McCombs Career Webinar

Thursday, February 21
Repurpose Your Career – 5 Steps to Your Next Career Pivot

by Marc Miller
Career Pivot | Career Design | Professional Speaker | Author - Repurpose Your Career | www.CareerPivot.com
Raised
Work

1978 - 2000
22 Years of Wandering

Programmer
IT Help Desk
Sales
IT Consultant
Quality
Training
Marketing
Startup

Agere Inc.

2000 - 2003
Moment of Clarity
Teacher Certification
Algebra Teacher

Austin Independent School District

2004 - 2006
Launch Pad Job Club
Non-Profit

Jewish Community Association of Austin

2006 - 2007
Startup

LifeSize®
A division of Logitech

2007 - 2011
Entrepreneur

Career Pivot

Launched in 2012
Who are you?

- **Years of work experience**
  - Less than 10 years
  - Between 11 and 20 years
  - Between 21 and 30 years
  - More than 30 years

- **Current status**
  - Employed but looking to change jobs
  - Employed looking to change careers
  - Unemployed
  - Retired
  - Re-entering the workforce
5 Steps to Your Career Pivot

1. Know Thyself
2. Build Your Tribe
3. Act on Facts. Not on Assumptions
4. Learn How to Network Strategically
5. Learn How to Ask for Help

I will stop for questions after each step.
Step 1 – Know Thy Self
Know Thyself

Birkman
Reaching Further

Clifton StrengthsFinder 2.0

MBTI®

DISC

Challenge
Results
Accuracy
Stability

Action
Enthusiasm
Collaboration
Support
Know Thyself

GET HELP!
Moments of Clarity
Career Reflection

Boss

Team

Multi-Tasking

Structure/Rules
Career Reflection

Activity

Rewards

Emotional Environment
Questions

Questions in the queue?
Step 2 – Build Your Tribe
Build Your Tribe

Your *tribe* consists of your *connections* when asked for a *favor* are likely to *come through* for you!
Build Your Tribe

Referral Economy

Cultivation
Build Your Tribe

Fan Club
Step 3 – Act on Facts
Act on Facts

Assumptions are very dangerous!
Act on Facts

- Entrance requirements
- Hiring Practices
- Compensation
- Benefits
- Working Conditions
Questions

Questions in the queue?
Step 4 – Network Strategically
Networking Strategically

Ask for AIR

Advice, Insights and Recommendations
Networking Strategically

Target Company

Current Employee

Former Employee
Networking Strategically

LinkedIn Advanced Search
Step 5 – Ask for Help
Ask for Help
Questions

Questions in the queue?
Repurpose Your Career Book

http://www.amazon.com/dp/0988700506/

Available on Kindle
Resources

http://careerpivot.com/tag/mccombs/

Career Reflection Worksheet
http://careerpivot.com/mccombs-worksheet
Marc Miller and Career Pivot

Website: http://careerpivot.com/
Blog: http://careerpivot.com/blog

E-Mail: Marc@CareerPivot.com
Twitter: @Careerpivot
FB: http://facebook.com/careerpivot
LinkedIn: http://linkedin.com/in/mrmiller
RebelMouse: http://rebelmouse.com/Careerpivot
Thank You!

- The recording of today’s presentation, along with the PowerPoint slides, will be available on our Career Resources web page by early next week:

http://www.mccombs.utexas.edu/Alumni/Career.aspx