

## Stamford Advocate

### Helping college seniors find the next step

Center of the Bullseye Consulting launches in Greenwich

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Tom McGarrity, founder of Center of the Bullseye Consulting |

For many college seniors looking to land a job upon graduation, this is the time to start worrying.

Career consultant [Tom McGarrity](#) has seen it before. As spring graduation looms, students turn not just to papers and exams but to how they're going to start their futures in the working world. This is where McGarrity can help.

In time for the annual end-of-college crunch, McGarrity has launched [Center of the Bullseye Consulting](#) in Greenwich, aimed at helping seniors translate their four-year educations into jobs.

A retired advertising executive, McGarrity has spent the past 15 years volunteering his services to students at [Colgate University](#), his alma mater. Part of what Bullseye offers is a vast network of former students who, over the past 15 years, have found employment across a spectrum of industries. McGarrity's advertising career started with help from a Colgate alumnus, and he's never forgotten it.

"It had a big impact on me, so I always felt I had to give back," he said. "I've been doing this for 15 years, and what struck me was how great these kids were at being students but how lacking they were in skills involved in getting a job. College career centers are pretty terrific, but they often don't have people employed there who have worked in the business world."

To be a professional consultant, McGarrity became certified to perform the Myers Briggs Type Indicator, to determine what jobs match clients' personalities. MBTI results might not fit exactly what the client wants to do, he said, but it's just the first step for anyone seeking mentoring.

In his 10-hour course, McGarrity urges clients to identify companies to contact, gives pointers about interviews, reviews resume writing and offers workplace guidance.

In this sluggish economy, finding a job can be "challenging at best and daunting often," said [Mike Sciola](#), associate vice president for advancement and director of career services at Colgate.

"Often students are at a loss on how to translate their academic achievements into clear career objectives and steps to gain employment," he said. "Tom McGarrity brings a wealth of experience and connections to his work as a consultant for young professionals eager to enter the work force that is invaluable."

The impetus must be with the client, McGarrity said. It's not just about getting college seniors jobs but rather about teaching them how to get a job. It's also about sparing parents the anguish and expense resulting from a child's unemployment or long stay at home.

"I can get someone a job -- I don't guarantee jobs -- but the onus has to be on them," McGarrity said. "How I see it is that my value is not only am I out to help the young person, I'm also out to help the parent."

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