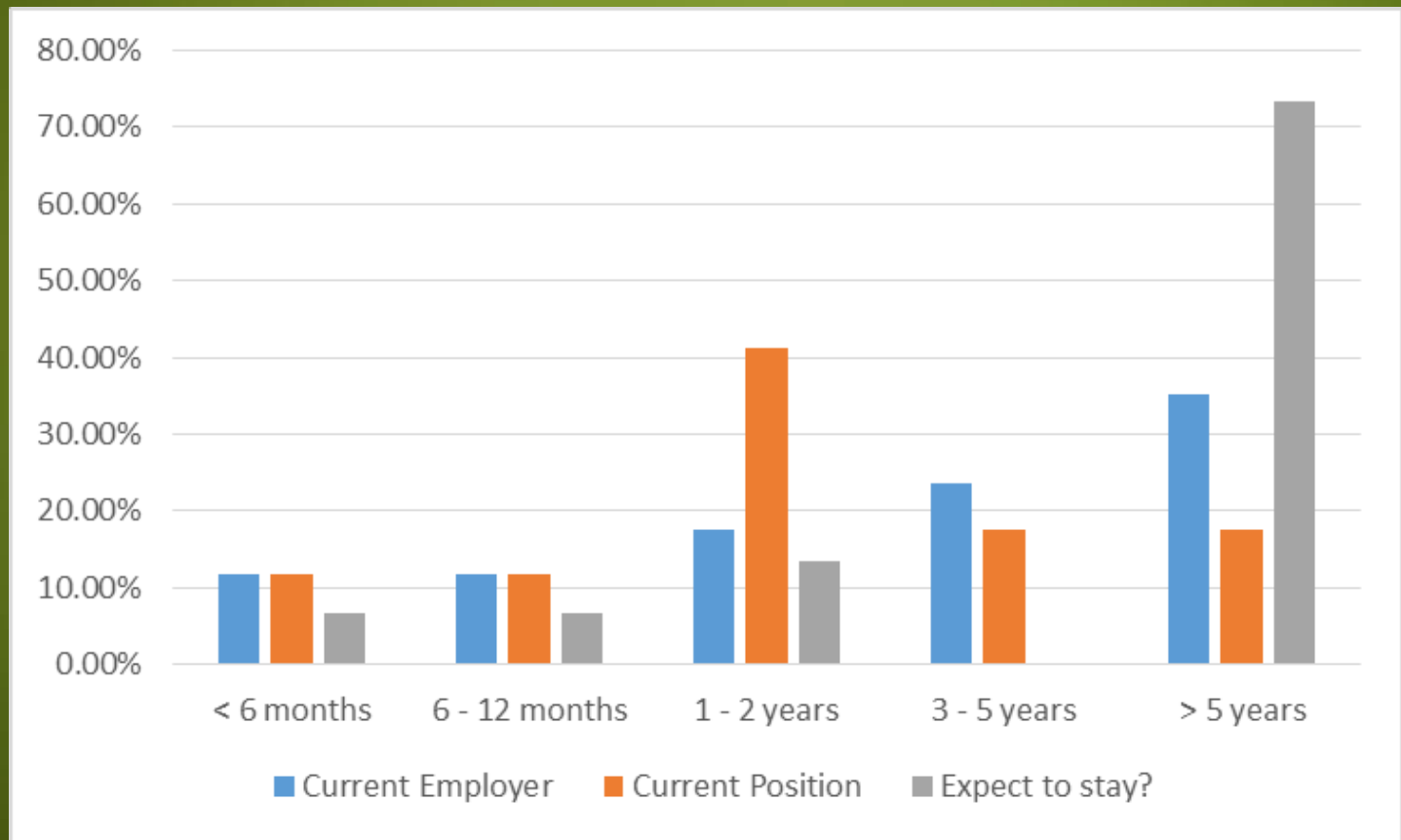
/ Director, Executive Search
/ Stanton Chase International



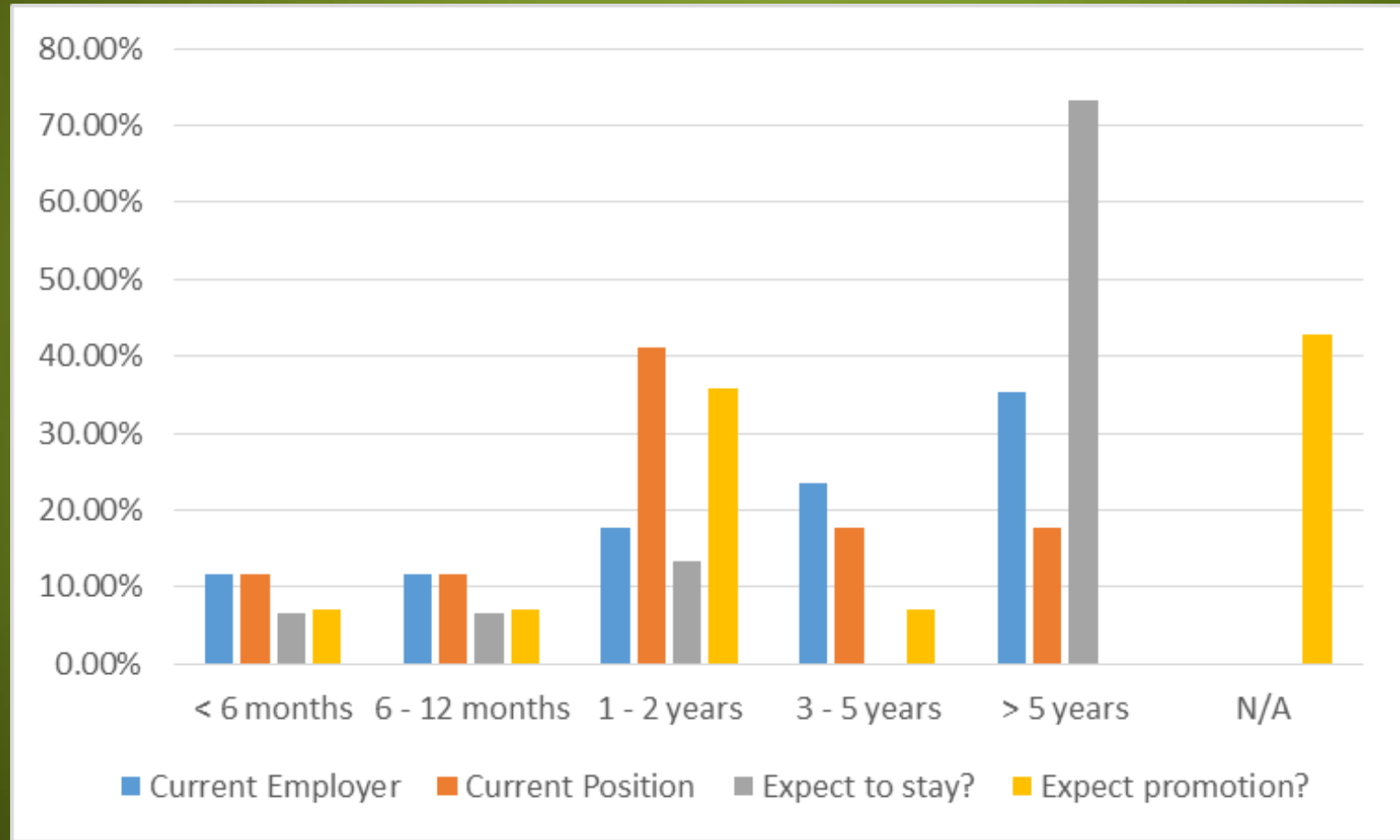
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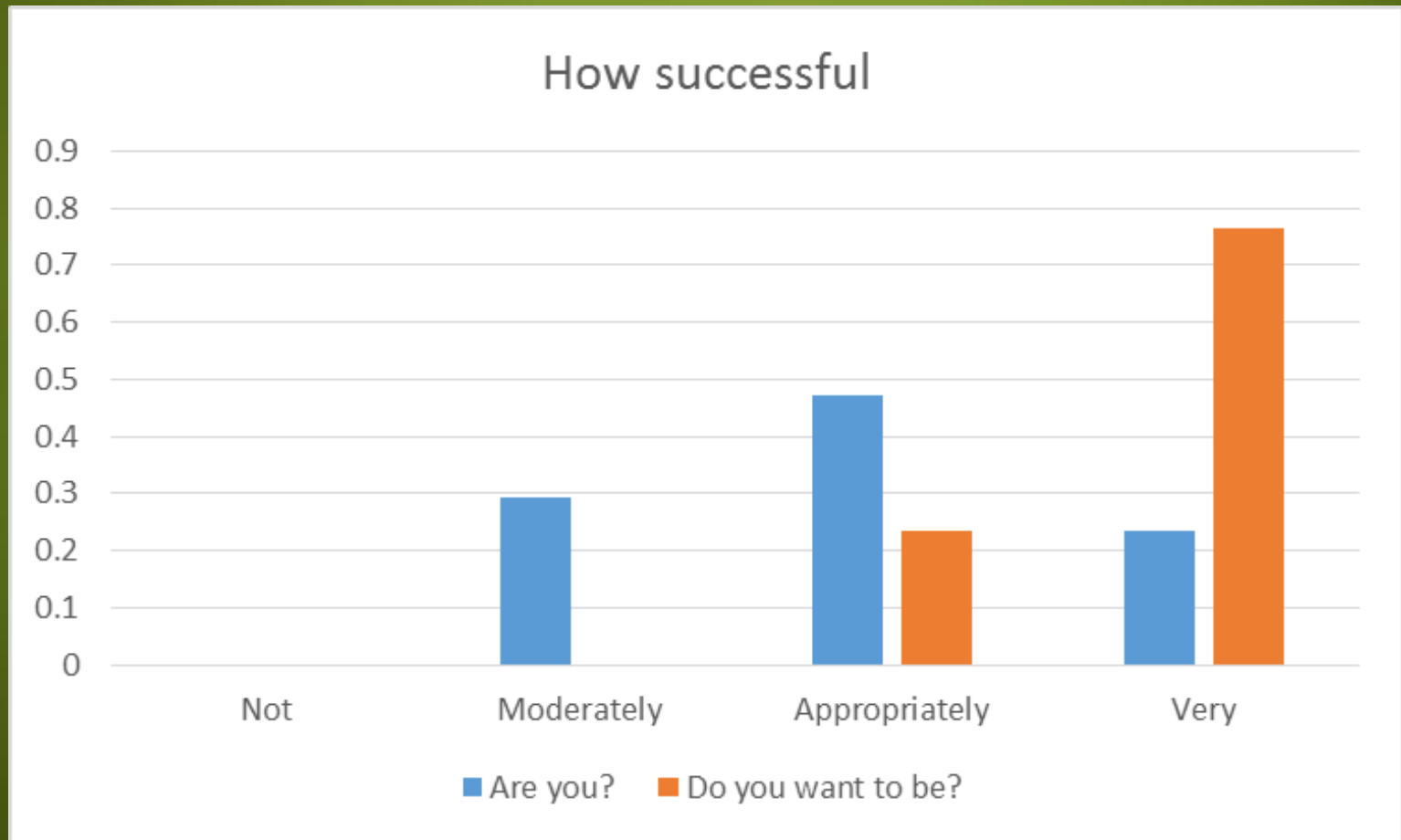
CBC CAREER SNAPSHOT /1



CBC CAREER SNAPSHOT /2



CBC CAREER SNAPSHOT /3





PRESENTATION LINKS:

<http://dergelcfo.com/cbc2014>



WHAT MAKES YOU SUCCESSFUL?

WHAT DOES SUCCESS MEAN TO
YOU?

Wealthy

Achievement

Fulfillment

Happy

Enjoyment
Ego
Responsibility
Balance
Respect
Healthy
Creative
Leadership
Autonomy
Stability
Satisfying others
Guru
Decision making
Passion
Growth

WHAT MAKES YOU SUCCESSFUL?

/ 4 POINTS

Being part of a successful company (or story)

Making a difference

Being known on the outside

Relationships

Being part of a successful company

/ or story

Everyone loves a winner

Success attracts success

Making a difference

/

Being recognized internally

Making decisions

Being a leader among leaders

Being known on the outside

/

Today's successful professional is visible, inside & outside the organization

Visibility is hard work

What are you doing to be visible?

What do you need to improve on to be a better outside facing professional?

Relationships

/

What is more important?

- IQ
- EQ

The Relationship Map

CFO Relationship Map

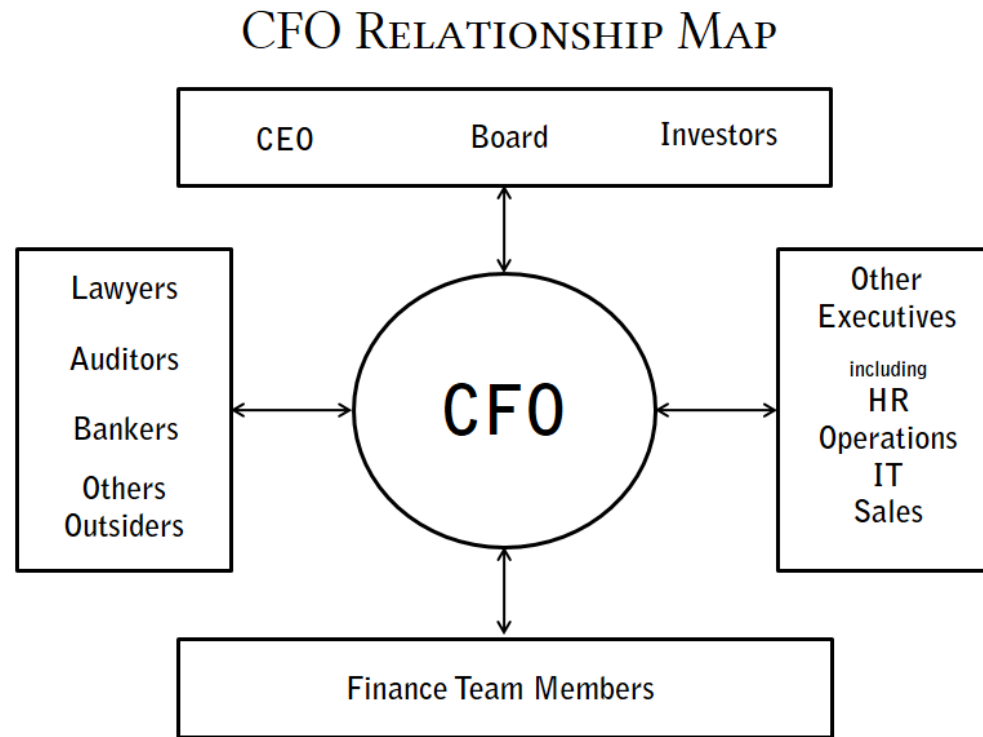
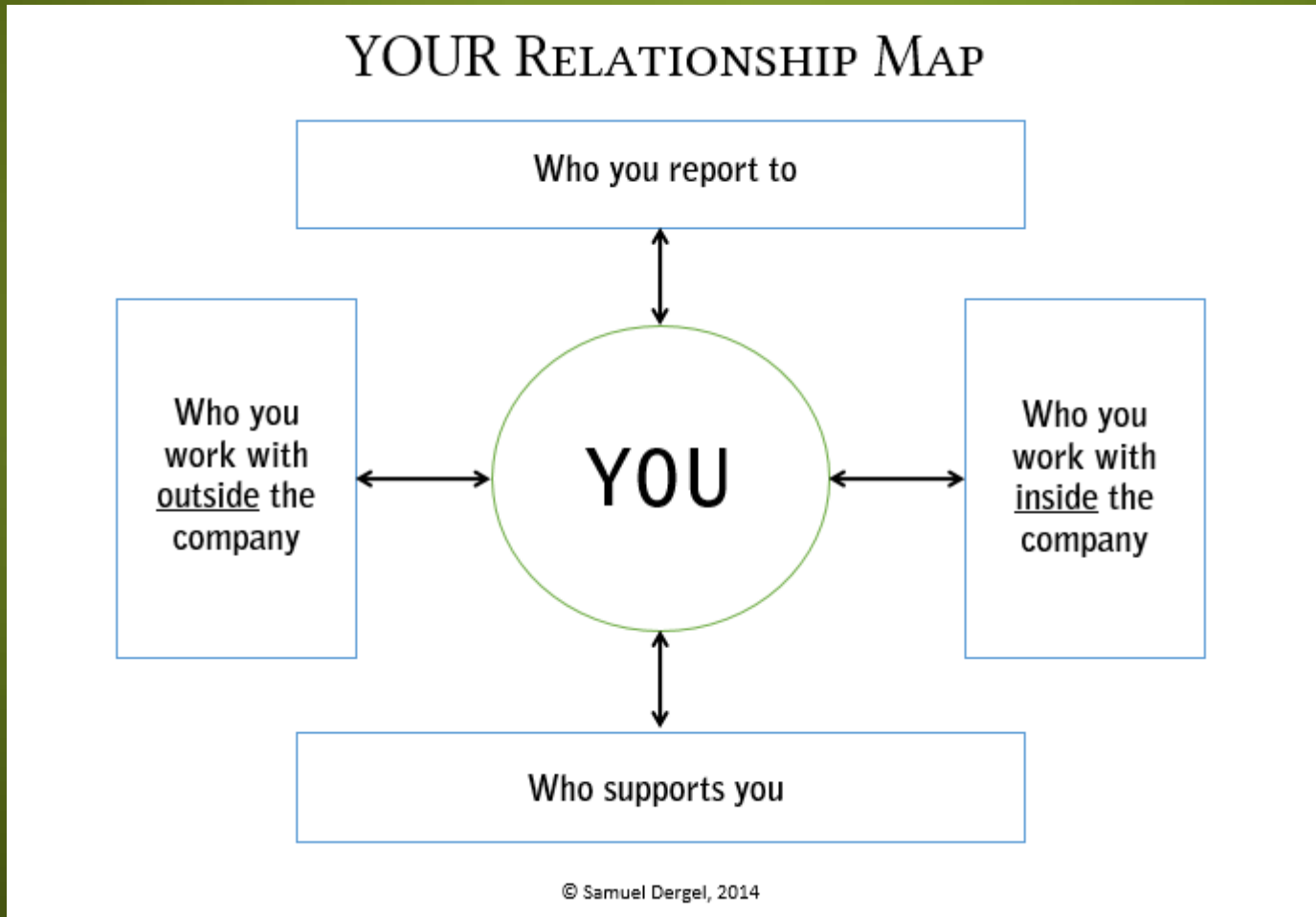


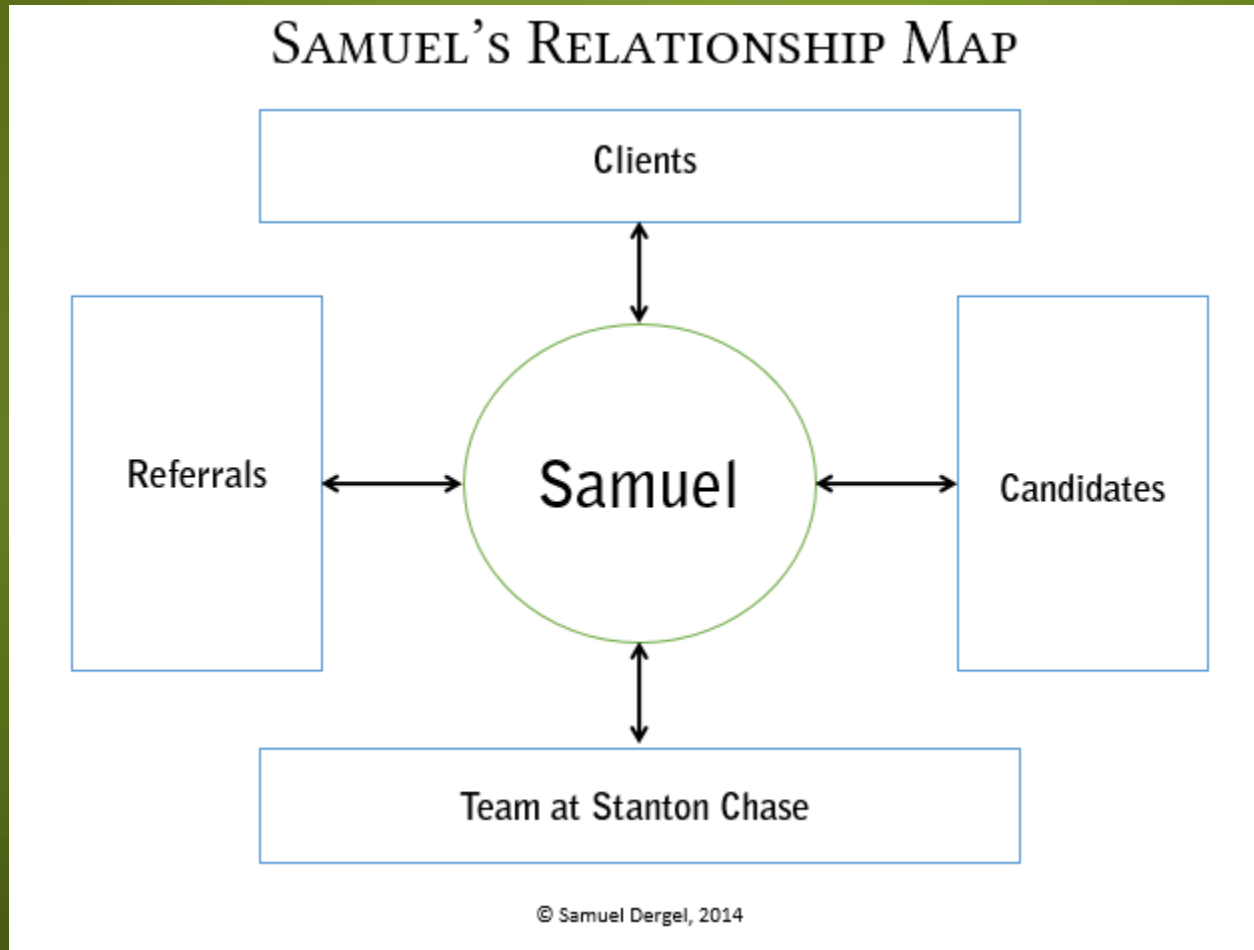
Figure 8.1 - [Guide to CFO Success: Leadership Strategies for Corporate Financial Professionals](#)

Published by Wiley & Sons
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Your Relationship Map



Samuel's Relationship Map





HOW TO PLAN FOR SUCCESS

How to plan for success

/

How to get there
Wing it

Plan



% of Failure

% of Success

1/3 of you have a written career plan
1/3 have a career plan in their head
1/3 have no career plan

Success requires focus on
Employer
AND
Career

Personal challenge

How to plan for success

/ continued

Yet, in my experience...

The THING TO REMEMBER is...

Planning

- You know how to plan, but
- Can you properly plan for yourself?

Be honest with yourself

- Mentor
- Coach



WHAT YOU NEED TO DO

/ to be more successful

What you need to do

/ to be more successful .1

How successful are you, really?

Branding exercises sure help

Read: *The Power of Personal Branding for Career Success*, Karen Wensley, CPA Canada, 2012

What you need to do

/ to be more successful .2

Assessment - Have you done one?

This is what I use for my Strong CFO Program

Read: *Strengths Based Leadership: Great Leaders, Teams, and Why People Follow*, Tom Rath & Barrie Conchie, Gallup Press, 2009

You can read my Strengthsfinders assessment

What you need to do

/ to be more successful .3

Know what you need to do

Plan to get it done

Stay on track

Keep yourself on track

OR

Get help



NEVER LOOK FOR ANOTHER JOB AGAIN

/

Ideal State

/.1

Never be in Transition.

In this state you have

Developed your Brand

Have visibility

An excellent Network

Ideal State

/ .2

Being a “Great at what you do” does not make you “Great In Transition”

Can only do this if you focus on your Career AND your Employer

Catching up from behind

/.1

Outplacement Services

Action Plan should identify

- What your next role should look like

- Your daily schedule

- Track your contacts and follow up

- Targets and metrics

Catching up from behind

/ .2

Time Wasters
Resume
LinkedIn
Recruiters

Focus on

/

Branding

Visibility

Networking

Accepting your next role

/

Fit

Location

Due diligence

Multiple opportunities

Gut check

/ QUOTE

YOUR SUCCESS IS
MY SUCCESS

INVEST IN YOUR SUCCESS



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