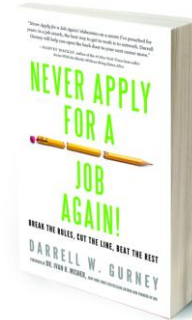




10 New Year's Command-Your-Career Resolutions

based on the principles of the brand new book

**[Never Apply for a Job Again:](#)
[Break the Rules,](#)
[Cut the Line,](#)
[Beat the Rest](#)**



Resolution #1: I will never, ever be a needy job searcher again.

As much as I feel uncertain, desperate, and scared of the unknown that lies ahead of me, I'll never stoop to front-door methods of career transition by competing with every other Tom, Dick and Harriet knocking on the front door as well. I will take this transition as an opportunity to do my career inventory, build my self-value, and get aligned with my true interests and passions.

"The Best Way to Get a Job is: Don't Be Looking for One" (Principle 1) will be my mantra...and I will actively engage in meeting people far and wide for reasons *other than* my need for a job.

Resolution #2: I will give myself the right to explore my real interests and passions. (And if I've never really figured out what they are, I will do that!)

I will let go of the dual-reality idea that my work and my real interests and passions are separate worlds and must forever remain so. I will begin to accept that there are ways in which those worlds can come together in forms in which I am paid handsomely, and I will begin my exploration to find those ways. I'm different from every other human being on the planet, and there are things that light me up that others may find dull. Therefore, it's my pleasure and responsibility to put my efforts into finding how I can bring whatever lights me up more fully into the world through my divine right work.

I will subscribe to the belief that **"An Ounce of Research is Worth a Pound of Job Search"** (Principle 2)...and I will begin investing ounces into my interests.

Resolution #3: I will be shamelessly "question-able" in my pursuit of information and relationships.

I will guide the exploration for what is next in my career by asking the right questions to the right people. Whether it is a job in a field in which I have no experience whatsoever, an opportunity to do something at the exciting and cutting-edge of a field I've been in for years, or an entrepreneurial venture that I'm gaining the

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DARRELL W. GURNEY (www.CareerGuy.com), Executive/Career Coach and 20-year recruiting veteran, supports people at all levels to make profitable transitions or create thriving businesses. He is the author of [Never Apply for a Job Again](#) and a personal and business brand strategist. His Stealth Method™ of networking has helped many individuals expand their reach within both careers and new client circles.

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courage to explore, I'll focus on obtaining information and the connections to be made in finding that information...and I'll let opportunities and jobs take care of themselves, arising naturally from the relationships and knowledge I gain.

I'll commit to demonstrating that **"A Question-Able Person Creates Enthusiastic Relationships"** (Principle 3).

Resolution #4: I'll reach to whatever high or holy levels I need to get the information I want.

I'll accept that human beings have a basic desire to help one another, and actually enjoy it. And I'll also subscribe to the belief that the best contribution I can make to another person is to let them contribute to me! Therefore, putting aside any sense of smallness or the idea that I could be a "bother" to people, I'll find research-focused ways to connect with people in high-level positions to get the info I need around my areas of passionate interest.

I'll adopt the mindset that **"You Can Never Have Too Much Information...And the Higher the Altitude, the Better"** (Principle 4).

Resolution #5: I will connect with everyone in my world to meet, greet and find the treat...but never from neediness.

I choose to believe that what I'm seeking is seeking me: but it's up to me to reach out my hand and get it! That means I'll take every opportunity to connect with those who show up around me, whether in a workshop, a barbershop, a line for coffee or an elevator. I will accept that the "elevator pitch" or 30-Second HELLO™ (Helping Everyone Locate and Land Opportunities) was created for just this reason, and I will be ready and willing to find a way to get into conversation with anyone who comes into my space...because I never know WHAT they know or WHO they know.

I will live by the motto that **"A Friend in Need Repulsion Doth Breed"** (Principle 5)...and, therefore, you'll never find me needy, but definitely "meety."

Resolution #6: I will deftly use the power of ego to gain entryway to amazing and extraordinary people.

I realize that I love it when someone thinks I have a particularly unique slant on something and they want my advice. I love giving advice! And I'm always interested afterwards to find out how my advice worked for someone. Therefore, I will turn this understanding of myself around and assume that others feel the same way. So, my job is to find ways to tap into the wisdom and expertise of others by having them feel that they are the only person on the planet that can answer my questions adequately.

"Call Me Expert, I'll Open My Door" (Principle 6) will be my tactic to tap the top.

Resolution #7: I'll turn every current and future relationship, if in any way locally or conceivably possible, into a face-to-face meeting.

I will acknowledge that in the midst of living in a "high tech" world, what is missing and that which makes a profound relationship difference is "high touch." Therefore, I will attempt to transform every relationship I possess, both new and old, into a face-to-face meeting. Never again will I believe that my social media

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followers or friends, whether LinkedIn to me or not, can ever really know me or be engaged to support me (and me them) as well as when we've connected in the flesh.

I resolve to meet, greet, and find the treat in every relationship I can muster, because **"Eyes to Eyes Gets You the Prize"** (Principle 7).

Resolution #8: I will learn to listen to people, and have them feel that their wisdom, experience, and input is the voice of the Divine.

Since I am solely looking for information and relationships, trusting that jobs and opportunities will take care of themselves, I will begin every conversation with a subject that everyone likes to discuss most: themselves! I realize that most people are never truly listened to, as I am often not. Therefore, I will be the change I want to see in the world, being interested rather than interesting in my meetings. I will waste no time getting straight to this most important subject, and I will probe and prod folks to share with me what got them where they are, why they made the choices they did, and how, in general, they became the absolute Rockstar that they are. I will be authentic in this, because once I stop talking about myself and what I need and learn to truly listen to others, I will be blown away by the awesomeness of the folks I'm privileged to meet.

This willingness to evoke and encourage people to share about themselves will help me in **"Building Relationship Equity...One Meeting at a Time"** (Principle 8).

Resolution #9: I will never, ever submerge in a job or business opportunity again and let my network die. I would die before I let my network die.

I realize that I'm where I am now because I have not proactively nurtured nor even kept alive an ongoing "career tribe" through thick and thin. Therefore, this time, I will not only build my relationships base far and wide, but I will find creative and continual ways to keep those relationships alive...because I never know when a better opportunity will come along.

My job is to stay constantly in the forefront of people's awareness because **"Top of Mind is Easy to Find"** (Principle 9) for opportunities that arise everywhere and all the time.

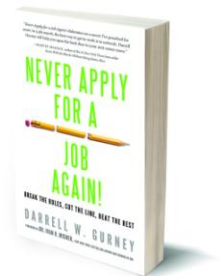
Resolution #10: I will never consider myself simply an employee again. I have learned from shoes dropping too many times that I must manage my own career...because nobody else is going to do it for me.

I hereby let go of the idea that there can ever be any true "security" in a job...though I may choose, when it serves my own business, to take a job. But I am under no illusions that I own a business, renting out my employable assets. Therefore, I will actively manage my own business, and busy-ness, so as to always get the highest return available from them.

I will **"Treat Myself Like a Business to Stay in Business"** (Principle 10).

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