

KATHRYN ULLRICH ASSOCIATES, INC.

A Gift to You on our 10th Anniversary

December 2011

Executive search firm Kathryn Ullrich Associates is ten years old!

When plans to launch in October 2001 -- with a Partner search for Arthur Anderson Business Consulting -- were thwarted like many businesses experienced post 9/11, I adjusted and 'made lemonade'. I started the firm with VP Engineering and VP Sales searches for an Internet company, learned how to respond to customers with individual contributor sales and product management searches, and co-founded a non-profit for women in technology, calling on human resources executives at major Silicon Valley corporations. The perseverance paid off.

Ten years later I can count hundreds of searches, many returning clients, many successful candidates in Silicon Valley and throughout the US, a team of seasoned recruiters, a thriving on-going non-profit, now SD Forum Tech Women's Program, and a career book, *Getting to the Top: Strategies for Career Success*.

Clients say we have established a strong reputation for understanding their specific needs. These clients include Global 100 corporations to venture-backed start-ups in technology, software, Internet, and consulting. They seek our services for C-level and VP to Director and some individual contributor talent in Product Management, Digital Marketing, Sales, and Professional Services. I thank you for selecting our search services to find star performers for your company's growth. Please continue to call or email us for your hiring needs.

To all clients, candidates, colleagues, friends, executives and future successful candidates, I share a gift to thank you for your support. I offer twenty-four videos of career lessons for *Getting to the Top*, with advice shared by executives in the *Getting to the Top* programs. Visit <http://www.GettingtotheTop.com/videos.aspx> to see lessons on strategic vision, customer perspective, communications, team leadership, hiring an A team, and many more skills and lessons for advancing your career.

Thank you. I wish you happy holidays and a successful career!

Sincerely,
Kathy

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high technology executive search

In This Issue

- Current searches
- News