



Don't Stop Believing !!!

What's Next?

5 Steps to Writing
Your Next Career Chapter

PeopleThink



ORGANIZATIONAL CONSULTING AND COACHING



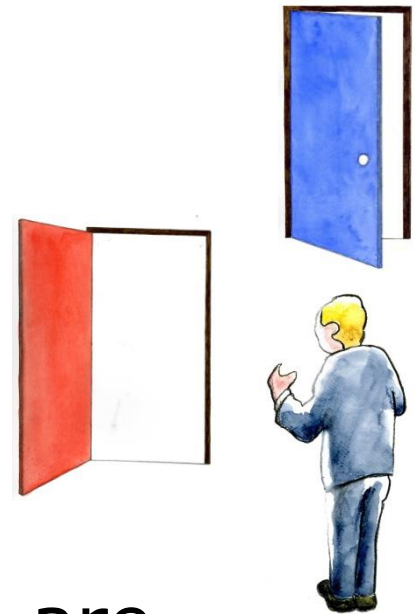
I always knew I wanted
to be somebody
when I grew up,

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

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

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 of You

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





Overly Talkative

Perfectionist

Fear of Failure

Argumentative

Inflexible

Poor judge of other people

Poor Listener

Difficulty Managing Stress/Pressure

Disorganized

Closed-Minded

SHOW STOPPERS

Indecisive

Defensive

Burn-Out

Compulsive

Fear of Success

Resistant to New Ideas and People

Easily Irritated

Workaholic

Suppliers
• Past/Present

Friends

Community

Neighbors

Business/Professional
Associations

Alumnae

Relatives

3 PEOPLE YOU WANT TO SPEAK To

Customers

Personal Business
• Bankers/Brokers

Spouse/Partner's
Network

Co-Workers
• Past/Present

A Picture of You



What's Next?

- 1. Focus**
- 2. Make a plan**
- 3. Know who you are...**
 - Use Your Picture
- 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...

Karen Colligan
415.440.7944

kcolligan@peoplethink.biz

www.PeopleThink.biz

www.TheGetRealGuide.com