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## Career Life Balance

Welcome to [Career Life Balance!!!](#)

A growing community of resources for Sales, Marketing, Advertising and Creative professionals supporting your career life balance.

Offering companies and individuals coaching strategies for **Career** advancement, development, transition, maximizing performance and skill building for **Life's** everyday challenges.

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### "Is Working With A Recruiter Right For YOU?"

Recruiters are another job search resource you may consider at different points in your career. Recruiters seek candidates whose qualifications best match those typically needed by their client companies, and are likely to present you for only the closest matches. Some recruiters may serve principally one or two industries or occupational fields. How do you know if a recruiter is right for you? Recruiters see a potpourri of candidates on a daily basis and must categorize them based on their abilities and how they can help them. Let's take a look at the following candidates and see which would be best suited to develop an effective relationship with a recruiter.

**Candidate A:** This candidate is like finding the perfect recipe! The candidate has industry experience, and if going for a business development or sales position comes with a book of business. If the candidate is seeking to work for an Advertising Agency in most cases they have already worked for another Advertising Agency. This is the kind of



### About Coach DQ, CPCC

Dawn Quesnel, CPCC, PCC

She is a member of the ICF and continuously trains to develop her skills as a professional coach.

Before becoming a Professional Coach, Dawn was an Executive Recruiter at two of Boston's premier agencies. She eventually opened her own recruitment firm, Executive Staffing Consultants. Her vast experiences in recruitment led to the knowledge that most people need help clarifying their career and their personal goals. Thus the launching of her successful coaching practice,

candidate that companies want! A recruiter would be a very useful resource for this candidate.

**Candidate B:** This candidate is a possibility for a placement. The candidate has solid experience, but probably doesn't have industry experience. This candidate may not have the confidence to portray himself or herself well to a recruiter or a hiring company. A recruiter could possibly be a useful resource for this candidate.

**Candidate C:** This candidate has experience, but not a clear direction on where they have been and where they want to go. Their resume does not show a clear path of progression. This candidate probably will not benefit from the assistance of a recruiter.

As we can see from above, unless candidates are very directed in their careers, they may not benefit from the resources of a recruiter. A good resource for B and C would be a career coach. Working with a coach will give them an opportunity to set goals, rework their resume and define their careers. A coach will assist them in navigating and ultimately achieving their next career goal.

When choosing a recruiter to assist you in your job hunt, there are several important factors to remember. View the relationship as a partnership. Once you have decided to use a recruiter, it is important that you view the relationship as a partnership. A good recruiter will spend a significant amount of time getting to know you and understanding what you are looking for in your career. They will be honest with you and diligently attempt to find positions that fit your criteria. However, in order for the recruiter to properly and effectively do their job, it is important that you trust the recruiter and are up-front about your present situation, job history, goals, and salary.

The following is essential:

You must have a resume that clearly highlights your skills and accomplishments which helps recruiters represent you well. Recruiters need to know you before they can represent you to their client companies -- they want you to get the job! You must be clear and realistic about your job history and the salary you desire. Be prepared to identify your job targets, project confidence in your ability, and support your confidence with examples from your professional experience.

Before meeting with a recruiter or a coach, find one that specializes in your area of expertise. Become aware of the kinds of positions they recruit for and how they work together with their client companies. How long will they keep your resume on file?

Career Life Balance.

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My clients are sales, marketing, advertising and creative entrepreneurs seeking more choices and more balance between their career and their life.

They have found that their career affects their life, and their life affects their career: finding a balance isn't always easy. It's a choice. They choose coaching to help them live with more balance-- as they define it.

Balance doesn't mean the same for everyone. Balance for you could be taking your company to the next level, spending more time with your family, or taking the first step in pursuit of a more fulfilling life. Coaching can help you to clarify your goals and move through the obstacles that get in the way of living the life you truly wish for. Call me today for a personal, complimentary coaching consultation at 508-520-9933 or email me at [CoachDQ@CareerLifeBalance.net](mailto:CoachDQ@CareerLifeBalance.net)

[More about Coach DQ...](#)

## Quick Links...

[I am interested in a complimentary coaching session.](#)

[Frequently Asked Questions](#)

[Coach DQ "In The News"](#)

[Coaching For Companies](#)

[Tired of not getting called back](#)

Follow up with recruiters periodically and professionally. Be certain you are one of the candidates they remember, as a well-qualified, motivated individual who understands that recruiters' client companies drive the hiring needs. Be certain your resume stays at the top of the stack.

[for the interview?](#)

[Coaching For Individuals](#)

In today's world, you have to be your own salesperson! You must be professionally proactive in your search. If you have started to work with a recruiter or coach, be sure to stay in touch with that person. You need to follow-up with a phone call and not just rely on occasional emails. At the same time, it is important not to sound too desperate. You can directly ask for feedback and then...listen! The same notion holds true if you are getting the interviews, but not the offers.

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When you clearly articulate what you are looking for, the recruiter can usually produce the result. When you cannot, the lack of confidence comes across and the recruiter is less likely to work with you. So, be clear about what you are after! If you are not 100% clear about what your goals are, then working with a career coach is the way to go!

Coach DQ brings both aspects of coaching and recruiting to help you clarify your goals and then helps you with the resources to ultimately get your foot in the door. Take the first step today!

Email for a free consultation [CoachDQ@CareerLifeBalance.net](mailto:CoachDQ@CareerLifeBalance.net)

### **Looking for a new job? See current openings.**

[Click here to see a listing of current openings](#), brought to you by a trusted network of Executive Recruiters I've personally worked with over the past several years. Please send a copy of your resume with salary history and a brief description of your search criteria. The appropriate recruiter will contact you. No resume is presented without the candidate's approval, and all fees are paid by the employer.

Career Life Balance, a radio show about Coaching! The call in show, hosted by Coach DQ, features different guests and airs every Tuesday at 11AM on WPEP 1570AM NewsTalk Radio, Taunton, MA. To ask a question on air, call Coach DQ Tuesdays between 11am -12noon EST at 508-822- 1500!

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