

CAREER DECLARATION FROM NOW TO NEXT

What are your professional 10-year goals? (2025)

What are your professional 5-year goals? (2020)

What are your professional 1-year goals? (2016)

What three things hold you back from achieving these goals?

1. _____

2. _____

3. _____

What's Your Gap? Advisor Checklist

Circle 3 advisors you need to help you achieve your goals.

Underline 2 skills that you have to offer others.

Management and Leadership

Technology - Innovation

Health & Wellness

Marketing/branding/image

Financial - Business

Social Media

Political/Internal

Public Speaking

Philanthropic & Boards

Communication - Written

Career

Big Thinker Guru

Communication - Verbal

Family/Relationship Spiritual

Educational

1. _____

2. _____

3. _____



PROFESSIONAL NETWORKING

Who do you know - Who do you need to know

Name 12 people that can help you get from now to next.

Be specific. Include name and title.

Internal: Up/Down

1. _____
2. _____
3. _____

Unknown-Think Big

1. _____
2. _____
3. _____

External: Professional & Personal/Former Bosses

1. _____
2. _____
3. _____

External: Vendors & SME's

1. _____
2. _____
3. _____

Advisor: An advisor is an individual or external to your organization who provides specific advice and/or subject matter expertise on a particular question, problem or challenge that you are having. Advisors should be cultivated over time and often develop into sponsors.

Sponsor: A sponsor is a person who uses his or her professional and social capital on your behalf. They advocate on your behalf for promotion, bonuses, and new opportunities. They bring you on a client pitch, introduce you to the best clients, and make the case for your increased compensation.

Mentor: Someone to whom you can tell "the good, the bad, the ugly". They truly care about your professional and personal growth. This is a person you admire and respect, and who can offer strategic and intelligent advice on career growth, by virtue of his or her professional stature.



THE ASK - YOUR PITCH - YOUR APPROACH

Now that you know **what** help you need and **who** to ask, **how** do you ask and what do you say?

Examples are: *If you were me...*

Who would you talk to? What would you read? How would you...

Example: *I am looking to explore what's next in the space and I would appreciate your advice.*

I noticed that you are on several Non-Profit/Corporate Boards. A goal of mine is to begin to do some board work.

- *If you were me, how would you start? What would you do to begin? How did you get started and what do I need to do to get started?*

I noticed that you know Mr. _____ and I am looking to meet him to speak with him about _____.

- *If you were me, how would you approach him?*

I noticed that you're very savvy at marketing and business development. I'm looking to grow my business.

- *If you were me, what would you do to grow my practice area?*



WHAT ARE YOUR NEXT STEPS?

90 Day Action Plan

Today

Next Week

Next 30 Days

Next 90 Days

I will invite 3 people (at your table or in the room) who can help with your professional development challenges:

1. _____ 2. _____ 3. _____

I will send 3 invitations next week for coffee/breakfast/cocktails:

1. _____ 2. _____ 3. _____

I will advise _____ on _____

I will ask _____ about _____

I will connect with _____ about _____

I will send _____ an email requesting _____

