

We're A Little Different!

Everyone who walks through our doors asks (or surely wants to ask) the one most obvious question:

“How is Career Partners International Buffalo | Niagara different from other firms?”

There is a long list of unique distinctions that CPI Buffalo | Niagara brings to your career transition process. Much of this list is comprised of things that our clients have told us were important to them and that they found at our company. While we think these many distinctions are impressive and speak for themselves, none of them truly captures what we believe is the uniqueness that sets us apart.

Our distinction lies in your sense of belonging while you are here. It is a feeling of being part of a family dedicated to one thing – your career success. It is a sense of being with people who have walked in your shoes and are willing to get inside your head with you as we help you work your way through this most important career and life journey. It is a sense that you can trust us to guide you through this transition as much as we will trust you to embrace our unique process.

To experience the “CPIBN Connection” you will have to trust your instincts and good judgment. Poke around as much as you like. Ask us every question on your mind. Visit with our clients – past and present. Check our references. Validate our reputation. Talk with our staff. Before coming to CPI Buffalo | Niagara we want you to be comfortable with your decision to come. We welcome your scrutiny. We welcome your comparisons. We invite you to join us and become one of the thousands of our unique success stories for whom there are no comparisons.

The Necessary “Stuff”

- Classy, well equipped, and comfortable office space
- Convenient location
- Private and shared offices
- Full secretarial and administrative support
- Computers equipped with high-speed Internet; Wi-Fi accessibility throughout facility
- A Career Transition Workbook (reference manual)
- Visitor reception, kitchen, and candidate lounge
- Voice mail, fax, mail, and courier services
- Entrepreneurial & Retirement Assessments available
- Online Career Portal technology

While we are very proud of the resources that we put into our career transition practice for you, we really do not consider the above list to be huge distinctions. Since our competition seems to make a big deal about these things, we put them here for your welcomed comparisons. At CPI BN, our value is not in our “stuff.” We just assume that any great firm will provide our level of service and amenities. You should too!

Listed below are a few other issues you need to consider. These are differentiators:

Private Counseling/Coaching: At CPI Buffalo | Niagara, we still believe in the power and importance of one-on-one counseling. Most competing firms have gone to a group delivery model or alternatively, an Internet-based “at-home” delivery model. Our success is directly related to your one-on-one interaction with your career counselors. You will find we are available to meet when you need us, no appointment necessary.

Flexibility: Sometimes we feel a bit like contortionists; we bend over backwards to accommodate your individual needs. We are not bound by the cookie-cutter procedures and protocols of the outplacement chains. We do whatever we can to customize your program around the real world and your needs. This can mean putting your program on hold while you take a consulting assignment, working with you from a remote location, meeting off site, or working exclusively on-line together if that is your wish.

Most Experienced Staff: We have been providing career management services since 1986. With a local, full-time staff of professional career counselors, coaches, and trainers, we have more talent, depth, and experience than any other firm in Western New York.

All the Necessary Locations: Through our worldwide member network system, you have access to any of our global partners’ offices. We offer you the best of two worlds: Seamless access to quality career transition anywhere your search takes you; and the absolute best service provided by each region’s most qualified provider of independent services. It is all backed by Career Partners International’s common quality standards and our commitment to your satisfaction.

Firm of Choice by Over 150 Regional Companies: Most companies know what distinguishes one career transition firm from another. Most of these companies assume the tough task of pre-selecting the best firm to meet the needs of their separating employees. Organizations big and small from every sector have trusted us with their departing employees and their career journeys.

We Measure Satisfaction: We break ranks with the industry and set a new standard for measuring success. We judge success by how close you come to what you want from your career transition; not how fast you get your next job. Rest assured our “job search time” consistently meets or beats the national average, but we say “so what?” What really counts is how close you come to the ideal job you define with your counselor in the early planning phases of your program.

We Put Our Time and Dollars Back Into This Community: This community has done well by CPI Buffalo | Niagara and our clients. You will find our colleagues on boards and committees supporting our community. We give back and support Western New York with our time and our money. You will consistently see the our recognizable brand contributing in programs and announcements of civic organizations, associations, museums, youth initiative programs, schools, universities, churches, and hospitals.

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Financially Sound and Profitable: We are proud of the fact that we make money. We are astute business people who understand how to manage the business. This means that we do not have to scrimp on any of the services that we provide. The national chains are not always as fortunate. A bad year in New York or London for an international chain can mean angry stockholders and lean times everywhere in their system. Not so with us! We have minimal administration to support and no public stockholders.

Extended Hours and 24/7 Support: A job search is not a 9-5 proposition. For clients who request expanded access to our facilities, extended hours can be arranged. Furthermore, 24/7 access to services is made possible through the Online Career Portal.

Trust: This might sound corny but it is important. Everyone who comes through our doors is given the unqualified assumption of our trust. There are no locks on our desks and no meters monitoring your usage of the amenities and resources. While you are here, our house is your house. We built our business on trust. Since 1986, our trust has been well founded.

Owners-Not Managers: This firm (and for that matter, any partner firm in our worldwide system) is run by owners not branch managers. We have a deep stake in our business and in our community. For us this is not just a job assignment while we look for a next career move. It is our career.

Business Orientation: The difference between theory and practical application in career transition is huge. We insist on real world line experience from all of our professional staff. We have all run, owned, managed, or produced in the real world of work. At CPI Buffalo | Niagara, you get great training and counseling but you also get our expertise at dealing with a real world that does not always play by the rulebook.

More Than Just Career Transition: Unlike firms that know just career transition, we understand from the inside of an organization what it takes to be hired. With our Coaching, Training, and Search Services Divisions, we have our own talent management practice. We teach many of our customers how to hire the best people. It is all about how well a person fits in a job and in a company. We are behavioral experts who understand how to identify a person's fit to a given job and how to make sure the right person is selected for any position. Few other firms have our depth of understanding of what the person on the other side of the interview is doing. That is because we train them how to do it!

New Position Assimilation and Career Coaching: Your program does not stop when you "graduate." We provide ongoing coaching and advice through the integration period in your new job. Typically, the first three months are the most difficult. We are available to support, advise, coach, and counsel.

We look forward to working with you. You will not be disappointed.

Take great care of yourself – and your career.