

*“It’s not who you know, it’s who you actually talk to...and stay connected with!”*  
**—Darrell W. Gurney, The CareerGuy™**

**No Limits Careers: Where ANYTHING is Possible**



**Darrell W. Gurney**

**Speaker, Author, Career/Exec Coach**  
**“The CareerGuy”™**

**DARRELL W. GURNEY**, Certified Personnel Consultant, Career Management and Transition Coach, and Licensed Spiritual Counselor has focused on the subject of career fulfillment for over 25 years. He has supported thousands of individuals at all levels to make profitable career transitions or to create thriving entrepreneurial ventures. He is the author of *Headhunters Revealed! Career Secrets for Choosing and Using Professional Recruiters*, reviewed by Publishers Weekly and winner of the Clarion Award for Best Book by the Association for Women in Communications. His next book, out in Feb., 2011, is entitled *Never Apply for a Job Again* and has already received top endorsements.

Darrell’s coaching and counseling are all geared toward assisting folks in becoming more powerful and effective in their work and life. His past clients have included Microsoft, AOL, Hunt-Wesson, and American Express and his materials have appeared on Wall Street Journal's Career-Journal.com, BusinessWeek Online, MSN Careers, CareerBuilder.com, Wall Street Journal Radio, and PBS. His current projects involve his next book on midlife career transitions and a reality TV series.

**Presentations:** In these interactive, results-oriented sessions, Darrell inspires audiences to become more effective in job search and/or business networking efforts. All-day programs available/customizable. **More topics at [CareerGuy.com/Speaking](http://CareerGuy.com/Speaking).**

**Surefire Ways to Recession-PROOF Your Career**

In good economic times or bad, as an employee or entrepreneur, it pays to know how to connect effectively and stay connected. 80% of all jobs are filled before posting, and business goes to those in the know. Folks in webs of connection always hear first.

**You will learn:**

- The 4M Method™ for effective lifetime career management
- Tips for everyday networking in the world around you
- How to convey who you are and what you do powerfully
- The principles of stealth vs. overt career and business expansion
- The necessity of an informed and aware “career tribe” of connections

**Personally Branded! Designing Your Memorable 30-Second Pitch**

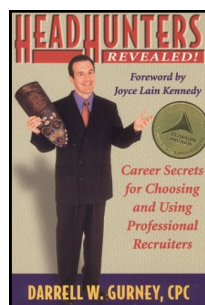
Why have a personal brand? Because otherwise your story, skills, abilities and resume sound and look like everyone else’s. To show up distinct and unique is the key to staying top of mind in a world of high competition. Personal branding makes it so.

**You will learn to:**

- Draw upon your unique patterns of success to arrive at the truth of your essence
- Package and convey who you are through a powerful, proven system
- “Brand” yourself in a 30-second pitch that has you stand out from the crowd
- Boldly step out of the comfort zone to meet, greet, and find the treat in connections
- Network with power players of influence for the keys to your next opportunity

**Class to Career Transition: \$trategies for Making the Right First Move...and Many More!**

Today, graduation doesn’t guarantee anything in terms of work, much less the start of a meaningful career. In this insightful presentation, many of the above subjects are conveyed to graduating students in language they can understand, retain and utilize!



You score from having...

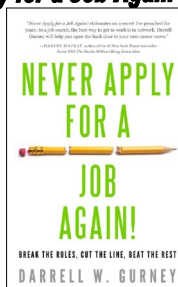
**Headhunters Revealed!**

- 2001 Clarion Award for Best Book by the Association for Women in Communications
- Publishers Weekly

and learning how to **Never Apply for a Job Again**

*“Never Apply for a Job Again elaborates on a secret I’ve preached for years: in a job search, the best way to get to work is to network. Darrell Gurney will help you open the back door to your next career move.”*

—Harvey Mackay, author of the #1 New York Times Bestseller *Swim With The Sharks Without Being Eaten Alive*



**Affiliations:**

National Speakers Association  
 International Speakers Network

**Schedule Darrell to speak at your next event!**

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**"I am a veteran Human Resources professional and I am amazed at what I learned in the presentation you gave for our networking group. In a very short time I learned the most valuable information I have learned yet in my career. I was amazed to learn how little I knew about networking and how simple it can be to network effectively. While it will take some more work for me to really brand myself well I have been able to make new connections already, only 1 day after our meeting. These are connections I never would have made before. Thank you!"—K.C., attendee at So Bay FENG**

**"Mr. Gurney, thank you so much for addressing our CFO networking group the other evening. I received many compliments from the members for another great speaker; another fantastic South Bay FENG networking meeting. The content of the material and the delivery of the message were outstanding: clear, crisp, and full of energy. The personal branding exercise was fun, interactive, and of particular interest to our group. Please let me know if I can help you in any way; referrals, introductions, anything I can do to help get your message out."—Mike Goddard, Co-Chair South Bay Financial Executives Networking Group (FENG)**

**"Darrell Gurney delivered a dynamic presentation 'How to Recession-Proof Your Career' to the Los Angeles chapter of the Institute of Supply Management (ISM-Los Angeles). During his presentation. Darrell offered our membership a variety of methods to network in ways that are realistic and results-oriented as well as provided a paradigm shift to the usual ways of job searching. Darrell's presentation skills are engaging, humorous, practical, and reflective of extensive experience in career development and personal coaching. It was one of our most well received presentations of the year as the feedback we received from our membership was extremely positive. We loved the handouts Darrell provided and interactive discussion that he lead that allowed us to reflect and build upon the truly memorable moments of our lives. We're anxious to get Darrell back to present to us again."— Vice President of Communications, Institute of Supply Management—Los Angeles (ISMLA)**

**"Senior marketing executives know how to promote and sell a brand, but they often don't know how to sell or brand themselves. So Darrell was particularly effective in getting the folks in this chapter meeting thinking out of the box and creatively about branding and using other techniques for their career search."—Gregory Gaines, Chair of the Orange County Chapter of the Marketing Executives Networking Group (MENG).**

**"The GLA Pros really enjoyed Darrell's talk and I feel a lot of them went away very energized and are going to try to go out and practice what Darrell spoke about today."—Robert Munoz Atkinson, Speaker Chair of the Greater Los Angeles Professionals Networking Group (GLA Pros)**

**"Absolutely superb! Highly interactive, out-of-the-box kind of thinking. You gave our senior financial executives—often people who don't know how to how to represent themselves and how to "ask for the order"—a lot of great perspectives on how to market themselves, their careers, and their lives. Very interactive meeting! Excellent! Very lively interchanges! If you can get Darrell to speak to your own group, do it!"—Daniel Ruchman, Co-Chair San Diego Financial Executives Networking Group (FENG)**

**"Thanks for a great presentation to my group of executives. You did really good job engaging the group. Your handouts were very helpful and the exercises I think really opened the eyes of many as to how important networking the right way is to one's job search. I have received many excellent comments back on your talk. I know the executives all benefited having you as our speaker."—Brad Remillard, Founder of the American Association of Senior Executives (AASE)**

**"I really enjoyed the exercise we went through today about just identifying who we really are as individuals and how that can really help us in building a career path because often times we don't think enough about ourselves and our accomplishments and how those accomplishments have really created who we are today."—Vic Hausmaninger, CEO of HBLA Public Accountants, Co-Chair Orange County CFO Group (OC-CFO)**

**"Darrell's presentation on 'How to Recession-Proof Your Career' to the Orange County chapter of the FENG was very well received by the membership (about 65 attended). Much of his focus on personal accomplishments helped people to focus on what value they bring to employers and to their friends and families. It gave everyone an opportunity to reflect on the positives in their lives and careers, instead of worrying about the effects of a prolonged transition period and other causes of angst. Everyone left the room with a positive outlook and an understanding of their value and brand."—Dave Quimby, Co-Chair, Orange County Financial Executives Networking Group (FENG)**

**"You are awesome with how you can energize the room and convey great, useful info in a very short period of time. You also have very good command of the audience, a great sense of humor and quick, witty answers and comments. I know people were delighted with the workshop."—S.C., Workshops Chair, SCDA**

**"Thank you for speaking at our national Professional Business Leadership Institutes in Dallas and Atlanta. I know all the participants got tons of value out of your talks."—Amanda Koerth, Director of Education, Alpha Kappa Psi International Business Fraternity**

**See More Information on Speaking Topics and Feedback Reviews at: [www.CareerGuy.com/Speaking](http://www.CareerGuy.com/Speaking)**