

# Survive Leaving a Federal Job - my journey becoming a consultant

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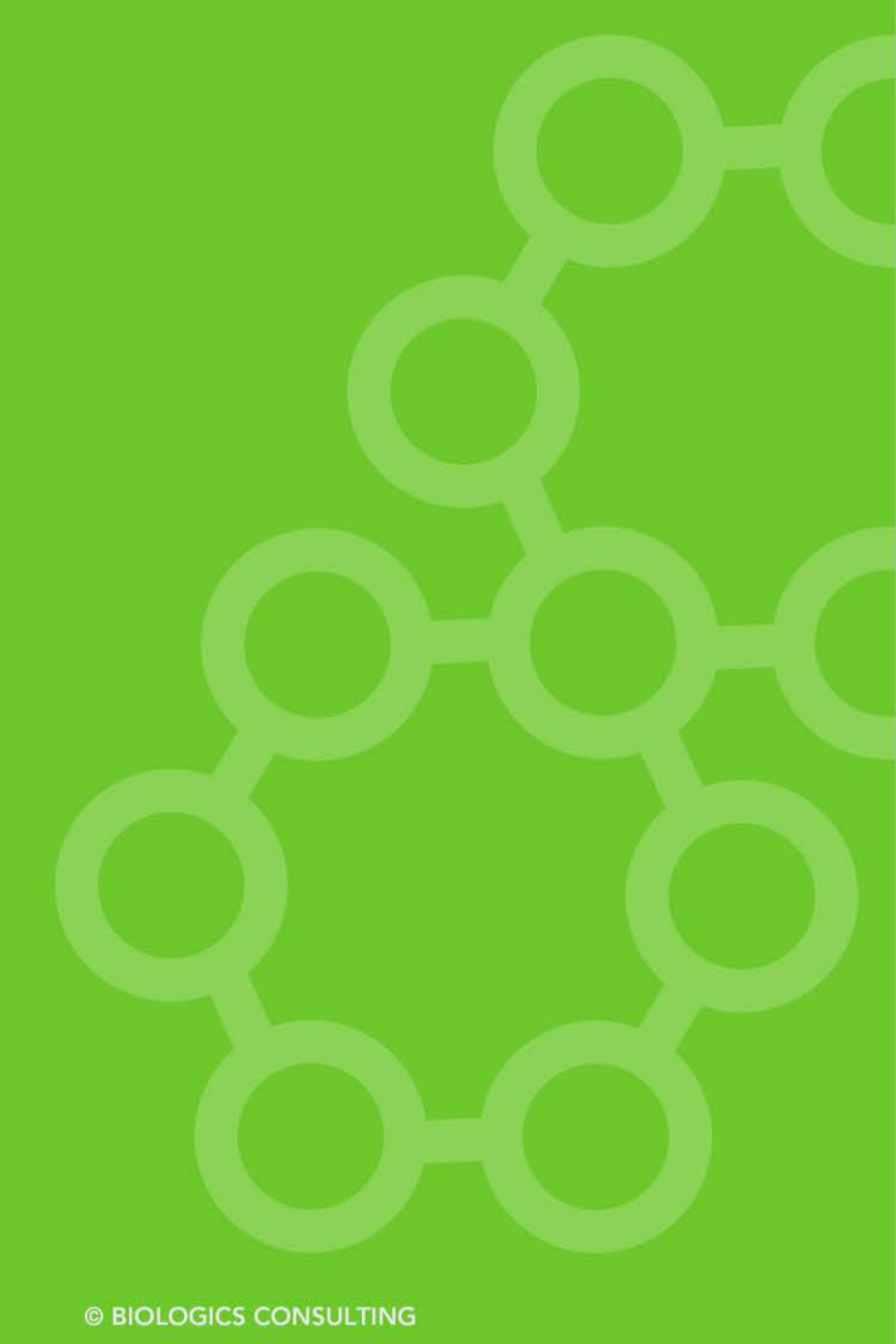
**Biologics**<sup>SM</sup>  
CONSULTING

PHARMACEUTICALS, DEVICES  
& BIOLOGICS ADVISORS



# Outline

- **Recognize the Urge for Career Change**
- **Decision Making Process**
- **Preparation for a New Career**
- **Consultant Life**
- **More Opportunities**



# **Recognize the Urge for Career Change**



# Change

## Fact

- Nobody likes change except a baby with dirty diaper
- Change is inevitable
- You don't know what change will do to you before it happens
- You can go through the changes better if you are prepared
- You may enjoy the outcome of a unanticipated change





# Recognize the Urge for Changes

## Me

- I have chaired review committees for PMAs and BLAs, and did several manufacturer inspections
- I did two details
- I severed center level committees
- I always asked my boss to give me something new
- I tried to move around inside FDA
- I always asked my close friends what I should do next
- I started pay attention to people who moved to different jobs



# Asking for Advice

- I asked advice from friends who left FDA for different jobs
- I asked friends who know my job performance to tell me their true feeling of me surviving a new job
- I asked people what they expect from me if I were their new hire



# Asking Yourself Questions

- Am I still learning from my current job
- Can I see myself in five years, ten years in my current job
- Is that where I want to be
- Do I have the knowledge, skill and **drive** to take new challenges
- On what conditions, I would give up trying
- What is my plan if changing career won't work me



# Make a Decision

- Do something with the information you collected
- Don't ask the same question/advice multiple times- people will not take you seriously
- Make a decision and put together a action plan to move forward





# Decision Making Process



# Asking Yourself Questions

- What are the benefit for me to stay in the old Job
- What are the risks and benefit taking a new job
- Analyze the balance
- Do you have your family on the same page  
(this was difficult for me)



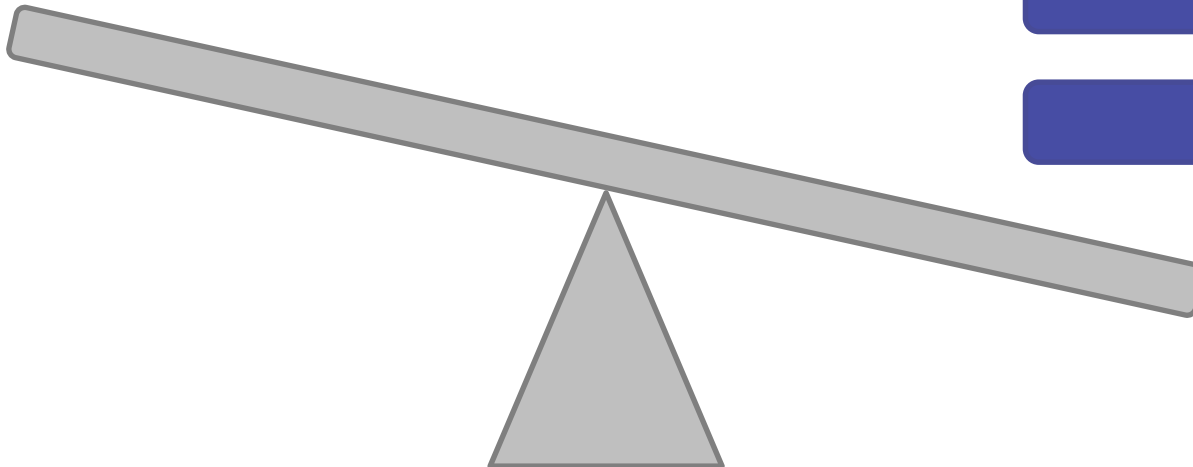
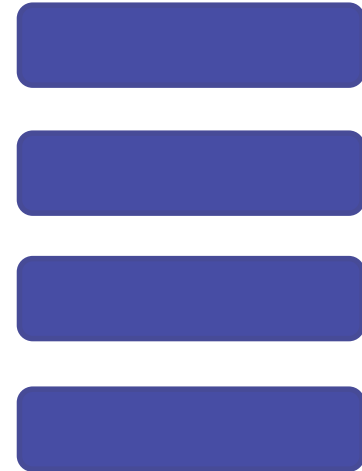


# Risk Benefit Analysis

Old job



New job





# Recognize Opportunity

## My journey

- Met my current CEO at a meeting
- Engaged a casual conversation
- lead to a opportunity
- Follow up with more detailed information
- Opportunity turned to a job offer



# Evaluate the Job Offer

- What I can bring to the company
  - What is value I can add to the current team
  - What is the uniqueness of me and my specialty
  
- Meeting the team lead and team members to find out
  - Am I a good fit
  - I like them is more important to me
  - Are they willing to help
  - \* **Comradery spirit** is the key factor for me to join BCG
  
- Ask friend to connect me with old consultants to discuss the likes and dislike about the company



Comradery is the spirit of friendship and community in a group, like the comradery of soldiers at war who keep each other upbeat despite the difficulty of their circumstances.



# Move Towards

- The fit with the organization and your personal life is key to success and longevity
- Take time to decide
- **Don't run from** something that you think you are not happy with



# Come Back to Your Old Job?

- The good and bad if you are told that you can come back within a period of time
- I would come back, but not to my old job
- You are not a loser if you go back, because...
- You would be back with very different perspective
- You will serve you old job much better
- You will learn much more than the first timer
- It is an opinion





## **Preparation for a New Career**



# Me

*the  
naïve  
Creative*

- I wasn't prepared at all.
- Life could be much easier if I knew what I got into.
- Thinking becoming a career consultant too





# Leaving Your Old Job on a Good Terms

- Never burn bridges, Never, Ever, no matter what is the situation
- Forget any unpleasant memory the minute you leave your old job
- Represent your management- once a boss, always a boss



# Stay Connected

- Previous colleagues- they know your strength and weakness, they can be your sound board and they are the best resource you can go to
- You will quickly find out who are your true friends when you are in need
- Friends want to hear from you



# Collect Contact Information

Take these information with you

- Emails
- Phone number
- Other contact information



# Don't Go it Alone

- Get mentors to advise on things new to you
  - Administrative staff
  - Business development skill
  - Client management
  - Time keeping
- Quickly identify a good mentor in your new job that can help guide you through the culture, politics, business system and process



# Have a Shoulder to Cry on

- There are always issues that you didn't prepared for
- Life goes on and you will be a much stronger person

# Consultant Life





# Called to Support Big Project

- The company's CEO depending on you to call a go or no go to a project
- The submission is not moving nowhere
- The misunderstanding run so deep and involve many parties
- The product has a good design, but the studies are so messed up
- The naïve client asked so many no brainer questions



# The Unknowns

- The clients, personnel, budget, business transition
- The project development
- The working environment- my horrible stories travel to Denver

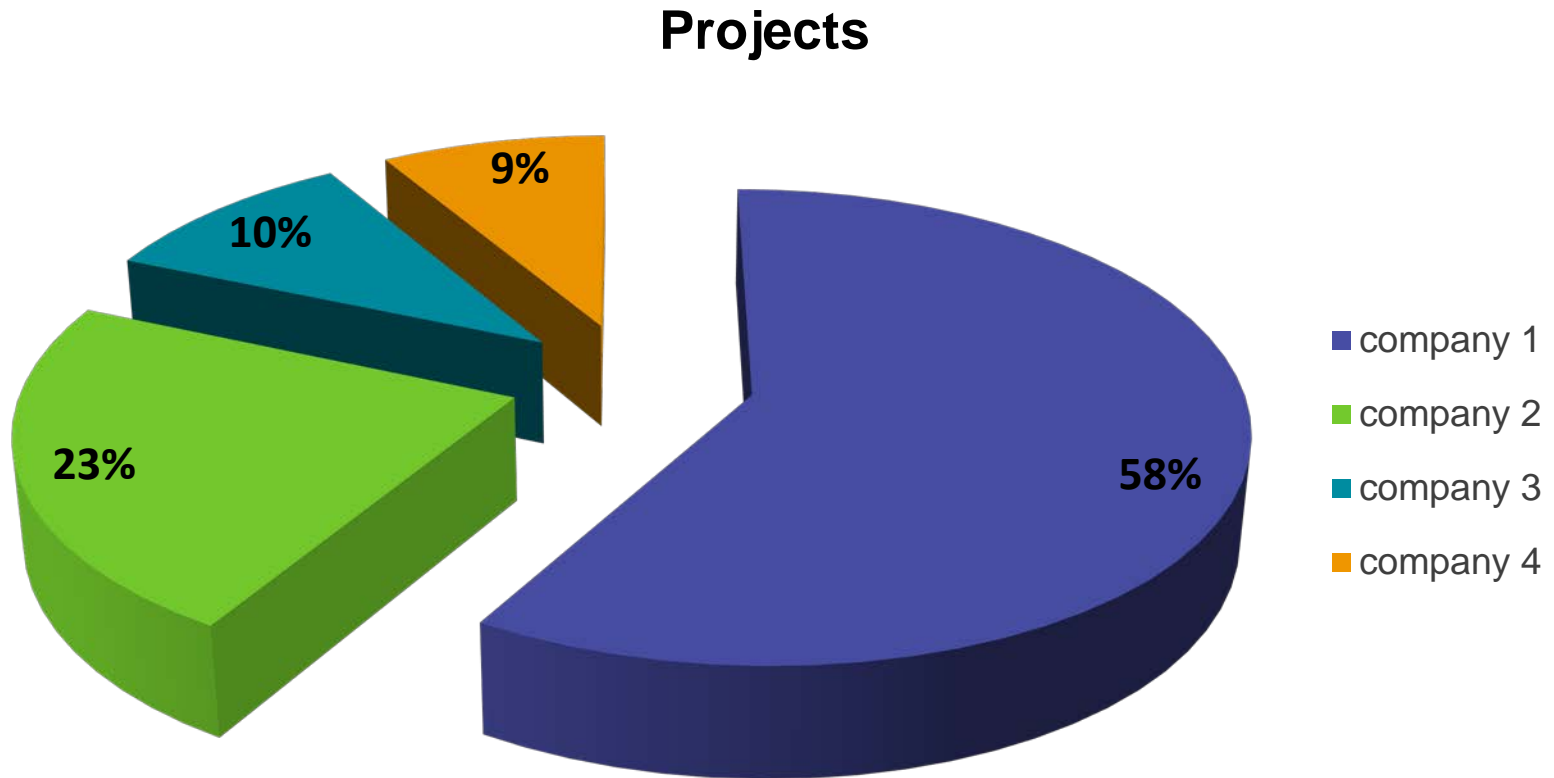


# The Satisfaction

- The appreciation from client for your knowledge- it may come late and come back from a negative beginning
- The project development back to track
- The submission moved to the right direction
- Made friends with various people



# Balance Projects





# The Cons of Being a Consultant

- I have to dress conservatively- old lady suit bothers me, but I have to wear it to earn people's trust initially
- I work by myself most of the time- lonely
- I have easy access to food- gain weight
- I have to travel often- interrupt family time



# **More Opportunities**



# The Potential

- You set the ceiling of your career
- You set the short term and long term goals
- There are always room for you to grow
- You can be a leader if you wish to
- You have the freedom to work with different teammates
- ...



# The Opportunities

- You can do whatever you wish for
- Successful case of going back to FDA- FDA reviewer- consultant- return to FDA- office director
- Job offer from pharma companies – consultant become VP of the company he consulted
- Start your own business



# The perk



# Thank you for Listening

