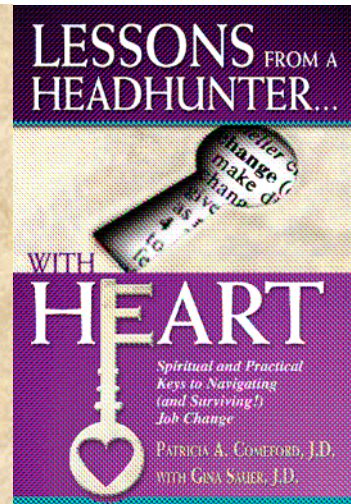


The following is the Introduction from **Lessons from a Headhunter...with Heart!**, the groundbreaking new book by THE ESQUIRE GROUP's President & Founder, Patricia Comeford, J.D.

Lessons from a Headhunter...with Heart! explores not just the nuts and bolts of a job search, but the spiritual, personal, and introspective aspects as well.

To learn more about **Lessons from a Headhunter...with Heart!**, or to order your copy, visit www.esquiregroup.com.





INTRODUCTION

A headhunter* writing about spiritual principles? You're probably thinking, "You must be joking."

I'm not.

I didn't start out as a headhunter. In college, I had absolutely no clue what I wanted to be when I grew up. So what did I do? Like lots of others, I decided to go to law school. After all, everyone kept saying, "You can do anything with a law degree!" So after graduating and finding out it really *wasn't* all that easy to do anything with a law degree right out of school, I accepted a job as a litigator with a law firm. And I hated it. There I was in a well-respected law firm, making good money, and I just hated it. I felt like I was fighting all day and all night, and it was a big waste of time and energy. Not that the practice of law isn't a wonderful profession – I help people find jobs in law everyday. It just wasn't the right profession for *me*.

So after two years of gutting it out, and after sinking into a deep depression, I decided to do something about it. I looked at all kinds of jobs and found that nobody (aside from other lawyers) could understand why I was so unhappy. People would say, "You went to law school to be a lawyer – what do you mean you don't want to practice law?" or, "You spent all that time going to law school and now you don't want to use your law degree? What a waste!" *What they were all really saying was, "What's wrong with you?"*

Copyright © 2005 by Patricia A. Comeford, J.D. Reproduction in any form without the express written consent of the author is prohibited. For more information about **Lessons from a Headhunter...with Heart!** contact THE ESQUIRE GROUPSM, 15 South 5th Street, Minneapolis, MN 55402. 612.340.9068 or 800.755.7779. www.esquiregroup.com.

In addition, while the job search community was willing to help me find another job as a lawyer, nobody was too interested in helping me change career paths. That, I quickly learned, I had to do on my own. So I went on what can only be described as a spiritual journey and uncovered many lessons along the way – much of which I will share with you in the following pages.

After six months of market research, study, and repeated soul-searching, I realized that what I truly wanted to do was start a business. I also knew that I wanted to use my background in law, and I knew that there were lots of unhappy lawyers out there who, like me, had made some wrong career choices. So I focused on filling an unmet need in the industry – helping lawyers find the right job. Getting the business off the ground was a long and arduous process, and I made my share of mistakes along the way, but I have never regretted my decision. The business has expanded and now includes career coaching, as well as permanent and project staffing for lawyers, paralegals and litigation support professionals, but at its core it is about helping clients find happiness and satisfaction in their work – something I find tremendously satisfying.

The idea for this book came to me when someone asked me how I “spent my time during the day.” A light bulb went on. I realized that I was doing a whole lot more than calling on clients and building a business; I spent the great majority of my day helping people navigate not only the practical elements of the job search process (i.e., change), but the emotional and spiritual as well. I also realized that when I walked down the job search aisles of bookstores, I saw very little that helped people with those issues, although they are the hardest parts!

So unlike the many “how to write a resume and cover letter” books out there, this book is all about helping you move beyond your barriers, whether self-imposed or imposed by others. It is about helping you create the work life you want, not just get a job. And if you let it, you will find that a job search can teach you powerful lessons that not only bolster your professional development, but transform you. It is my sincere wish and prayer that at least some of the lessons in this book will resonate with you and enable you to find the fulfilling work you so richly deserve.

*I’ve never been offended by the term headhunter and I hope you won’t be either! In today’s world, the polite term is “search consultant.”

Copyright © 2005 by Patricia A. Comeford, J.D. Reproduction in any form without the express written consent of the author is prohibited. For more information about *Lessons from a Headhunter...with Heart!* contact THE ESQUIRE GROUPSM, 15 South 5th Street, Minneapolis, MN 55402. 612.340.9068 or 800.755.7779. www.esquiregroup.com.