

Remaking Your Career in Tough Times

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When your company or clients hit tough times, you may find yourself with fewer clients or without a job. Frequently that's when we reassess our careers, and maybe even our values; suddenly the grass looks greener elsewhere.

Whether you're considering a different vocation or just looking to reaffirm your chosen career, it is important to understand yourself, understand others, and develop a focus that aligns your purpose in life with their work. In other words: how to find your path.

MANAGING TRANSITIONS – WHAT IT TAKES TO SUCCEED

Managing a successful job-search campaign or reassessing your chosen career can be a challenging process. You are the person responsible for your own success -- not a counselor, a past employer or even the state of the marketplace. To succeed, you need to be active on your own behalf and believe that you will succeed.

You must understand your own strengths and your objectives in order to establish a game-plan that will result in not just finding another job or client -- but rather having a deeper understanding of yourself and your overall career objectives.

These eight common-sense steps have led to jobs for thousands of individual clients, and they will do the same for you. Remember:

- Take an Unconquerable Spirit Personal Inventory
 - Identify current strengths, overall work style and personal preferences.
- Refine Your Career Objective
 - It must be clear, focused and realistic-based firmly on your strengths and goals.
- Make a Dynamic Presentation
 - Your resume and self presentation must show you at your highest level of effectiveness.
- Prepare an Effective Marketing Strategy
 - A sound strategy will enable you to use your time most efficiently, and will be essential to the successful outcome of your market campaign.
- Build a Career Contact Network
 - Business relationships are vital to your campaign.
- Polish Your Interviewing and Negotiating Skills
 - Effective verbal skills can convert opportunities into job offers.
- Be Thorough and Persistent
 - Write effective letters, conduct productive meetings and follow-up on opportunities. Your commitment to implementing the plan will ensure a successful outcome.
- Take a Blonde Weekend

UNCONQUERABLE SPIRIT PROFILE

Directions:

Working across each horizontal row of four words, place a 4, 3, 2, or 1 in the space in front of each word. Numbers range from 4 being most like you to 1 being least like you. (What you value most) Rank each word by putting a number in the space in front of it. Total the columns vertically and write the total on the space provided.

___ Patient	___ Accurate	___ Direct	___ Friendly
___ Loyal	___ Systematic	___ Adventurous	___ Persuasive
___ Passive	___ Judgmental	___ Stubborn	___ Impulsive
___ Neighborly	___ Competent	___ Self-reliant	___ Confident
___ Gentle	___ Conventional	___ Forceful	___ Optimistic
___ Even-tempered	___ Restrained	___ Quick	___ Colorful
___ Predictable	___ Practical	___ Outspoken	___ Emotional
___ Easy mark	___ Perfectionist	___ Impatient	___ Talkative
___ Good listener	___ Law-abiding	___ Self-directed	___ High-spirited
___ Content	___ Cautious	___ Risk-taker	___ Playful
_____ Total	_____ Total	_____ Total	_____ Total
_____ Blue	_____ Green	_____ Red	_____ Yellow

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Unconquerable Spirit Communications
 How to Develop an Unconquerable Spirit
 Stress Savvy
 Relationship Selling
 Inter office Communications
 The 3 A's of Mastering Change

Clients Include:

Legacy Health System
 Providence Health System
 Law Firms
 Public Utilities
 City Management
 Associations and Corporate Teams
 Colleges and Universities