

Setting Yourself Up for Employment Success



The first step to building confidence, is learning how to show it.

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Your Employment Success

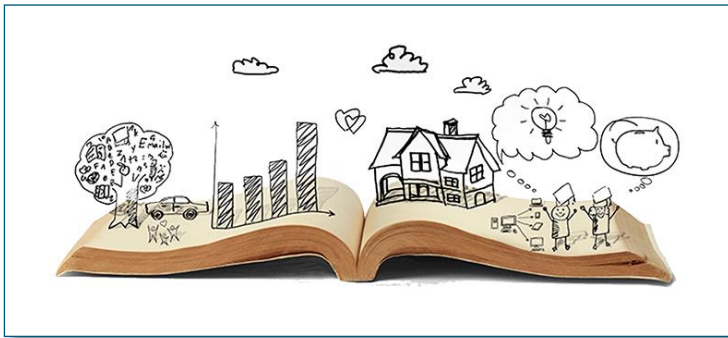
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What does success look like?

Think of someone you see as happy and successful. Write 3 words that describe them:



What's your story?



*Begin where you are. Start with what you have.
Believe in your own ability to improve*

Confidence is a SNAP!

S.....
N.....
A.....
P.....



People hire for attitude. They can train you for skills.

Dissolve Imposter Syndrome

One of the great superpowers of being a human being is our creative imagination ~ Todd Herman

Step One:

List the skill or ability you think you don't have.

Who am I to think I can:



Step Two:

List an example of when you've done this in another form or a different context.

Well, I'm the one who:

List another example:

And I'm the one who:

And another one:

And I'm the one who:

And one more:

And I'm the one who:

If you spot it, you've got it!

Be a legend in your own mind.

List 3 people in your target industry or career that you admire or look up to:

For each of these 3 people, list 2 of their outstanding skills or abilities:

Where do you demonstrate these abilities in another form?

What's Their Story?

There is only one question employers are asking:

There are three things all employers want to save:

Show, Don't Tell

Think of examples that demonstrate your ability to:

Solve problems

Manage conflict

Handle criticism

Seek feedback

Ask questions

Make decisions

Use initiative

Own mistakes

Share victories

Manage time

Handle setbacks

Prioritise

Collaborate

Lead others

Stay confident

It's the story that counts, not the context.

The Gaddie Pitch:

You know how... (problem you're solving)

Well, what I do is... (solution and emotion)

In fact... (example)

If you want advice ask for money. If you want money ask for advice.

List people or companies you can approach:



Your network is your net worth

- A picture tells a thousand words
- Headline your skills
- It's not about you
- The best way to get what you want in life is to help other people get what they want

Where does your ideal employer hang out and who with?

- Chamber of Commerce
- Industry associations
- Networking events
- Expos and displays
- Maker centres and innovation hubs

The AIDA Model

When everyone else is pitching, learn how to catch.

A.....

I.....

D.....

A.....

Questions trump answers every time

- What's the biggest challenge in your industry right now?
- How is that affecting your business?
- What solutions are you working on?
- What opportunities are you most excited about right now?
- Where do you see the most growth happening in the next few years?

- Do you have any connection in the xxx industry?
- Are you able to introduce me please?

(At the end of your interview)

- What learning and development programs do you offer your staff?
- If I'm unsuccessful, would you be open to a quick phone call?

Who is in your corner?

List the people you can contact to list as referees or write a reference:

Reference Tip: Everyone is busy. Send them dot points or a draft to edit.

Face It Till You Make It!

You cannot lose a conversation.
You either win, or you learn.



Talk Does Not Cook Rice

Knowledge is just a rumour until it lives in the muscle
~ West Papuan Proverb

Who will you contact this week:

For Advice:

For a Reference:

For a Referral:

To Join Their Network:

To Ask a Question:

To Attend Their Event:



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