



A Small Personal Firm That Cares™



It's no secret that Bill Frank and CareerLab have been hired by more than 357 brand-name corporations, small businesses, non-profits, and educational institutions in far-ranging industries.

In addition, Bill has always counseled people who hire him privately and pay for his service themselves, either for career transition or executive coaching. These individual clients include upper-level leaders, managers and executives, consultants, entrepreneurs, and top professionals—such as physicians [where he has experience with every medical specialty from Anesthesiology to Urology]. This is a partial list of Bill's individual clients:

President/CEO

- CEO, Einstein Noah Restaurant Group (NASDAQ: BAGL)
- CEO, Siemens Health Services, France
- Chairman, Famous Amos Cookies
- Group Chair, Vistage International, the world's leading chief executive organization
- Managing Director, EUnet (Europe's leading Internet Service Provider), Holland
- President, The Bawmann Group
- President, Midwestern Division, Columbia/HCA (\$1.5B)
- President, North America Commercial, Gates Corporation
- President/CEO, COBE Cardiovascular
- President/CEO, Colorado Medical Society
- President/CEO, Coors MicroLithics
- President/CEO, Current, Inc. (Division of Deluxe Corporation)
- President/CEO, DATA
- President/CEO, Gambro BCT (\$165M)
- President/CEO North America, Orica Mining Services (\$1.2B)
- President, Target.com
- Founder/President, \$5M United Way Agency
- President, the University of Colorado (30,000 students)

General Management

- Chief of Bureau, The Associated Press
- Managing Director, Global Real Assets, JP Morgan (Europe/Asia)
- Managing Director, Airport City Development, Denver International Airport (DIA)
- Executive Director, Institute for Applied Management & Law (IAML)
- Vice President for Western US, Offshore California and Alaska, Schlumberger (NYSE: SLB)
- Senior Vice President of National Operations, American Medical Response (AMR)
- Developer of Cherry Creek Mall, Denver Library Renovations, and Millwork at INVESCO Field at Mile High
- Senior VP & General Manager, Fiserv (NASDAQ: FISV)
- Senior Medical Director, Emerging Technology, Cigna

- Assistant Dean, The University of Colorado School of Medicine
- General Manager, Seaclyff Ltd/Portman Overseas, Shanghai, China
- Corporate Banking Division Manager, CoBANK - National Bank for Cooperatives
- Executive Vice President, Great-West Healthcare

Finance

- CFO, Einstein Noah Restaurant Group (NASDAQ: BAGL)
 - CFO, National Ecological Observatory Network (NEON)
 - CFO, TIMET (\$700MM - NYSE)
 - Portfolio Manager/Equity Analyst, Founders Asset Management
 - Senior Vice President/Senior Portfolio Manager, Voyageur Asset Management
 - Chief Investment Officer, Columbia Savings & Loan
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Operations

- Vice President of Store Operations, Target (1,700 stores)
 - Director of Property Development, Yale University
 - Operational Excellence Leader, Honeywell (NYSE: HON)
 - VP Quality & Regulatory Compliance, COBE Cardiovascular
 - Vice President, Quality, Regulatory & Clinical Affairs, AlloSource
 - Director of Operations, Cochlear Americas
 - Director of Operations, TCI Communications (Tele-Communications, Inc.)
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Sales

- Regional Sales Manager, Pandora
- National Sales Manager, AGFA Corporation
- Northwest Region Sales Manager, Ragu Foods (Division of Unilever)
- Division Sales Manager, Rocky Mountain Division, Schlumberger (NYSE: SLB)
- National Accounts Executive, Pentax
- Vice President of National Accounts, First Data Corporation

Marketing

- Division Director, USA Product Marketing, Compassion (\$400M non-profit)
- Global Key Account Manager (Wall Solutions), Johns Manville
- Manager, Worldwide Marketing, Gambro BCT
- Vice President, Product Management, Qwest
- Global Product Market Manager - Oil & Gas, NV Bedaert SA, Belgium
- Director of Membership Development, AARP (Washington, D.C.)
- Director of Donor Relations, University of Denver, Denver, CO

Sales and Marketing

- VP of Sports, ABC Radio Networks and ESPN Radio
 - Vice President, Sales & Marketing, West Region, International Paper
 - Vice President Sales & Marketing, Coca Cola (Minute Maid division), Paris, France
 - Vice President of Sales and Marketing, Kaiser Permanente
 - Regional Sales & Marketing Vice President, UNUM Life Insurance Company (NYSE: UNM)
 - Vice President, Sales & Marketing, AETna
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Corporate Communications

- Vice President, Corporate Communications & Investor Relations, The Coleman Company
 - Global Director, Corporate Social Responsibility, Arrow Electronics
 - Vice President, Corporate and Government Relations, Whiting Petroleum
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Information Technology

- Vice President of Information Technology, Fisher Scientific (NYSE: FSH)
- Vice President of IT Services and Security, Target Corporation
- Vice President of Store and Financial Services Systems, Target Corporation
- Vice President, Information Technology, Gambro Renal Products
- CIO, AkzoNobel (\$19B chemical/CPG company), Amsterdam

Human Resources

- Corporate Vice President, HR and Leadership Strategy, Northrop Grumman
- Vice President of Human Resources, Qwest Communications
- Vice President of Human Resources, Home Depot
- Vice President of Human Resources, Sorin Group USA
- Vice President of Human Resources, Great West Life & Healthcare
- Vice President of Human Resources, Kaiser Permanente

Research & Development

- Director of Research & Development, Sorin Group USA
- Director of Research & Development, COBE Laboratories
- Senior Vice President of Product Development, CaridianBCT

Law

- General Counsel, CoBank
- General Counsel, United Technologies Microelectronics Division
- Partner, Gibson, Dunn & Crutcher
- Partner, Sherman & Howard
- Examiner, United States Patent & Trademark Office

Superstars

- Art Director, Abercrombie & Fitch, Ralph Lauren
- Executive Team, Governor Bill Ritter, Jr., State of Colorado
- Governor, State of Wyoming
- Winner of Olympic Gold Medal, Member of International Olympic Committee
- 1,000 Physicians in all medical specialties from Anesthesiology to Urology

With more than 40 years as a trusted advisor to executives, leaders, and professionals on their careers, leadership styles, and management teams, Bill Frank is the go-to person when it comes to detailed, sophisticated, complex, high-level career and leadership issues—especially when results matter.

Anyone can help with a resume. It's the emotional support Bill provides that makes a difference. I step closer to heaven when I help people find him.
~ Mark Hasting, Vice President of Store Operations, Target

"My work with Bill got me where I am today, Vice President with ABC Radio Networks and ESPN Radio. He is the best . . . he kept me focused and positive while in between jobs. I highly recommend (and have many times!) Bill in any career search... heck, I'm using him now!" ~ TJ Lambert

"You're the best I've ever seen."
~ Ed Cleaver, Senior Marketing Manager, IBM Global Services

"I love being a reference for your miracle-working guidance which has been so beneficial to me.
~ President, Midwest Division, Columbia HCA

"Your gift is that you listen. That is the rarest—and you hear. Then give good feedback." ~Janis Fairchild, CEO, DATA

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