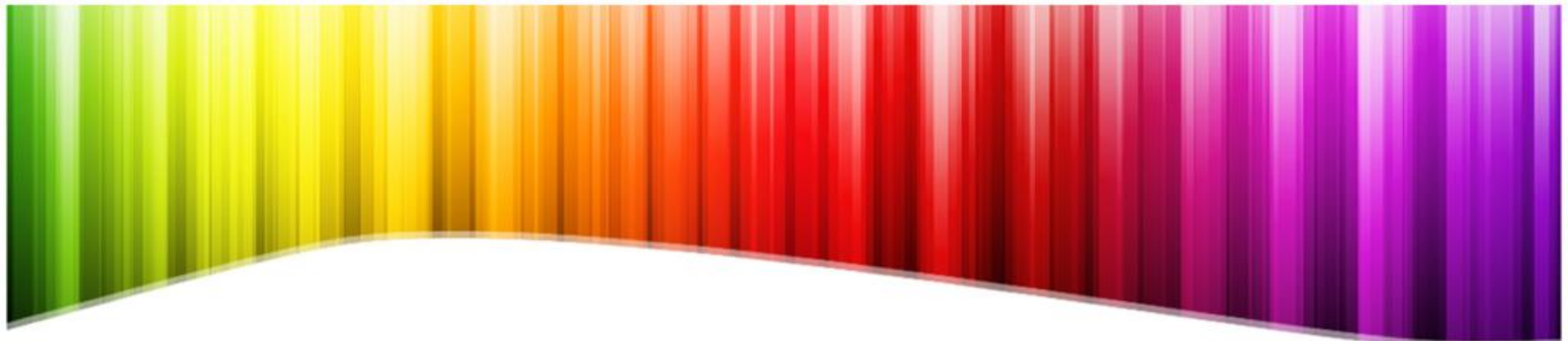


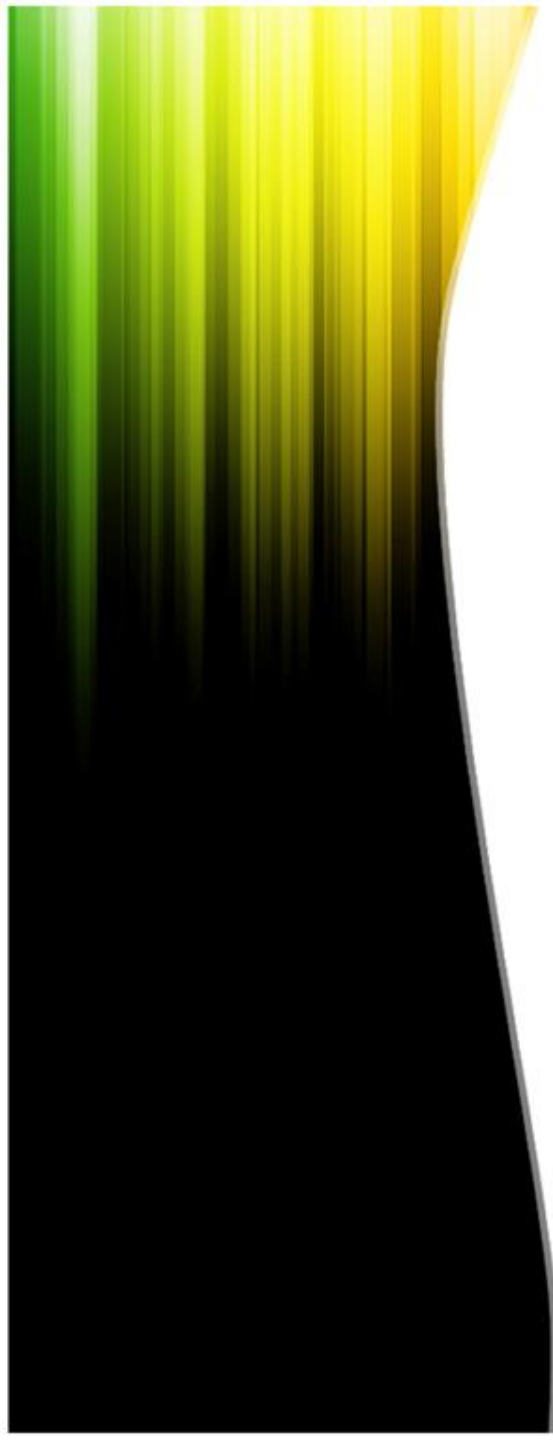
**“15 Things You MUST do to keep your  
Sanity & Thrive during your Job  
Search.”**



**1. YOU MUST address the stages of grief head-on, and effectively give them full-play rapidly as possible moving to acceptance.**



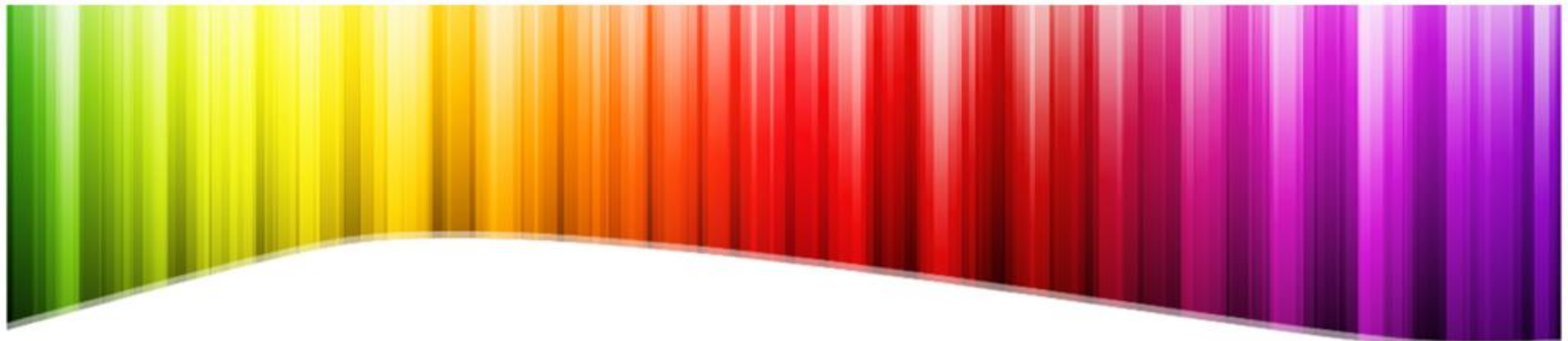
Denial – Shock  
Distraction – Panic, Fear  
Irritation – Anger  
Bargaining  
Feeling down – Depression  
Acceptance



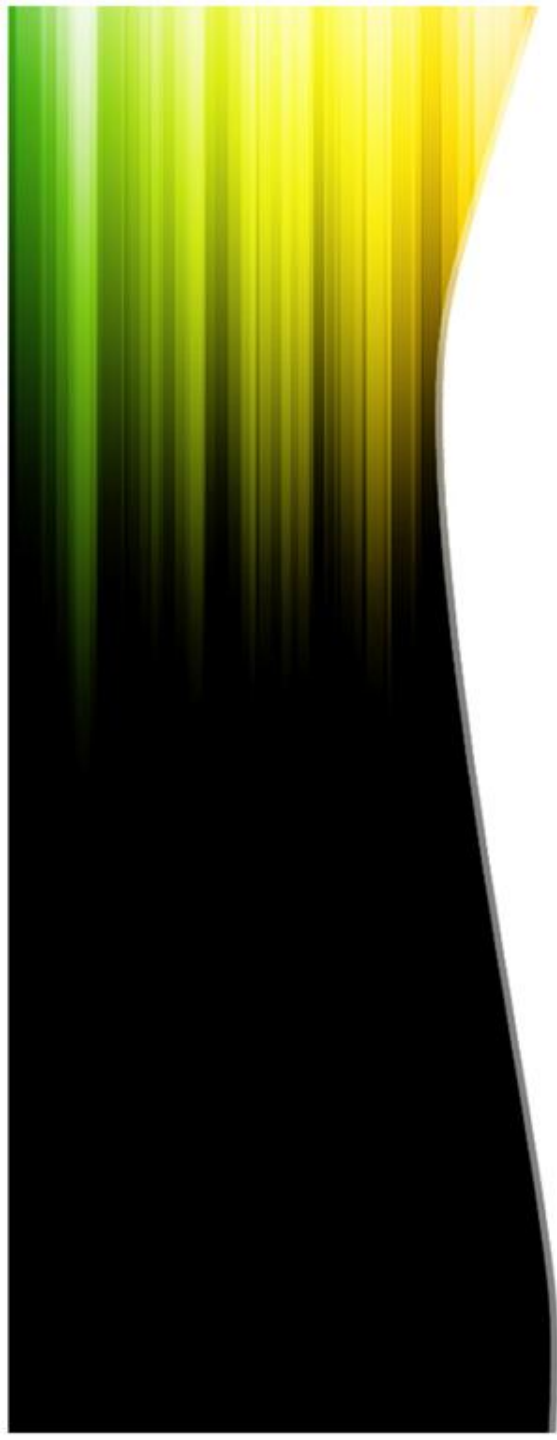
*How do I rapidly move through stages of grief and reframe into actions of hope and adventure to step into TRANSITION?*

You have a right to have these emotions.  
It is in your best interest to experience them fully.  
Allow them to have their FULL-PLAY.

*WARNING: If you don't rapidly process the stages of grief the result will be:  
A Job transition that is slow, stopped  
or in reverse.*



**2. MUST accept that this is the greatest opportunity you have to change your life into extraordinary having Hope and Adventure.**



Most of the greatest heroes and successful people  
Experienced major setbacks, hurdles, obstacles and  
Show stopping events.

In common: On the surface what looks like  
their biggest disaster was their greatest moment.

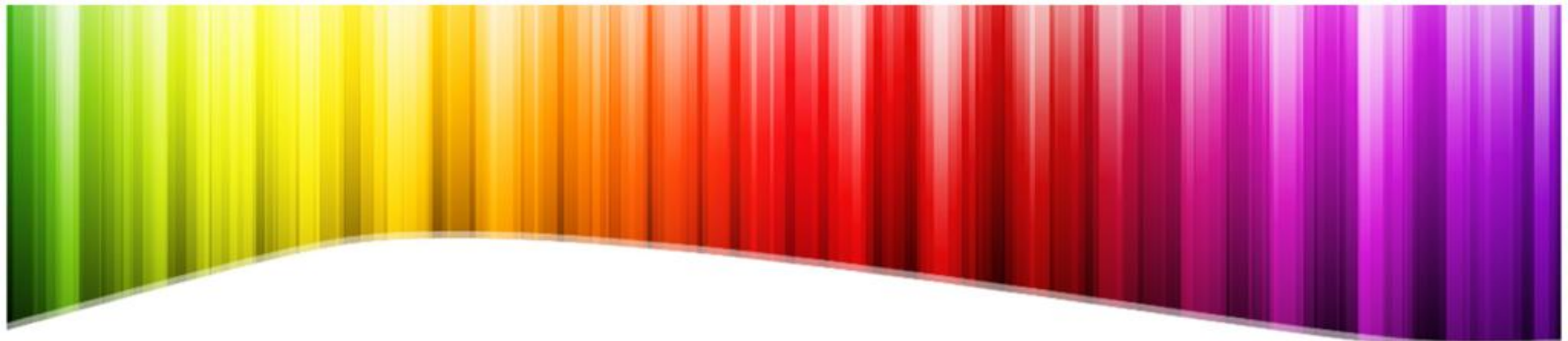
They had to Reframe Fear into Hope and Adventure

**Help me Obi one Cano-bi - You're My Only Hope**  
*Princess Lea*



Transition is new territory, an unknown personal wilderness.

***You MUST be willing to LET GO the Current State which has no profit for you and be willing to move toward an unknown future.***



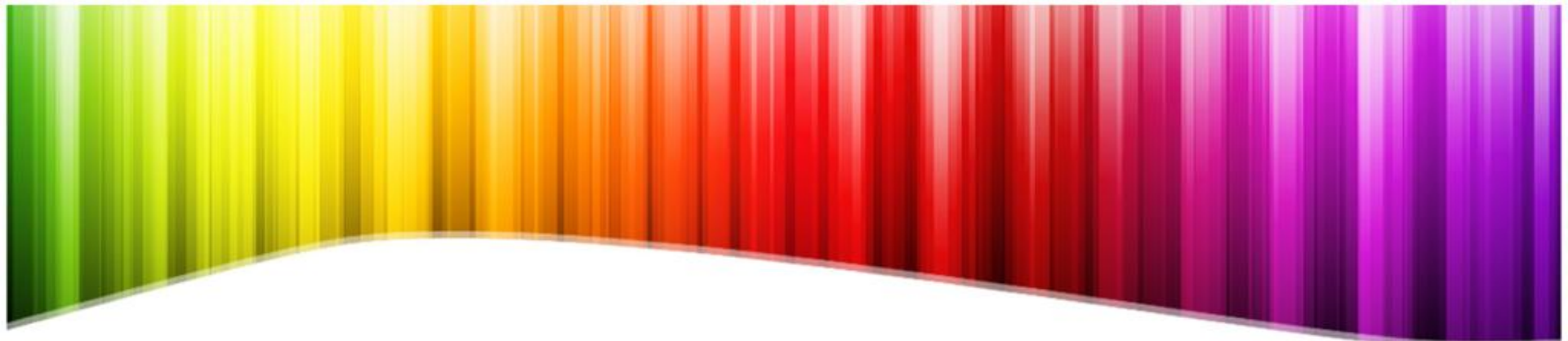
**3. YOU MUST take personal responsibility  
for where you are  
and where you're going  
and not going.**



# You are the CEO of YOURNAME.INC

***YOU MUST Reframe from “I don’t have a Job” to “you are the CEO of a brand new company called YOURNAME.INC.”***

And at YOURNAME.INC you are the CEO and that position ***is a full time job*** – so forget about, “I don’t have a Job.”



**4. YOU MUST start to operate by  
different rules used by highly successful  
people  
resulting in maximum effectiveness  
during stressful times.**

# RESILIENCE

Now the secret of handling major change is to rapidly move through these steps to accept the current state and get to work on your future state.

The key is to put RESILIENCE into action!

**Positive**

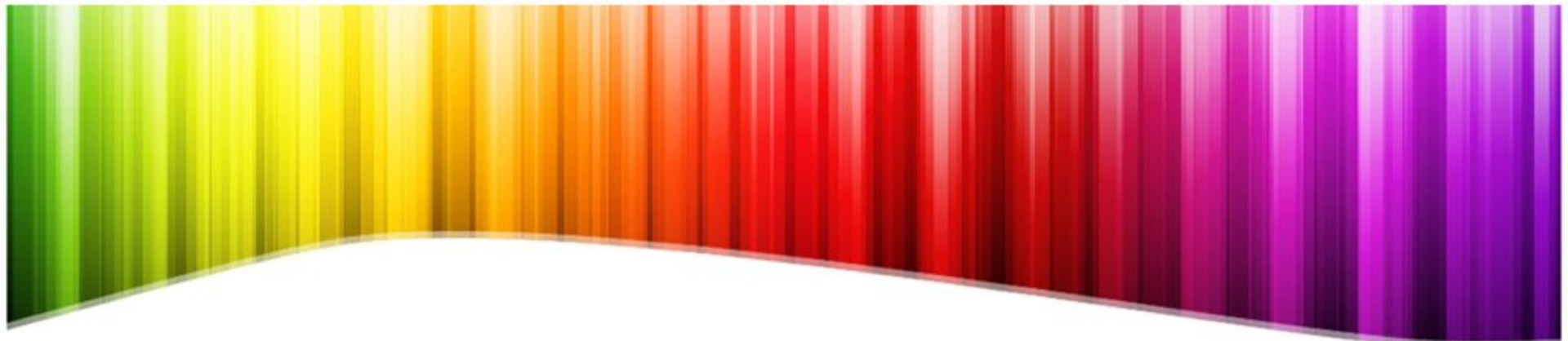
**Focused**

**Flexible**

**Organized**

**Proactive**

**Resilience is the number one skill that successful career seekers possess.**



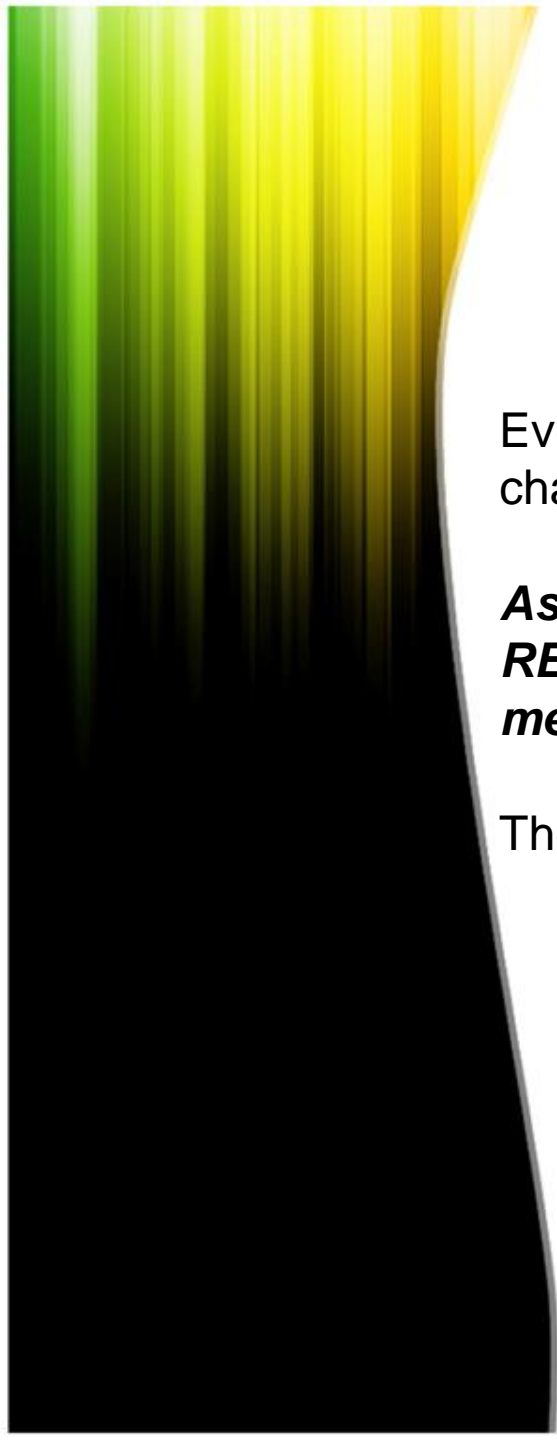
**5. YOU MUST surround yourself  
with key people that  
encourage, support and  
kick you when your down.**



***As a CEO YOU MUST TAKE PERSONAL RESPONSIBILITY AND hire (select) a small team of unpaid employees – who can freely communicate.***

Close friends to meet with them every week for encouragement, accountability, brainstorming and prayer.

Bounce off and use their Networks.



Every Company hires a consultant when they need to rapidly change to be successful.

***As CEO of YOURNAME.INC YOU MUST TAKE PERSON RESPONSIBILITY AND Select a consultant, coach or mentor that can be your Career Transition consultant.***

They will listen & help you transition successfully.



**6. YOU MUST know and align your  
passion, purpose  
to your next career opportunity.**




# **As CEO of YOURNAME.INC you must know where you're going.**

2<sup>nd</sup> biggest mistake in Career transition  
Is to move forward creating a resume, all the marketing materials, networking, preparing to interview without knowing what the product or market is.

I can do anything = The HR statement of Death

When you come to the Fork in the road – take it!



YOU MUST identify the employment (job/position) that aligns with

Your passion and purpose or bridges you closer to that job/position.

Good to get your team and coach to help you.

Don't let anybody put into a box on this. You MUST Prevail.



**7. YOU MUST have a vision and  
mission –  
a road to travel during this Transition.**



## **The Vision Statement**

The Vision statement is personal and has the end result in mine.

*To identify your passion and purpose for life ...  
And land a contract of employment (Job) that aligns with my passion,  
purpose and plans for my life.*

The Vision statement is personal and has the end result in mine.  
Keep your vision in front of you at all times.



## **The Mission Statement**

The Mission statement is the high-level concise statement describing what you do to reach your Vision Statement.

***Create and Market your Personal Brand that matches your passion and purpose to your target companies needs and wants effectively, and relentlessly while helping others do the same.***



At this point most people will jump into the how – creating resumes, cards, Signing up for training, attending everything.

You are about to step off from the status Quo and begin transition to realize your Vision by way of executing your mission. You will run into all types of obstacles that could bring you to a halt or hinder your progress.



**8. YOU MUST have built “WHY” and “PAIN”  
messages to help you transition past  
obstacles.**



# **AS CEO of YOURNAME.INC you have the Personal responsibility to create “WHY” Messages**

“WHY” to do something is much more powerful than  
“how” to do something.

Most people get stopped in accomplishment of any  
meaningful goal because  
They get “stuck” on “how” they will accomplish something.



# **AS CEO of YOURNAME.INC you have the Personal responsibility to create “WHY” Messages**

Create a list of things you are not able to do because  
You don't have a job?

Vacation  
Going out to eat  
Tickets  
Travel  
etc.

Ask: Why is that important to me? Cycle a few times and  
the answer is what you value the most that you are unable  
to do.

Create that list – post it – read it every day.



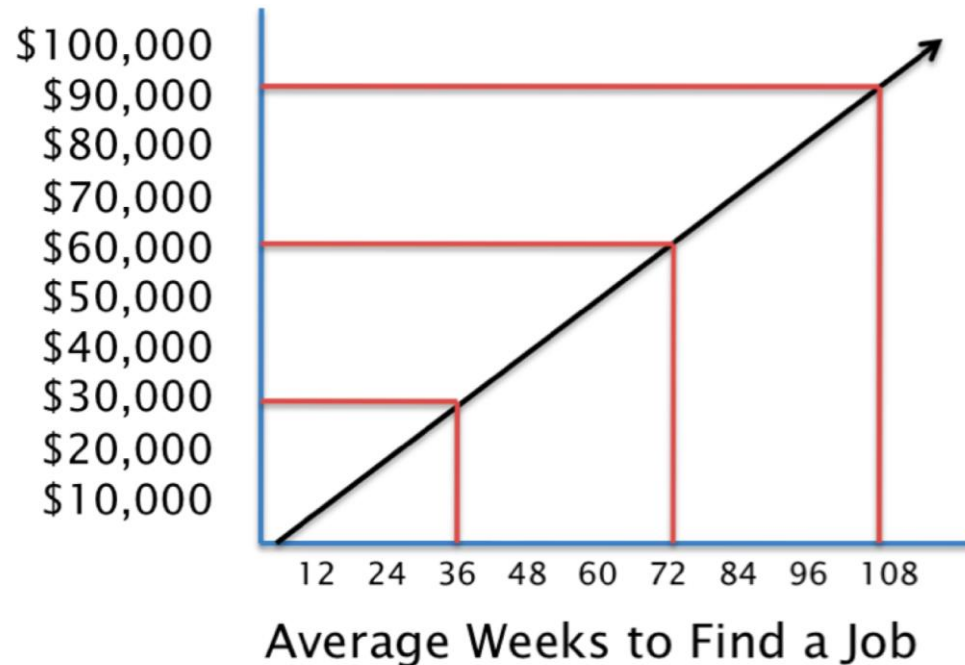
# **AS CEO of YOURNAME.INC you have the Personal responsibility to create “WHY” Messages**

The person who gets past the biggest obstacles is the person who has a big enough reason “why” to get themselves to take action and make things happen...

No matter how big or imposing the goal might appear.

# AS CEO of YOURNAME.INC you have the Personal responsibility to create “Pain” Messages

A pain message is a self-message that you play back to yourself to help you continue to transition through this process, even when you hit an obstacle.



# **AS CEO of YOURNAME.INC you have the Personal responsibility to create “Pain” Messages**

\$30K/Yr. Job = \$114.5/day, \$577/wk\* 36wks = \$21K average loss until you find your next job.

\$60K/Yr. Job = \$230.8/day, \$1,154/wk\*72wks=\$83K average loss until you find your next job.

\$90K/Yr. Job = \$346.2/day. \$1731/wk\* 108wks=\$188K average loss until you find your next job



# **AS CEO of YOURNAME.INC you have the Personal responsibility to create “Pain” Messages**

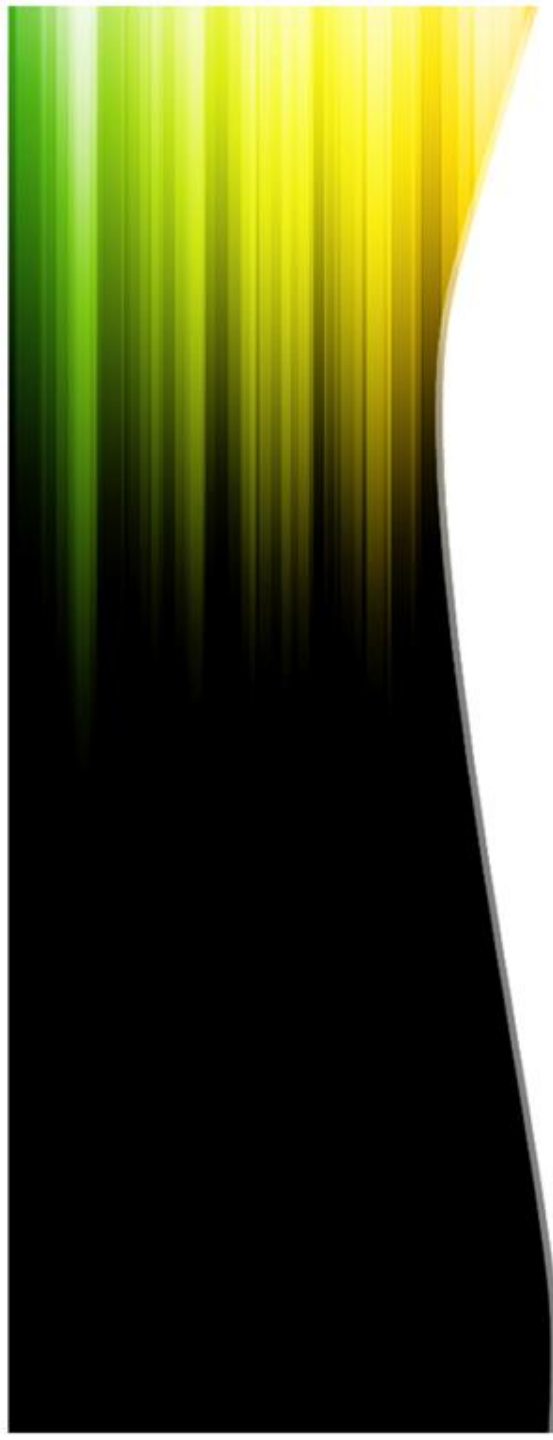
Now work the math to determine the daily, weekly,  
and monthly money loss.

Play this message back every day:

Everyday it is costing me \$\_\_\_\_\_ until I land  
A job!



**9. YOU MUST have a brand messages that  
excites  
the interest of the receiver  
not put them into a comatose state.**



**As CEO of YOURNAME.INC you are personally responsible to create excitement about what you can deliver to meet their needs.**

I understand you need an elevator speech.

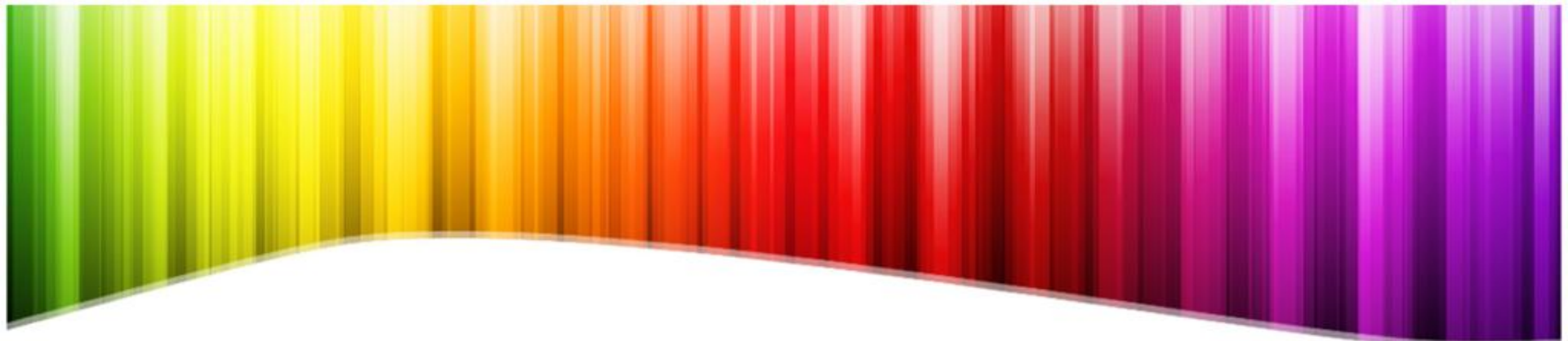
Use that in the interview or as a follow-up if the Receiver asks for more information.

You **MUST** excite them:

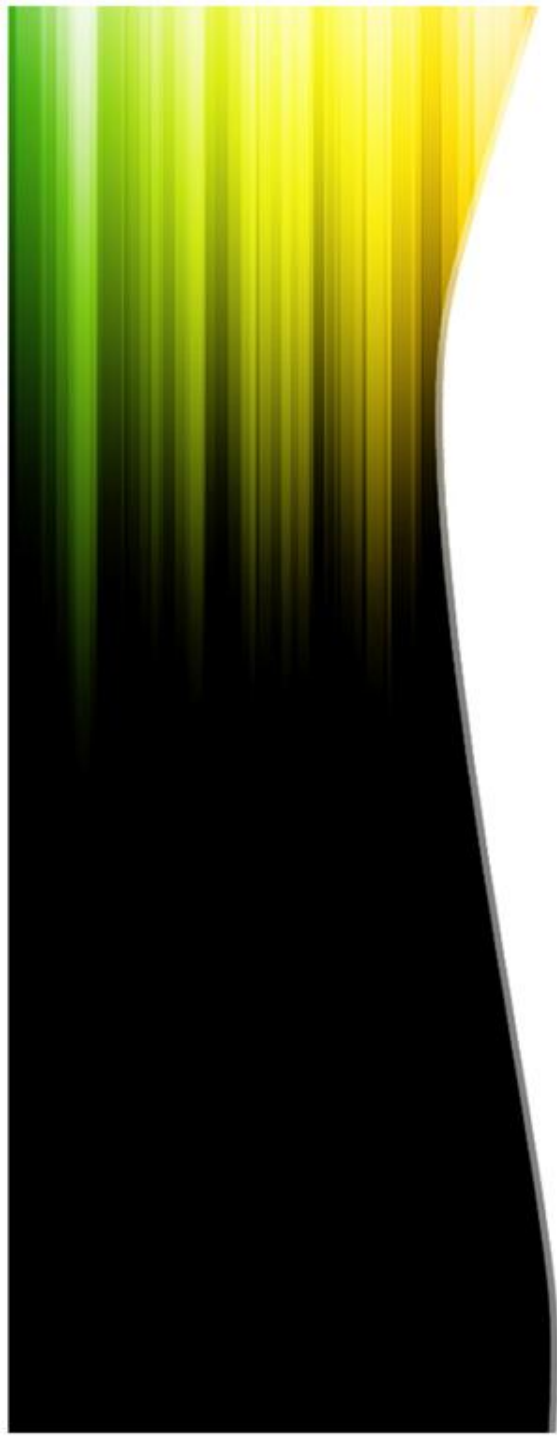
I make peoples dreams come true in economic redevelopment!

I love why people buy things and I help companies get people to buy their things to the tune of \$1M annually.

I help companies increase their value, effectiveness and profitability even in tough economic times.



**10. YOU MUST have and execute a personal plan to take care of and improve yourself mentally and physically during this transition process.**



The 3<sup>rd</sup> biggest mistake in career transition  
Is to neglect this area.

You need to re-address your budget during this time.

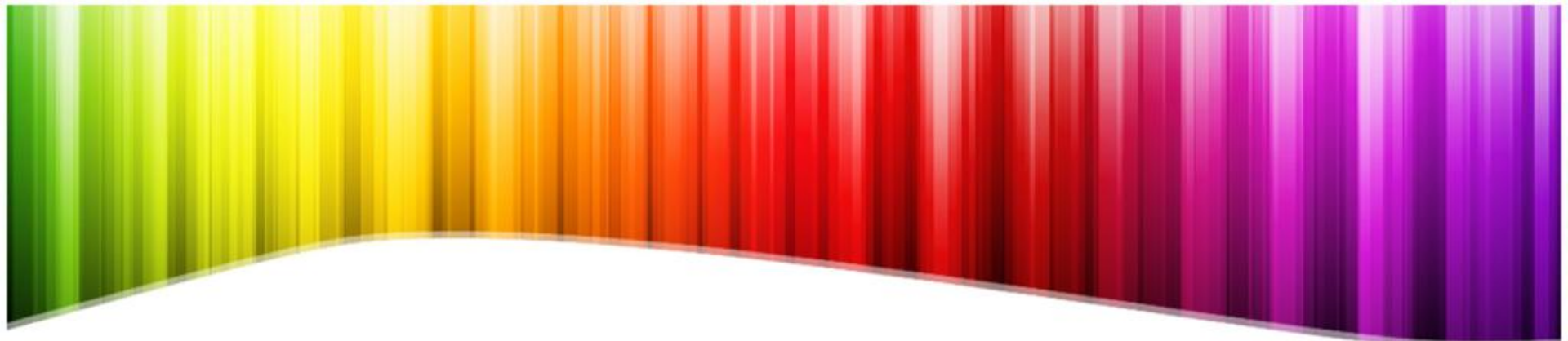
You need to take Friday nights and week-ends off.

Your need to treat yourself if you obtain a goal.

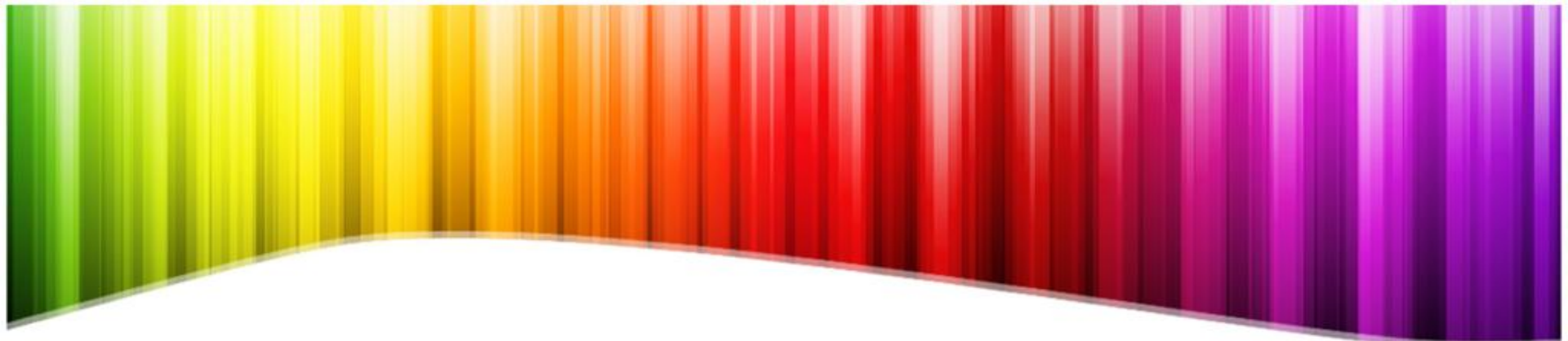
Your need to get enough sleep and rest.

Need to exercise. Great opportunity to manage your  
weight

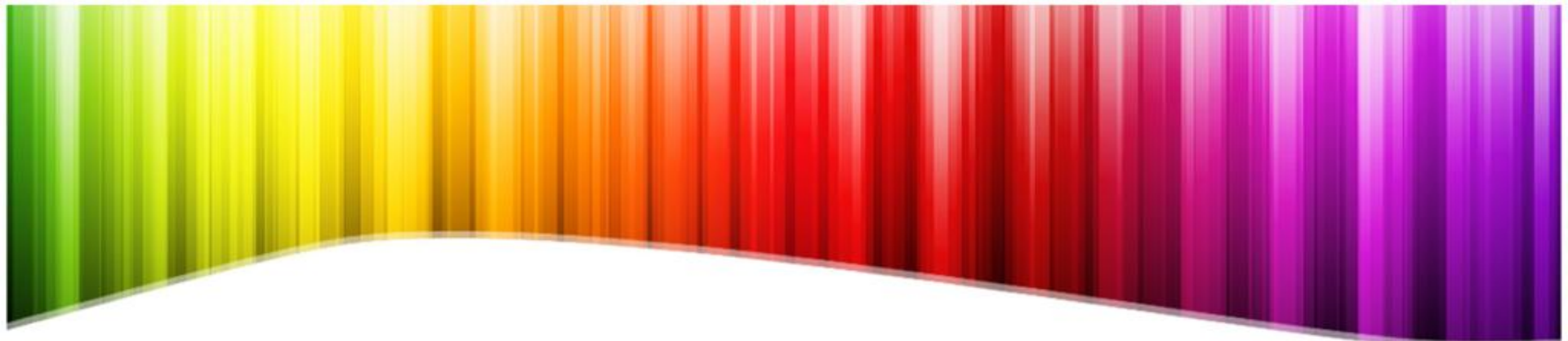
Need to go out with friends – remember you're a Big  
Time CEO.



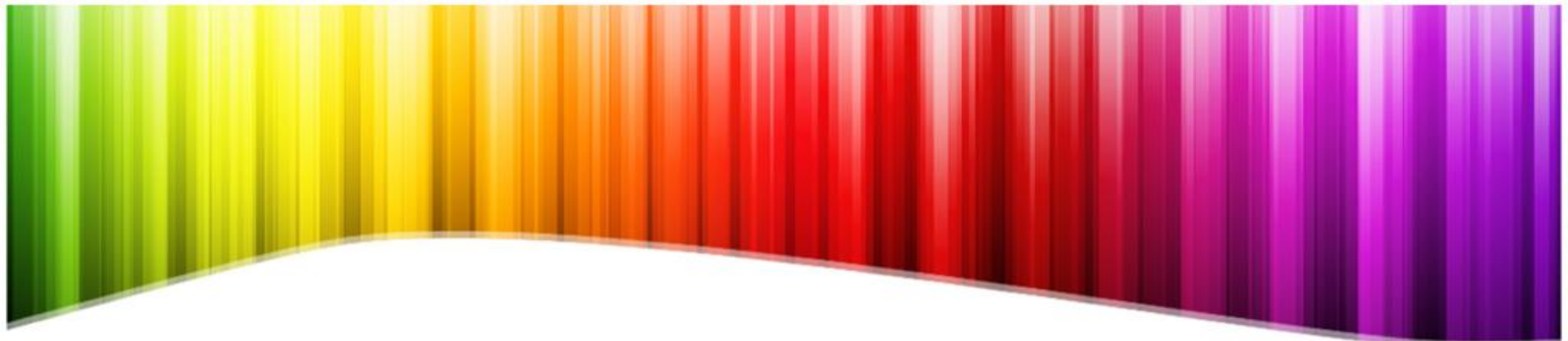
**11. YOU MUST state and prove  
past (measurable) performance that  
aligns with what the employer  
needs.**



**12. YOU MUST fearlessly network  
effectively  
without going to every  
event and seminar offered.**



**13. YOU MUST know your lines flawlessly  
with the ability to intersect  
with the employers needs  
showing how you can solve their  
problems adding  
Value, Effectiveness and profitability.**



**14. YOU MUST be ready to take a Bridge  
Opportunity that gets you closer  
to your goal.**



**15. YOU MUST ask for Help if you lost  
your way.**





# Thank You