Today’s Panelists

Jeanne Kane  
Fuqua ’96  
Client Relations Manager,  
JFL Total Wealth Mgt

Addie Swartz  
Kellogg MBA  
CEO,  
reachHIRE

Martin Kelleher  
Fuqua GEMBA ‘00  
COO/CFO,  
Brooks Bell

Questions?  
You can text chat questions or raise your hand if you have mic capability
The Hurdles of Returning

• Resume Gap
• Technical skills are outdated
• Corporate References Old
• Volunteer Work … how does it translate?
• Social media seems daunting
• New tools & technologies (Google for Jobs)

Setting Realistic Expectations

Realities of Job Searching

• 98% of job seekers are eliminated at the initial resume screening
• “Top 2%” of candidates make it to the interview
• Applicant Tracking Systems search for skills, education, experience match-up
• Employee referrals generate 40% of all hires
Recapture Your “Story”

• What Do You Do Well?
• What Would Others Say About Your Value?
• How Do You Do Your Work Differently From Others?
• What Makes You Unique?

Come Up With 2-3 Statements - That Set You Apart

I am a serial entrepreneur who has successfully launched, built, and sold 3 businesses
I am a financial analyst with a background in auditing, risk & data analytics and compliance in the banking and telecom industries. I’ve also been a lecturer in business for the past 10 years, both in Italy and the US. What I loved to do, and where I was most successful, was when I was a finance marketing manager at Telecom Italia negotiating large contracts anywhere from $20-$50M. What about you, what’s your background?
Get Empowered

Every woman experiences a different career journey. A one-sized-fits-all, linear career path no longer exists in today’s workforce. reacHIRE will empower your journey back to work and help you succeed. With corporate partners and customized programs for recruiting and hiring, reacHIRE is powering business and empowering women.
Accelerate Your Return...

With an emphasis on refreshing skills and renewing confidence, reaCHIRE provides the tools necessary to successfully and confidently return to the workforce.

- **Refresh Skills**
  Get up-to-speed on the latest technology and business skills to hit the ground running.

- **Increased Confidence**
  Enhance your presentations and leadership skills, gain feedback and quickly re-establish your strengths and confidence.

- **Cohort Community**
  Leverage the power of small group training, create lasting connections and an enhanced life-long network.

- **Ongoing Support**
  Throughout the program, you’ll have dedicated program management support to provide guidance along the way.

Get empowered and accelerate your return to work.

www.reachire.com
Please Join me in Thanking our Panelists!

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Thank You for joining Today
Contact Us

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Career Services for Alumni
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Duke Law Career & Professional Development Center
http://law.duke.edu/career/alumni/