

# Retired Navy Captain Shares Strategies for Moving from the Military to the C-Suite

*In his book, [From CO to CEO](#), William Toti tells veterans what he learned from leaving the military and eventually rising to run multibillion-dollar companies.*

COCOA BEACH, FLORIDA, UNITED STATES, October 23, 2023 /EINPresswire.com/ -- When Capt. William Toti decided to retire from the Navy after 26 years and transition to the civilian market, he quickly discovered the experience wouldn't be anything like what he was told. In his book, [From CO to CEO: A Practical Guide for Transitioning from Military to Industry Leadership](#), Toti prepares veterans with lessons and advice from the "real world" to help them make a successful leap from the military to civilian leadership positions.

Prior to his retirement from the Navy, Toti sought advice from fellow veterans who had already transitioned. This is where things took an unexpected turn.

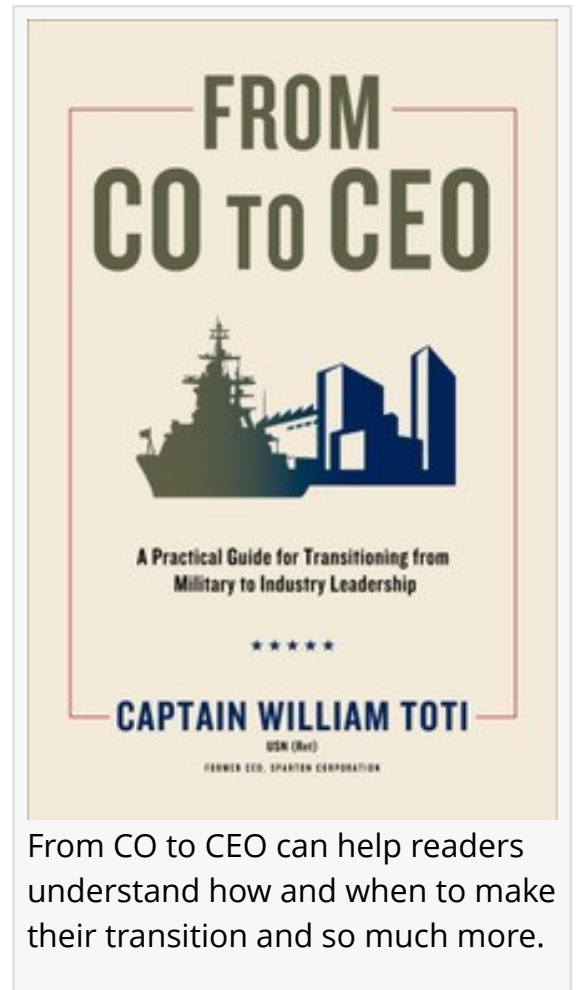
"I started realizing that these people I'm asking for advice from aren't where I want to be," Toti said in a recent interview.

So he took a different approach, and it proved to be a step in the right direction.

"I realigned my focus of who I sought mentorship from," Toti said. "I started seeking advice almost entirely from non-vets who had been in industry for a long time and were at that level."

Toti isn't alone in feeling unprepared for certain aspects of transitioning to civilian employment. More than 200,000 service members separate from the military each year, and more than half of those surveyed about the process felt as if they had little to no help with the transition.

But Toti is one of the lucky ones. He managed to successfully progress from captain of a nuclear submarine to a captain of industry, and after accumulating more than a decade of firsthand



From CO to CEO can help readers understand how and when to make their transition and so much more.

experiences related to transitional challenges for veterans, Toti decided to put it all on paper. From CO to CEO isn't filled with hand-waving aphorisms, Toti says, but rather, practical nuts-and-bolts advice for veterans and the companies that want to help their military veterans succeed.

"Any company will proudly recite the number of veterans they hire as employees, but none of those companies can tell you how many of those new hire veterans are still with them after five years," Toti noted. "Did you know that about 50% of military veterans leave their first job within two years of transitioning out of the military? This constitutes millions of dollars of lost investment in employee turnover."

From CO to CEO can help readers understand:

- How and when to make their transition.
- How to properly define goals for their future careers.
- How to prepare for job interviews, negotiate compensation and land the right position.
- What it takes to succeed in today's defense industry.
- The pluses and minuses of 20 career options.
- The language and assumptions of civilian business culture.
- And much more.



Capt. William Toti, U.S. Navy (retired) managed to successfully progress from captain of a nuclear submarine to a captain of industry.

"The book is intended to correct the defects the military injects into its transitioning veterans before they leave service; it's intended to help companies head off problems in assimilating new veteran employees; and it's intended to serve as a guide for transitioning veterans to help them understand the business environment and learn new skills necessary for them to succeed," Toti added.

“

I started seeking advice almost entirely from non-vets who had been in industry for a long time and were at that level."

*Capt. William Toti, U.S. Navy (retired)*

About the Author

William Toti served for more than 26 years on active duty, culminating as commodore of Submarine Squadron 3,

then 15 years as a corporate executive and eventually a CEO. He has been featured in several documentaries, including *The Lost Ships of World War II* (Fox), *USS Indianapolis: The Final Chapter* (PBS), *USS Indianapolis: Live from the Deep* (PBS), *USS Indianapolis: The Legacy*, *9/11: One Day in America* (National Geographic), *9/11: The Pentagon* (The History Channel) and *9/11:*

Inside the Pentagon (PBS).

For more information, please visit <https://williamtoti.com>, or follow him on Twitter (@william\_toti).

Amazon link: <https://www.amazon.com/CO-CEO-Practical-Transitioning-Leadership/dp/1637630638/>

From CO to CEO: A Practical Guide for Transitioning from Military to Industry Leadership

Publisher: Forefront Books

ISBN-10: □ 1637630638

ISBN-13: □ 978-1637630631

Available on Amazon.com

Trish Stevens

Ascot Media Group, Inc.

+1 832-334-2733

[email us here](#)

Visit us on social media:

[Facebook](#)

[Twitter](#)

[LinkedIn](#)

---

This press release can be viewed online at: <https://www.einpresswire.com/article/663708286>

EIN Presswire's priority is source transparency. We do not allow opaque clients, and our editors try to be careful about weeding out false and misleading content. As a user, if you see something we have missed, please do bring it to our attention. Your help is welcome. EIN Presswire, Everyone's Internet News Presswire™, tries to define some of the boundaries that are reasonable in today's world. Please see our Editorial Guidelines for more information.

© 1995-2023 Newsmatics Inc. All Right Reserved.