



Portable Executive: Building Your Own Job Security - From Corporate Dependence to Self-Direction

John A. Thompson, Catharine A. Henningsen

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The downsizing of America -- once thought to be a temporary cost-cutting measure to boost profit margins -- has brought a swift end to the era of "lifetime employment." Given the fact that these terminations are nationwide, affect every industry, and are usually neither fault-based nor predictable, no executive is immune.

Based on interviews with over 100 now-portable executives who were among the first casualties of downsizing, *The Portable Executive* explores the unlimited opportunities available to those who are independent, self-directed, and willing to work on a contract basis. It explains:

- How to make a smooth transition to becoming "portable"
- How to identify, continually update, and market your skills
- Why companies that downsize full-time employees are willing to hire executives on an as-needed basis
- How and why the relationship between employers and executives has changed from boss/worker to peer/peer

And much more -- including how to invent a business, what to charge clients, how to network, market, and sell yourself as a "personal service business entity," and, most important, how to enjoy a greater sense of creativity, satisfaction, and long-term job security than ever before.

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