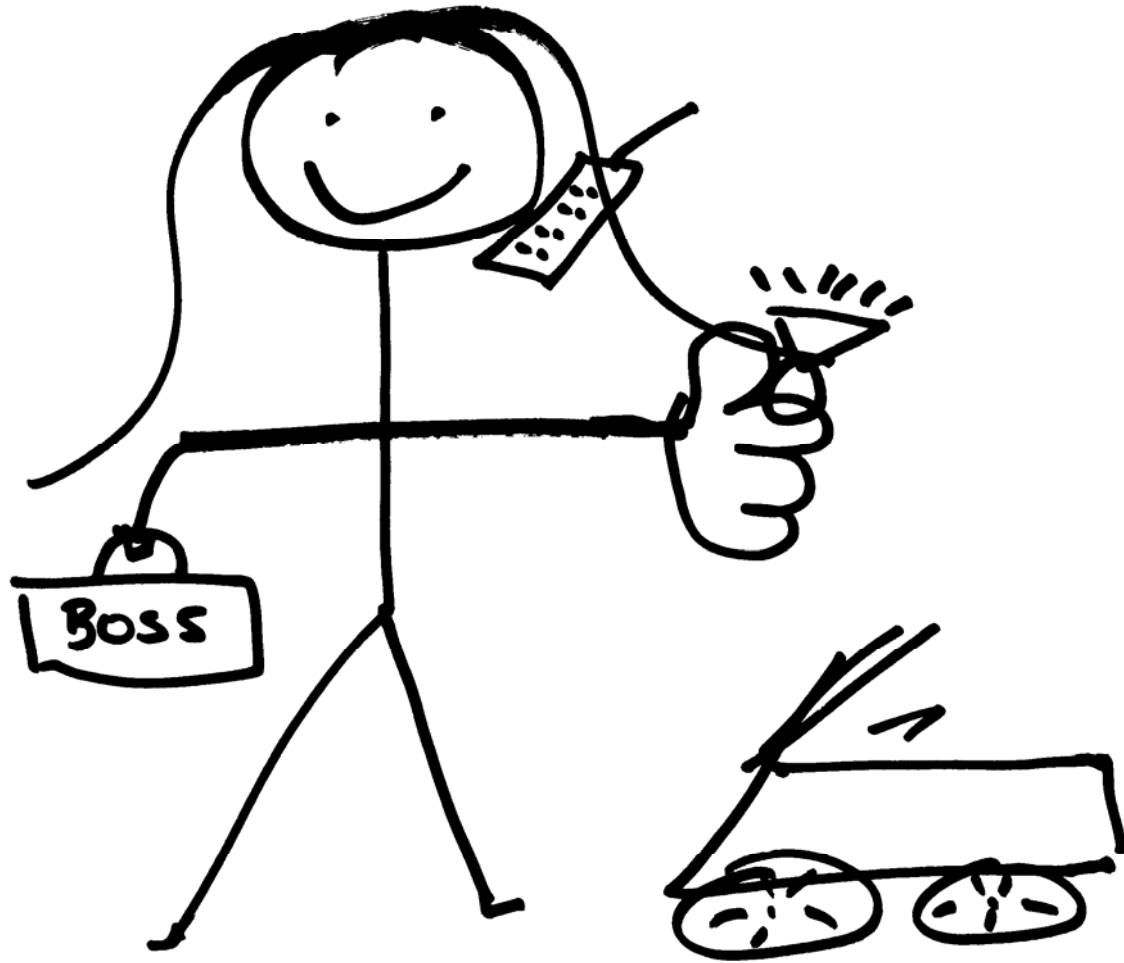


Getting Ahead – Tips for Promoting Yourself!

Top 10 Tips for getting ahead in your career and life

Nicole Underwood
General Manager
Entrée Recruitment



Tip 1...

Personal Marketing



What message are you sending?



Tip 2...

Confidence in Selling Yourself

- Self promotion minus the arrogance
- Outcomes not responsibilities
- Stick to fact, not opinion



Tip 3...

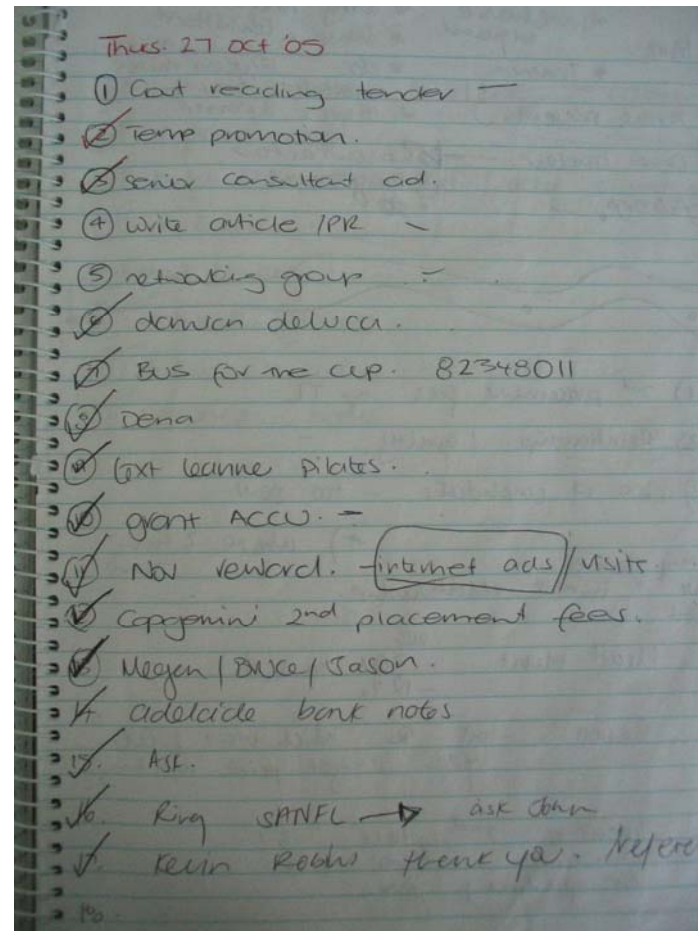
Relationships and Influence

1. Knowledge eg: readings
2. Networking
3. Stay in touch



Tip 4...

Remove Stress from your Life



Tip 5... *Control*

- Focus on the things you *can* control:
 - Attitude
 - Quality service
 - Determination



Tip 6...

Learning from mistakes

- Facts, not emotion
- Preparation
- Win/Win – what's in it for them?



Tip 7...*Listening*

- 80/20 rule
- Ask great questions
- 7% words, 38% vocal variety, 55% body language
- 93% unspoken communication



Tip 8...

Courage and Taking Risks

- Acknowledge fear and deal with it head on
- Learn from the experience



Tip 9...

Life Goals and the Magic Word 'Balance'

- Diet and exercise



- Visual goals



Tip 10...*Responsibility*

- You are responsible
- Successful people take action
- You miss 100% of the shots you don't take



If nothing changes, nothing changes

Different action will deliver different results





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