

# My Brilliant Career - Where is it going?

Entrepreneurs Club  
April 3, 2004, 7:00-10:00pm  
MIT E25/117

In this OCEAN monthly network event, Peter Griswold conducted a workshop titled "My Brilliant Career - Where is it going?" Peter is now a Principal at Career Strategies Institute (CSI) after working at BankBoston/Fleet for 34 years with numerous managerial assignments in the U.S. and overseas. Peter co-founded CSI eighteen months ago to help clients take charge of their careers and to think of themselves as running their own business. Peter asked each of us to describe our product/service, and how we create value. He then showed us how to write a business/marketing plan, how to identify key prospects, how to network, how to determine the buyers' expectations and how to create an implementation plan.

