



# Don't Stop Believing !!!

## What's Next?

5 Steps to Writing  
Your Next Career Chapter

PeopleThink



ORGANIZATIONAL CONSULTING AND COACHING



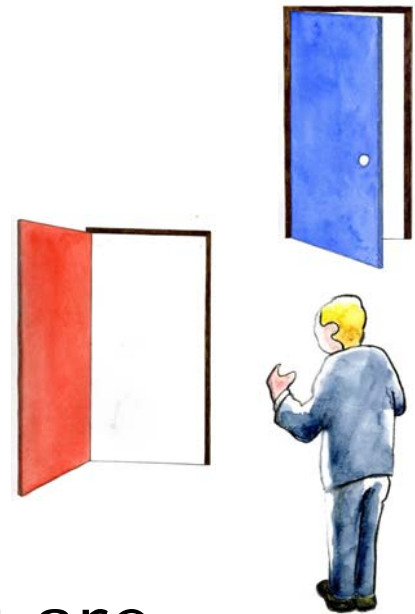
**I always knew I wanted  
to be somebody  
when I grew up,**

**I guess I should have  
been more specific.**

*Lily Tomlin*

# Why Are You Here Today?

- It's all about you...
- Focus on "what's next"
- Get very clear about who you are at this point in time
- Next steps – Launch Pad
- The Get Real Guide™ to Your Career**





## Who is in the Room?

1. Employed and looking for work?
2. Unemployed and looking for work?
3. Had nothing better to do tonight?

40 hours a week,  
50 weeks a year,  
for 40 years at work.



**That is 80,000 hours of our life.**

# The One Commonality We Are All Hearing...

- It's the economy...
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# Seven Hiring Trends – 2009

## 1. Increased salaries


 66% - increase salaries in 2009

 Down from 80% in 2008

## 2. Flexible work arrangements

 31% - provide more flexible options






## 3. Green jobs

 13% - plan to add “green jobs”

Source: CareerBuilder/1.09

# Seven Hiring Trends – 2009

## 4. Recruitment tools

-  19% - recruitment sites
-  15% - newspaper classifieds
-  12% - career fairs
-  12% - recruiters
-  7% - social networking sites

## 5. Retaining retirees

-  25% - fear loss of intellectual capital

Source: CareerBuilder/1.09

# Seven Hiring Trends – 2009

## 6. Diversity recruitment

- Hispanics, women, African-Americans and mature workers.
- 88% - greater emphasis on bilingual candidates

## 7. Freelance or contract hiring

- 28% - anticipate hiring contractors

Source: CareerBuilder/1.09

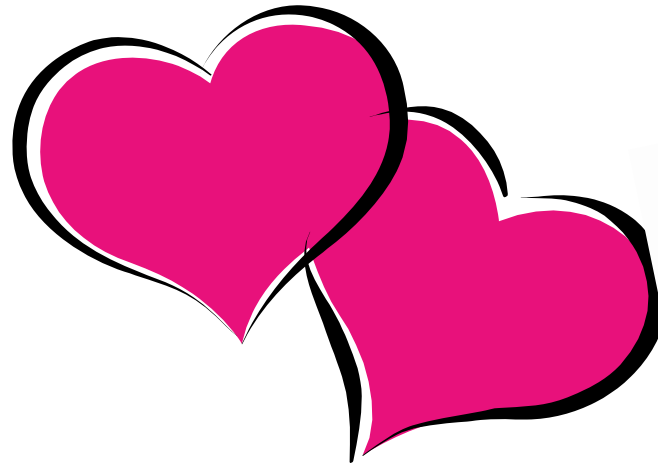
It is estimated that on average  
a person starting work today will have –

14 **full-time** jobs lasting two years or more

Four or five **full-time** careers in completely  
different businesses or industries.

Source: Brian Tracy's - *Goals!*

Love Your Work ...  
Like Your Work...



# It's a 5 Step Process

## 1. Taking Inventory

 Who are you and how did you get here?

## 2. Creating You

 Now that you know, what do you want next?

## 3. Designing Your Target Market

 How much time, whom do you speak to...

## 4. Getting Out There

 Start telling people what you want and landing the work

## 5. Taking Charge of Your Career

 Don't stop now...



**The real voyage  
of discovery  
is not in seeking  
new landscapes  
but in having new eyes...**



# Let's Reminisce

- ❁ What is the best work experience you have ever had in your life?
- ❁ Why?

# A Picture for 2009

1. Skills
2. Values
3. Show stoppers
4. People you want to speak to in 2009



Decision Authority  
Security  
Selling  
Supportive Environment  
Fun  
Teamwork  
Competition  
High Earnings  
Trust/Integrity  
Harmony & Affiliation  
**VALUES**  
Professional Growth  
Influence  
Inspiration  
Recognition  
Ethics  
Excellence  
Control  
Power & Authority  
Adventure/Excitement

Overly Talkative  
Perfectionist  
Fear of Failure  
Argumentative  
Inflexible  
Poor judge of other people  
Poor Listener  
Difficulty Managing Stress/Pressure  
Disorganized  
Closed-Minded  
Indecisive  
**SHOW STOPPERS**  
Burn-Out  
Compulsive  
Defensive  
Fear of Success  
Resistant to New Ideas and People  
Easily Irritated  
Workaholic

Suppliers  
• Past/Present

Friends

Community

Neighbors

Business/Professional  
Associations

Relatives

Alumnae

**3 PEOPLE YOU  
WANT TO SPEAK WITH  
IN 2009**

Customers

Personal Business  
• Bankers/Brokers

Spouse/Partner's  
Network

Co-Workers  
• Past/Present

# A Picture for 2009

# What's Next?

- 1. Focus**
- 2. Make a plan**
- 3. Know who you are...**
  - Use Your Picture for 2009
- 4. Maintain a consistent activity level**
- 5. Stay positive**

# What's Next?

**1. Tell everyone you know that you are looking for work**

- Help them to help you...





**Whatever you do,  
or dream you can,  
begin it.**

**Boldness has  
genius and power  
and magic in it.**

*Goethe*

# A no-nonsense guide to the career you want



Take a few minutes now, and maybe you'll change your life *forever*.  
Excerpt available at: <http://www.thegetrealguide.com/excerpt.asp>

# Thank You...

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