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| About Bill  R= 3.14.12  My name is Bill Belknap, I am an executive and career coach who will help you  in the following areas:  • Be a sounding board for job and career challenges  • Interviewing more effectively   • Networking more effectively  • Maximizing your severance package  • Maximizing your compensation package    • Onboarding: Starting your new job with a success plan  Said simply, helping you get off on the right foot! However it isn’t that simple because the majority of early job failure is not due to performance, it is due to managers and executives not building strong interpersonal relationships with the folks they work with and folks that work for them. They make the fatal mistake of just managing up. Although I am sure it happens, in over 30 years of doing this I have yet to see an executive get fired when everyone but the boss thought they were great.    Testimonials For Severance, Salary Negotiations and 5OCC Small Groups  R= 3.14.12  **Severance**  Bill was invaluable during my severance negotiations. He was able to give me practical tips throughout the process that enabled me to significantly improve the original package. Sales and Marketing Executive  Through Bill’s efforts I was able to successfully negotiate a pro-rated bonus, which had never been done before at this company. Needless to say this added significantly to my severance package. Sr. Customer Service Manager Client  **Salary Negotiations**  Bill has a very strategic approach with the salary negotiation process. He was able to assess the big picture and validate my final offer, which I found very reassuring. CFO Client.  **Small Group**  Bill does a fantastic job facilitating the Five O'Clock Club's Insider Sessions, a weekly group conference call for job seekers. These sessions were instrumental in helping me stay focused on my search and manage the details of the job search process. David Goldberg, Business Development Manager |
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