

# Winning the Job Race: Pathways Through Transition

*Jack Heyden, Scott Kane*

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Jack Heyden and Scott Kane are executives with over 60 years of combined experience who, in early 2000, were out of work, did not know each other and who were forced to reinvent themselves to survive in the 21st Century workforce. Scott created Gray Hair Management as a networking tool for his job search, and eventually grew it to a network of over 4,500 senior managers and executives worldwide, all with a common interest and goalfinding a new opportunity in a very difficult job marketplace. In 2002, Jack joined Scott as a partner in Gray Hair Management and expanded GHM to include coaching, mentoring and networking services to business professionals to help them understand and capitalize upon the job race game in the new Millennium. *Winning the Job Race: Pathways Through Transition* is a tool for the job seeker who needs to understand the rules of the game, to reinvent him or herself in order to articulate the value and currency he or she brings to the table, to capitalize on current and future networking contacts, and to ace the job interview in order to win that next great opportunity. If you're looking for a new position and are having difficulty getting on track in your job search, then this book will provide you with the strategy and techniques to win the race.

About the Author Jack Heyden has held senior executive positions in the financial services and consulting industries. Early in his career, he was a bank corporate lending officer, operations officer and head of global training and development for a top ten US bank. He then founded his own training and coaching business, and clients included Citicorp, Kraft, FMC, TRW and Nationwide Insurance. For 13 years, he was president of a banking association, a position he held until a merger. As GHM's senior coach and mentor, Jack utilizes his extensive experience in executive assessment, coaching, and management and sales development to help clients win the job race. Scott Kane, GHM founder, has held senior executive positions in the Teleproduction and advertising industries for over 30 years. Some of his projects as Producer-Director were Big 10 Basketball for NBC, NCAA Basketball for HBO and Live-Aid. Later in his career, he joined Telemation Productions as a television Producer-Director and worked his way up to Executive Vice President. For six years, Scott was President of Optimus, a wholly owned subsidiary of Anheuser-Busch. Scott's extensive experience in marketing, advertising and branding provides GHM clients with the creative strategy they need to help them differentiate themselves in today's competitive job market.