



Intercultural Systems / Systèmes interculturels (ISSI) Inc.
Home of ***The BIG Guide to Living and Working Overseas***
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INTERNATIONAL CAREER SEMINAR PROPOSAL

SUPPORTING YOUR DEPARTMENT

— by helping students build global skills and awareness

— by linking international programs to future careers

Wednesday June 7th 2006,

Dear Study Abroad and Career Services Managers,

As the author of *The BIG Guide to Living and Working Overseas*, I am writing to inquire about your interest in inviting me to present international career seminar(s) to your students. I am a well-known author and seminar presenter in the USA and Canada, and have broad experience in presenting insightful and motivational seminars to encourage university students to think globally about their careers. During the past 24 months, I have spoken to popular acclaim at over 25 universities and colleges, as listed on my web page at http://www.workingoverseas.com/us_clients.shtml. Most recently I presented a seminar at the NAFSA conference on May 24th 2006 in Montreal and was honored to receive panelist support from Bill Nolting (University of Michigan) and Martin Tillman (Johns Hopkins University).

When on campus the title of my seminar is: "*Itchy Feet? Consider and International Career.*" The most popular seminar format is to run the same 2-hour seminar twice on the same day to maximize student participation (most often at 12:00 pm and again at 4:00 pm). I generally draw a crowd of 250-350 students at a campus-wide event for a mid-sized school. The most popular subjects are: Skills for Succeeding Overseas, Gaining International Experience, the International Job Search and International Resumes. Students also benefit from my extensive handouts and also from the large discount I offer on my book (see below for details). Alternatively, I also present a full day seminar to smaller groups entitled "*International Careers are Different*". All in all, my seminars are great motivators and help reinforce the good work your school is already doing in this field. You can find more seminar related information on my web site at http://www.workingoverseas.com/us_seminars.html.

SPEAKING FEE & SCHEDULE

Some campuses have brought a few departments together to fund my fee, including career services, the international office, student council, internationally specialized departments and the engineering and management departments. My fees for speaking in the USA vary by region and are in the range from \$3,200 to \$3,800. If you help arrange a seminar at an adjacent university at the same time, I can sometimes reduce my fee by 10% to 15%.

At the end of this document you will find a table with tour schedule and fees by region. I am touring the Mid- and North-Eastern USA in the fall of 2006, and in the West, South and South-East during February and March 2007. I can however alter this schedule to accommodate two or more universities in the same region on adjacent days.

SEMINAR FEE INCLUDES

PRESENTATION: My two hour seminar is the most popular format on campus.

- 2-Hour Seminar(s), "*Itchy Feet? Consider and International Career.*"
A campus-wide event, presented twice during the same day to maximize student participation.
- Full Day Seminar "*International Careers are Different*"
Presented to small groups (50 or less, 20-25 is ideal); target audience examples: go-abroad program participants, international business students, career and study abroad advisors.

TRAVEL: All travel and accommodation costs are included in the fee.

HANDOUTS: 16-20 pages handouts of my popular *Quick Reference Cards*. These are sent electronically to you prior to the seminar to be reproduced for seminar participants at your expense. (Please note that these handouts are only for seminar participants and not for general distribution.)

BOOK SALE: As part of the package of services (and much appreciated by students) I sell my guide at a deep discount to students during the seminar. The seminar price is \$30 (a savings of \$20 over the retail price \$49.95 US.)

POSTER: I will send you a draft poster for the event designed in MS Word which you can modify. Note that my book sales are an integral part of the service I provide and that the discounted price of my book is to be mentioned on the poster and in your advertising.

FREE COPY: One free copy of *The BIG Guide* for the sponsoring organization.

If you are interested in considering my proposal and have questions or suggestions, please let me know. I am accommodating and open to customizing my services to meet your needs and audience. I look forward to meeting your students and staff.



Jean-Marc Hachey
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 Author: **The BIG Guide to Living and Working Overseas**
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TOUR SCHEDULE & FEES BY REGION

Speaking fee includes all travel and accommodation costs. Fee is in US dollars.
 Reproduction costs of our popular Quick Reference Cards (20-page handouts) at your expense.

REGIONS (SEE MAP FOR USA)	DATES	COST RANGE USA
North East USA (Regions IV, V, VI, VIII, X, XI) & Central Canada	Sept 18 to Nov 5' 2006	\$3,200 - \$3,400
Quebec	Nov 6 to 10, 2006	n/a
France and UK	January 2007	n/a
West, South and South East USA (Regions I, II, III, VII, XII) & Western Canada	Feb 2007	\$3,400 - \$3,800



SAMPLE 2-HOUR SEMINARS

NOTE: This is the most popular seminar, the one I generally repeat twice on the same day to maximize campus-wide student participation.

Itchy Feet? Consider an International Career!: Learn about international careers from best selling Canadian author Jean-Marc Hachey and his book *The BIG Guide to Living and Working Overseas*. Learn what skills are required to be successful overseas, long term career strategies, how to gain international experience and build your "International I.Q." Mr. Hachey will also present an overview of the international job hunting process, the differences between an international and domestic résumé and how to survive your first job overseas. This 2 hour seminar includes a 20 minute question period. Free handouts distributed.

Mr. Hachey's 1,600 page guide will be available at a discount after each of his three seminars for 25 Euros. You may also meet Mr. Hachey for personal career advice after his sessions or at his booth on Thursday after noon.

This 2-hour seminar is generally given as a follow-up to the seminar above.

International Job Search Techniques: Jean-Marc Hachey will expand on his previous seminars with detailed information on international résumés and North American job hunting strategies. Learn the step-by-step strategies for finding international work. Discover how to target your job search and sell your international skills with a two paragraph professional description of yourself. Review in detail each element of the international résumés and international interviews. This 2 hour seminar includes a 15 minute question period. Handouts provided. Note that this same seminar can be modified specifically for foreign students unfamiliar with the culture underlining the North American job hunting approach.

SAMPLE ONE DAY SEMINAR

SEMINAR ANNOUNCEMENT FOR PARTICIPANTS

Jean-Marc Hachey, author of *The BIG Guide to Living and Working Overseas* will be presenting a one-day seminar on _____. This seminar will help participants better understand the various components to of the international job search for entry-level professionals. Particular emphasis will be placed on understanding and selling your skills. Attached please also find a short 2 hour exercise "*Your Two-Paragraph Professional Description*" to be completed in preparation for the seminar.

PART ONE:

SELF-EVALUATION & INTERNATIONAL SKILLS

08:30 to 8:45	Welcome & Group Needs Analysis
08:45 to 10:00	Mastering Networking and Social Events
09:30 to 10:00	Domestic vs. International Job Hunting, Your Professional Skill Sets, Your International IQ, Acquiring more International Experience

PART TWO:

APPLYING FOR INTERNATIONAL JOBS

10:15 to 12:30	International Résumés
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PART THREE:

THE INTERNATIONAL JOB SEARCH

13:30 to 14:30	CLASS EXERCISE: (5 participants volunteer to read their descriptions) One Paragraph Professional Description of Yourself
14:45 to 16:30	The Job Search Process, Qualities of Someone Who Gets a Job, Assessing and Selling Your International Skills, Targeting Your Job Search, The Hiring Process, Contacting Employers, Surviving Your First Professional International Job

SAMPLE SPEAKING ENGAGEMENTS, 2006 SEASON (sorted by date)

NAFSA National Conference, participants can meet Jean-Marc Hachey at his booth or attend his seminar on Wednesday, May 24, 2006, 3:45 PM - 5:00 PM. Montreal Quebec (May 23-26, 2006)

Aga Khan Foundation Canada (AKFC), full day seminar for 24 interns. Fellowship in International Microfinance and Microenterprise. Ottawa (May 27, 2006)

International Development Research Centre (IDRC), full day seminar for 15 interns. The IDRC Internship awards program. Ottawa (May 29, 2006)

Go Abroad Fair, Key Note Speaker, Metro Toronto Convention Centre. Meet Jean-Marc at booth and catch any of his four presentations. Seminars are free and inspirational! Toronto, Ontario (Oct 14-15, 2005)

Go Global! Fair Designated Career Advisor Meet author Jean-Marc Hachey at his booth in the exhibition hall and be inspired by attending his daily seminar.

- Washington, DC (Oct 25, 2005)
- Philadelphia, PA (Oct 26, 2005)
- New York, NY (Oct 28-29, 2005)
- Boston, MA (Oct 30, 2005)

Carleton University, Ottawa Ontario (Nov 10, 2005)

HEC Montreal, Montreal Quebec (Nov 16, 2005)

École Polytechnique de Montréal, Montreal Quebec (Nov 17, 2005)

Humber College, International Project Management, Toronto Ontario (Nov 25, 2005)

Institut National des Télécommunications. Conference: Global Trends in Management and Technology, attend anyone of his three seminars on international career. Evry (Paris) France (Jan 11-12-13, 2006)

University of Calgary, Calgary Alberta (Feb 2, 2006)

University of Winnipeg, Menno Simon's College, Winnipeg Manitoba (Feb 2, 2006)

Manitoba Council for International Cooperation, International Development Week
Meet Jean-Marc Hachey during this public seminar open to all. Winnipeg Art Gallery, 7 pm to 9 pm. Winnipeg Manitoba (Feb 6, 2006)

University of Manitoba, Winnipeg Manitoba (Feb 7, 2006)

Fanshawe College, London Ontario (Feb 14, 2006)

The National Job Fair & Training Expo. For international career advice meet Jean-Marc Hachey at his booth or attend one of his two 45-minute seminars (Wednesday at 12:30 am; Thursday at 11:30 am). Fair times are from 10 am to 8 pm at the Toronto Metro Convention Centre. Toronto Ontario (April 19th and 20th 2006).

SAMPLE SPEAKING ENGAGEMENTS, 2005 SEASON (sorted by date)

Go Abroad Fair, Key Note Speaker, Toronto Convention Center (Oct 1 & 2 2004)

HEC Montreal, Montreal Quebec (Nov 10 2004)

École Polytechnique de Montréal, Montreal Quebec (Nov 11 2004)

Carleton University, Ottawa Ontario (Jan 20, 2005)

Withinsight National Youth Leadership Conference, (sponsored by Queen's University), Ottawa Ontario (Jan 22, 2005)

University of Alberta, Edmonton Alberta (Feb 1, 2005)

Grant MacEwan College, Edmonton Alberta (Feb 2, 2005)

University of Calgary, Calgary Alberta (Feb 3, 2005)

Fanshawe College, London Ontario (Feb 8, 2005)

McMaster University, Hamilton Ontario (Feb 14, 2005)

McGill University, Montreal Quebec (Feb. 16, 2005)

Concordia University, Montreal Quebec (Feb. 17, 2005)

University of Victoria, Victoria B.C. (March 7, 2005)

Simon Fraser University, Vancouver B.C. (March 8, 2005)

University of Lethbridge, Lethbridge Alberta (March 9, 2005)

Red Deer College, Red Deer Alberta (March 10, 2005)

University of Windsor, Windsor Ontario (March 16 2005)

Aga Khan Foundation Canada (AKFC), full day seminar for 23 interns. Fellowship in International Microfinance and Microenterprise (June, 2005)