

A Review of the Book, “From One Winning Career to the Next”

J. David Quilter

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***** *From One Winning Career to the Next*. By J. David Quilter, CFE (Certified Fraud Examiner); published by the Security Executive Council, www.securityexecutivecouncil.com (Web); 183 pages; \$29.95.

In *From One Winning Career to the Next*, J. David Quilter describes his journey from the public to the private sector, outlining what one should prepare for when leaving a career in law enforcement, intelligence, or the military. While he does not necessarily offer new ideas, he describes the process and pinpoints issues that one should consider before and during a transition.

Quilter very clearly outlines the difference in cultures between the public and the private sectors. He explains standard private-sector interview processes, the expectations of the corporation, and how to acclimate oneself to an entirely new environment.

Quilter articulates a critical point to great effect, writing, “Security has catapulted from the basement to the executive suite. However, vestiges of older mentalities may remain in very traditional companies. It is wise to be alert for these vestiges and to be ready to bring to corporate leaders a new awareness of ways a lean and smart security team helps drive the business.”

He then asks the reader: “Are you both capable and willing to do this?”

He drives home the complexities of the business environment for an often misunderstood or misinterpreted security function. “Looking beyond oneself” is a clear theme in this book.

From One Winning Career to the Next is easily read in one sitting, and it is worthwhile for any government employee, police supervisor, or soon-to-be retired military service member considering or making a move to the private sector. Quilter has done your homework for you.

Reviewer: Carlotta M. Gedman, CPP, ICPS (International Crime Prevention Specialist), is manager of safety and security at Western Psychiatric Institute and Clinic of the University of Pittsburgh Medical Center Presbyterian Shadyside. She is also an adjunct professor of Sociology at Duquesne University and a member of ASIS International's Quarter Century Club.

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