



Courage to Change

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Career Transition Experts for Your Prosperous Future

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Shary Raske

Transition from Work to Out-of-Work to Working Again

Ted was a national sales manager. Ambitious, driven, he always made his sales quotas. Imagine his surprise when his whole division closed. He went from a hundred miles an hour to zero. He thought he was job hunting, but when we did the analysis of how he spent his day, his actual job hunting time was less than 30 minutes a day. What was he doing the rest of the day? Catching up on yard work, doing errands for his elderly uncle, and believe it or not, he actually had gotten hooked on the afternoon soaps. *Days of Their Lives* was his favorite. How could this have happened to such a focused leader?

The biggest initial hurdle to putting together a great job search plan is to create structure for it. When Ted was working that was done for him. He knew when to get up, when to go to work, when to come home, and when to relax with his family. Then that had all been taken away, and without planning, one day turned into two, and then one month may turn into six months, and he was no closer to landing work. I have even seen professionals get so involved in other projects that they aren't even aware that they have completely stopped job hunting.

The first order of the day is to figure out WHEN you are going to job search, WHERE your job search headquarters are going to be, WHAT your occupational titles you will be targeting, WHAT organizations you want to learn more about, and WHO is going to help you.

What tends to happen is you take the easy, less-efficient road of just applying for jobs online. Unfortunately that is less than 12% - 25% of all openings. For executives it's even less than that.

To get your job search plan to include 100% of all openings, it going to take time, research, and preparation.

1. What organizations hire through auditions?
2. What organizations use a temp-to-hire approach?
3. What organizations pay their employees with incentives to find great talent like you?
4. What organizations only hires through informational meetings or career research meetings?
5. What professional associations posts job leads?
6. Does your LinkedIn profile have enough key-words for recruiters to find you?
7. Are you using Twitter effectively?
8. Have you trained people who care about you to send you job leads? Do they know what organizations you are targeting?

Once you know HOW to job search effectively then it's time to sequence your week. One target is to have 5 face-to-face meetings a week with 2 referrals on the average for each meeting. Track what you are doing, and notice any slippage. If you notice you are posting thought-provoking videos on Facebook five times a day, then that's an indicator that you are slacking off. If you have been looking for six months or longer, analyze how you are spending your time, and if you are not sure if your search is comprehensive enough, contact me.

You're invited to participate in Courage to Speak Up! Begins on May 4.

Shary Raske, Facilitator

Get Relief from: Nervousness, forgetting what you were going to say or getting lost in the middle of a presentation.

Class size is kept small and we encourage you to NOT prepare anything in advance. Never more than 12 people in any class. The effects of CTSU! are cumulative, so attend as many rotations as you'd like. Repeating is encouraged.

We usually meet 6 weeks and then take 2 weeks off. You can start anytime, but most wait until the start of a new cycle. Next cycle begins Sunday, May 4

Here are our 2014 class schedule:

Sunday evenings 6:50 pm – 8:40 pm (now enrolling for May)

Fee: Only \$15 per class or you may pay for six classes at a time.

You can start anytime! We encourage repeating classes as long as you want.

May 4, 11, 18, 25	June 1, 8, 29 (off 15, 22)
July 6, 13, 20, 27	August (off)
Sept 7, 14, 21, 28	Oct 5, 12 (off 19, 26)
Nov 2, 9, 16, 23, 30	Dec 7, 14, (off 21, 28)

Whatever your communication challenge, *Courage to Speak Up!* will provide you will a safe and supportive environment to gain greater confidence for greater influence.

OtherBenefits:

1. Communicate easily with family members and coworkers
2. Speak spontaneously without difficulty
3. Job interview with less nervousness and more power
4. Salary Negotiate with confidence

You must RSVP if you are new (or if you are going to miss a class)

The class is limited to 12 people, so get your spot today! (314) 560-1088
Repeating classes are recommended.

Many report that CTSU! classes (over time) help them feel more confident, think better on their feet, and influence with ease. Expect to leave feeling calmer than when you come in.

Location: Helix Center, 1100 Corporate Square, Saint Louis, MO 63132 (off of Old Olive Road, east of Lindbergh and west of Warson)

Here's to stress-free speaking! Call or text Shary Raske today at (314) 560-1088 to get your spot.

Leave your Name, Phone number, and Email address and we will get back to you promptly.

What people are saying about Shary's Salary Negotiation strategies:

<https://www.youtube.com/watch?v=vb9QLu2yOu8> only \$95 per half-hour

Also, ask us about job search training, choosing a new career focus, speaking from power, salary negotiation prep, and career advancement strategies.

Thanks for forwarding these helpful tips to others. Together we can wipe out career misery.



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