



## CAREER COACHING

Caruso Consulting Corporation provides career coaching to nonprofit professionals as well as corporate executives looking to move from the for-profit to the nonprofit sector. A career or job change can be prompted by a need for growth and challenge, the loss of employment due to downsizing, the desire for a second or third career before retirement, the need to make a more meaningful contribution to society, the desire for more life balance, or a combination of factors.

Our services enable clients to develop the knowledge, skills, and confidence needed to achieve their career and life goals. Services include:

- **Career Assessment & Goal Setting**  
Discussing a client's work history and current situation, guiding them in clarifying their priorities, defining their ideal job, and enabling them to set achievable goals.
- **Resumé Review**  
Reviewing and critiquing resumé's, cover letters, and related correspondence, and teaching clients how to write and tailor these documents appropriately.
- **Job Search Strategies**  
Recommending resources for career and job searches, and providing tips for networking and information interviews.
- **Interview Preparation & Follow-up**  
Preparing and rehearsing with clients, and debriefing them to evaluate their performance and determine their next steps.
- **Negotiation of Compensation**  
Enabling clients to define and negotiate a favorable compensation package, and to evaluate whether a particular offer is an appropriate fit.
- **Ongoing Coaching Support**  
Providing a sounding board and source of support for clients, whether to ease their transition into a new position, equip them to seek advancement or other changes with their current employer, or to make their present situation more tenable.



## **OUR APPROACH**

As founder and president of Caruso Consulting Corporation, Karen Caruso guides clients through the career exploration and job search process. Through targeted questions and skillful listening, Ms. Caruso is able to quickly focus clients on the most essential aspects of their situation. Clients benefit from her honesty, warmth, insight, and the confidence they gain through their work with her.

## **KAREN CARUSO**

Karen Caruso has over 23 years of experience in fundraising in the nonprofit sector. Since 2001, she has been an independent consultant to such clients as Sesame Workshop (*Sesame Street*), the Wildlife Conservation Society, the Trust for Public Land, and The After-School Corporation. During that time, she also provided grantmaking advisement services to the Oneida Nation Foundation. In addition, Ms. Caruso has an abiding interest in career development and a long history of advising individuals on career planning and job search strategies.

Prior to starting her consulting practice, Ms. Caruso spent eight years at New York University, during its First and Second Billion Dollar Campaigns, working in foundation relations, major gifts, and alumni annual funds. Previously, she handled corporate relations at the Police Athletic League and New York Blood Center.

Before joining the nonprofit sector, Ms. Caruso worked in Account Services at Grey Advertising. There she managed media planning, creative development, and broadcast and print production for such clients as Bloomingdale's, Playtex, and Remington. Prior to Grey, she worked in sales in the fashion industry.

Ms. Caruso served on the board of directors of Women in Development (WID), New York, and is a current member of WID and the Association of Fundraising Professionals. She received a B.S. in Marketing from St. John's University and a certificate in Adult Career Planning and Development from New York University.