Driving Your Career Success

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What is Career Success?

Average number of **jobs per person:**



Average number of jobs in **first 10 years of work:**



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What is Career Success?

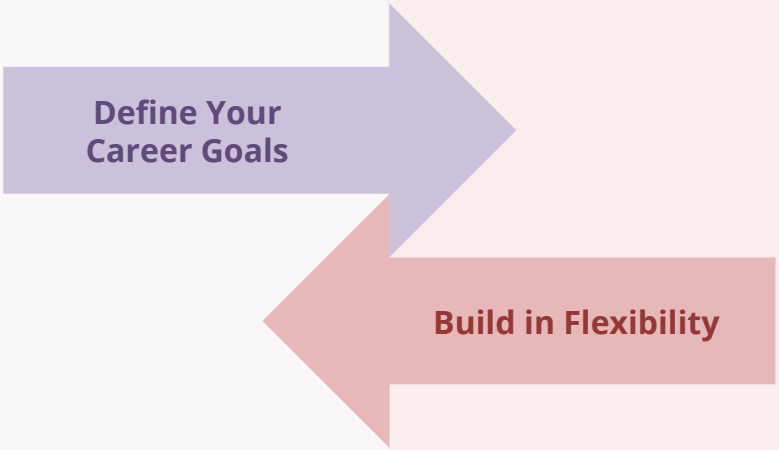
Navigating career success

1. Find the job that is right for you
2. Be Successful
3. Repeat

How do you achieve each of these steps?

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The Right Job For You?



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The Right Job For You?

Money will only motivate you to **turn up!**



On average a person will spend **13.5 years at work**

To 'self-actualize' you need

- Growth
- Purpose
- Work-life Balance
- Security

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The Right Job For You?

Money will only motivate you to **turn up!**



On average a person will spend **13.5 years at work**

Professional Sweet Spot

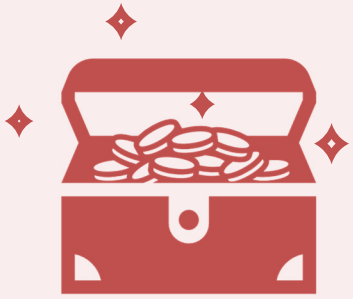
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The Right Job For You?

SKILLS
What are your strengths and development areas?

PASSIONS
What are you passionate about?



What would you do...?

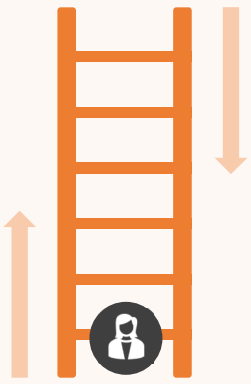
STYLE
Preferred environment, people, culture?

VALUES
What is most important to you?

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The Career Climb

Career Ladder



Career Climbing Wall



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How to be as Successful as Possible

1 — 2 — 3

PERFORMANCE

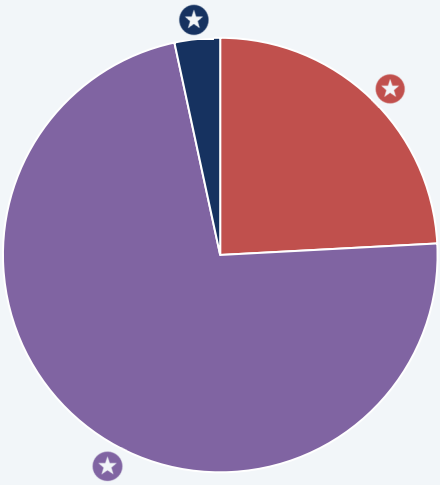
IMAGE

EXPOSURE



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How to Be as Successful as Possible



PERFORMANCE

Your job results

IMAGE

What others think about you

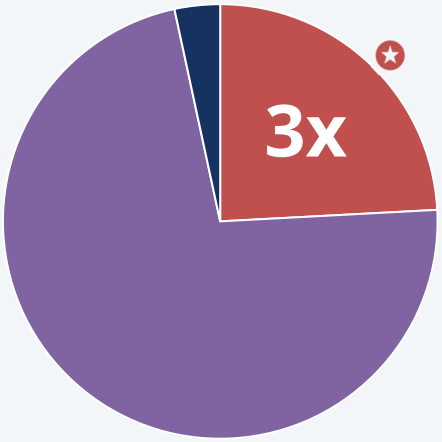
EXPOSURE

Your visibility

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How to Be as Successful as Possible



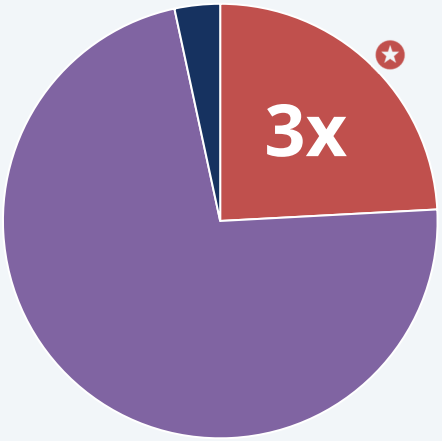
IMAGE

What others think about you

How you **behave**, **work with others** & your **attitude**

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How to Be as Successful as Possible



IMAGE

What others think about you

Valued **Leadership Attributes**:

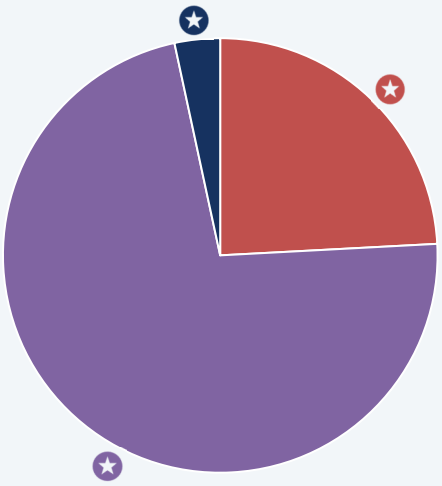
- Confidence under pressure
- Decisiveness
- Emotional Intelligence
- Proven Track Record
- Vision

Make it **observable!**

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How to Be as Successful as Possible



PERFORMANCE

Your job results

IMAGE

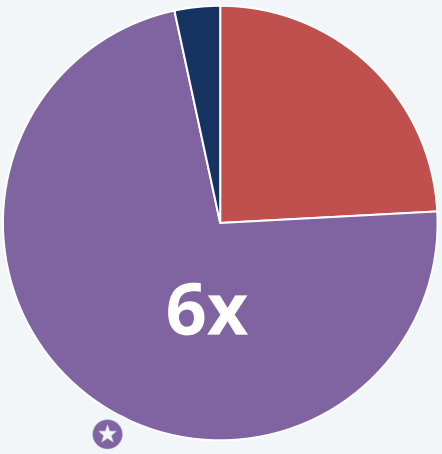
What others think about you

EXPOSURE

Your visibility

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How to Be as Successful as Possible



EXPOSURE

Your visibility

80% of all senior managerial jobs are placed through **recommendations** and **referrals**.

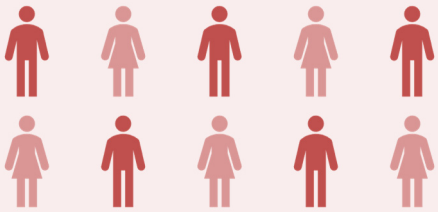
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Building a Powerful Network

Quality, Not Quantity

Find 10 People



Make contact and ask questions...

"What's going on?"

"What's most important to them?"

Show a willingness for...

- Idea Generation
- General Support
- Introductions
- Benefiting others

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