



Are You Retiring or Separating from the Military?  
Then this is the Seminar for You...  
**"Winning Tactics for the Civilian Front"**

Face it -- the military's been good to you, but it hasn't prepared you for one very important thing... life after the military. What does the rest of your life hold? Will you continue to succeed? Or will you and your family struggle?

You're standing on the threshold of your new civilian life... and it looks a lot different than you thought it would. In fact, you're anxious about what lies ahead, maybe even downright frightened.

You're not alone in that feeling. I've been where you are now. I spent 24 years as a military officer, serving in a variety of posts, including Korea and 10 years in Europe, with access to the highest levels of NATO.

When I retired in 1998, I was very nervous about my future. The military gave me many skills, but didn't really prepare me for reentry into civilian life. In fact, I couldn't find anyone who specialized in helping the retiring or separating military professional...

Things are different now. After my own painful transition to civilian life, I decided to start Career Transitions -- to help you avoid the confusion and pitfalls that await you.

Read on. Not only can we help you survive in the civilian world, we can help you PROSPER. You learned some valuable skills in the military, so don't squander them -- get on the fast track to a rewarding and challenging second career!

Take it from me. It's not only possible, it's probable... if you're prepared to hit the road running, pointed in the right direction.

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## Career Transitions Inc.

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Boulder CO 80303 U.S.A.

**Toll-free: 1-888-565-4999**

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Avoid the Pitfalls of Civilian Life and PROSPER!



"Winning Tactics for the Civilian Front" is an intensive, two-day seminar that starts by helping you find answers to some simple-sounding questions:

"Who am I?" and "Where should I head next?"

We begin by briefly examining the different personality types, and help you decide where you fit in. More importantly, we'll explore how this will affect your transition to the civilian workplace. This knowledge is the anchor for your entire job search.

Next, we'll explore your transferable skills. How does what you did in the military translate into a successful civilian career?

You might be surprised at how broad and in-demand your skills really are!

For example, we'll work with you to answer some of the most common questions people have when leaving the military:

- What about operating a franchise? Am I suited for that? If so, what kind of franchise?
- How about managing people? In what kind of environment?
- How do my computer skills translate into the civilian world?
- Is there anything about me or my skills that makes me uniquely qualified for certain fields?
- Are there certain jobs or fields I should actively avoid?
- Do I have what it takes to succeed as an entrepreneur?

That leads us into a careful examination of today's civilian workplace:

- How has civilian life changed while I was in the military?
- What job skills are hot today? What fields are in decline?

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- What changes can I expect in the next few years?

Then, once we've targeted your general direction, we'll tackle some of the details of job hunting:

- What are the pros and cons of search companies and 'head hunters'?
- How should I dress for interviews in various industries?
- What approaches works best in that all-important "career objective" section of my resume?
- How should I discuss my previous job responsibilities?
- Should I always provide references?
- What's the single best way for my resume to stand out from the pack?

You'll also get answers to your military-specific questions:

- What's the most important thing NOT to do in an interview? (but the one that most ex-military people do without realizing it!)
- How can I break through the stereotypes many interviewers have of retired military personnel?
- What key issues should I discuss - and which ones should I avoid?
- How can I prepare for the questions I'm almost certain to get?

...And then there's the salary negotiation, as carefully orchestrated a dance as any international peace treaty!

- How do I get what I'm worth, without coming across as greedy?
- How do I counter the unspoken assumption that "...you're already getting paid a pension, so we can get by with paying you less"?
- How should I measure the value of the compensation package I'm offered?
- What 3 things should I keep in mind so that I won't sell myself short?

By the end of your second day, you'll have the answers to all these questions, and dozens more! Best of all, you'll have ample opportunity to ask your own questions and get one-on-one answers from people who know first-hand what you're going through.

Remember: The beauty of your situation is that you have a financial cushion that gives you the flexibility to explore your interests and choose something that fits you like a glove... take the time to choose wisely.



## About the CAREER TRANSITIONS Team



< -- That's me in the middle, on the German/Czech border back in 1989, right before the Wall came down. A few days after this picture was taken, the Czechs came flooding across the border, "armed" with flowers and bottles of wine... a very interesting time.

I retired from the military in 1998 and faced an even greater challenge -- how to restart my career, after two decades in the military. It wasn't easy for me or my family. The 'rules of the game' had changed a LOT while I was in service, and I stubbed my toes a few times in the last two years, believe me!

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Several of my fellow officers did the same thing. It's fairly common to stumble around a while after separating, but it's not pretty to watch. That's what motivated me to start Career Transitions Inc. -- someone needed to step in and help military professionals with their re-entry into civilian life.

That re-entry doesn't have to be painful, however... With a little planning and self-examination, you can avoid the stumbles and the pitfalls. But it really, really helps to work with people who know about that pain first-hand. Professionals with specific career counseling and lifestyle transition skills. People like Valerie Ness and Bruce Anglin...

Let me sign off by introducing the rest of the Career Transitions team. We look forward to meeting you at the seminar!

Sincerely,

Charles M. Stibrany  
Lt. Col. U.S. Army (Retired)

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**Valerie Ness**  
Senior Career Advisor

When Valerie married an Army Officer, she found a whole new range of ways to apply her degree in Psychology and her years of counseling experience!

Along the way, Valerie saw quite a few of America's more "scenic" military bases, as well as tours in Saudi Arabia and Europe. While raising her family, she became more-and-more involved with counseling services of various sorts -- post-military career counseling, drug and alcohol outreach, spouse and child abuse programs, and more.

Since 1993, Valerie has specialized in helping hundreds of retiring or separating officers with their transition to civilian life, by emphasizing such vital skills as resume building, defining focus and objectives, and planning successful campaigns on the civilian front.

Valerie also knows first-hand about the unique issues faced by ex-military families, and can guide spouses safely through that challenging time. Believe me, if anyone has "been there and done that," it's Valerie.

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## **Bruce Anglin** Senior Career Advisor

Bruce brings 25 years of management and marketing experience to the table, and he knows the in's and out's of Corporate America. He has helped major clothing manufacturers and distributors with virtually every aspect of their operation -- marketing, production, engineering and distribution.

In his years as an executive and a consultant, Bruce has focused heavily on such vital corporate issues as staff training and development, organizational planning, and interviewing and hiring.

Bruce knows the corporate world inside and out, and he'll share his insights with you in a clear and thoughtful way. He's our resident expert on achieving success in the corporate world -- on your own terms!

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In closing, let me assure you that a great second career awaits you in the civilian world... if you're prepared for the transition. Take the time NOW to plan for that transition. And start thinking about trading in that Hummer for a new set of wheels, the way I did! -Charles



**REGISTER FOR**  
**"Winning Tactics for the Civilian Front"**  
A Transition Seminar for Military Executives

**How would you like to register?**

**ONLINE** - [Click here to use our secure online store](#) and order by credit card.

**PHONE** - Call us toll-free at **1-888-565-4999**, Mon-Fri, 0900-1700 MST.

**FAX or MAIL** - **Print this page**, complete the form, and return it via fax or postal mail (address info at the bottom).

Thanks! We look forward to working with you at the seminar.

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**SEMINAR REGISTRATION FORM**  
(Mail or Fax-Back)

Instructions: Use one form per attendee (including spouse, if applicable). Select a payment method. Return the form by mail or fax, using the address/fax information at the end of this form. Thanks.

**YES! I want to attend this comprehensive, two-day program** for military officers and their spouses about to enter civilian life.

**The seminar is May 6-7, 2000**, at the **Best Western Palmer House** ([click here for a map and more info](#)), in Colorado Springs, Colorado. Please enroll me and send confirmation and my seminar packet.

Name: \_\_\_\_\_

Rank: \_\_\_\_\_

Branch of Service: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Telephone: \_\_\_\_\_

My spouse will attend. His/her name is: \_\_\_\_\_

**PAYMENT:**

The seminar fee is \$595 per officer. This fee covers the entire 2-day session, lunch both days, and seminar materials. The officer's spouse can attend the same seminar for an additional \$195.

**I will pay by:**

Check (enclosed, made payable to "Career Transitions Inc.")

Credit Card:  Visa  MasterCard

Card Number: \_\_\_\_\_ Exp: \_\_\_\_\_

Signature: \_\_\_\_\_

**TOTAL seminar fees** = \$\_\_\_\_\_ (\$595 per officer; \$195 for spouse, optional)

**SEND YOUR PAYMENT BY:**

**FAX to 303-494-8529**

or

**MAIL to:**

Career Transitions Inc.  
5295 Tabor Street  
Arvada CO 80002

Questions? Call us toll-free at 1-888-565-4999

or

E-mail us at: [info@careertransitionsinc.com](mailto:info@careertransitionsinc.com)

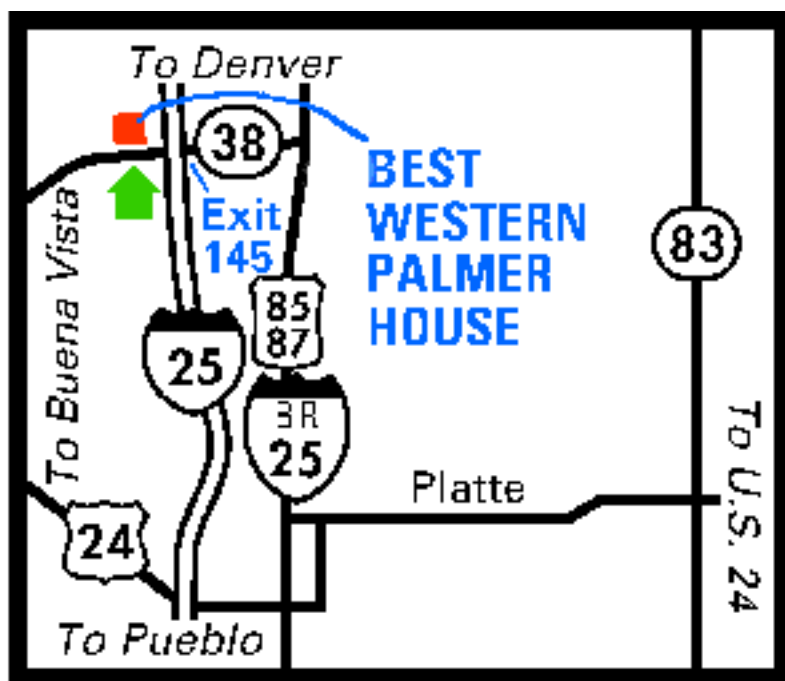
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Seminar Info:  
May 6-7, 2000 Colorado Springs



This seminar will be held at the:

**BEST WESTERN  
Palmer House**

3010 North Chestnut Street  
Colorado Springs, Colorado 80907

719-636-5201

Fax: 719-636-3108

[Click here for more info on the Palmer House facilities](#), or to make a lodging reservation.

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