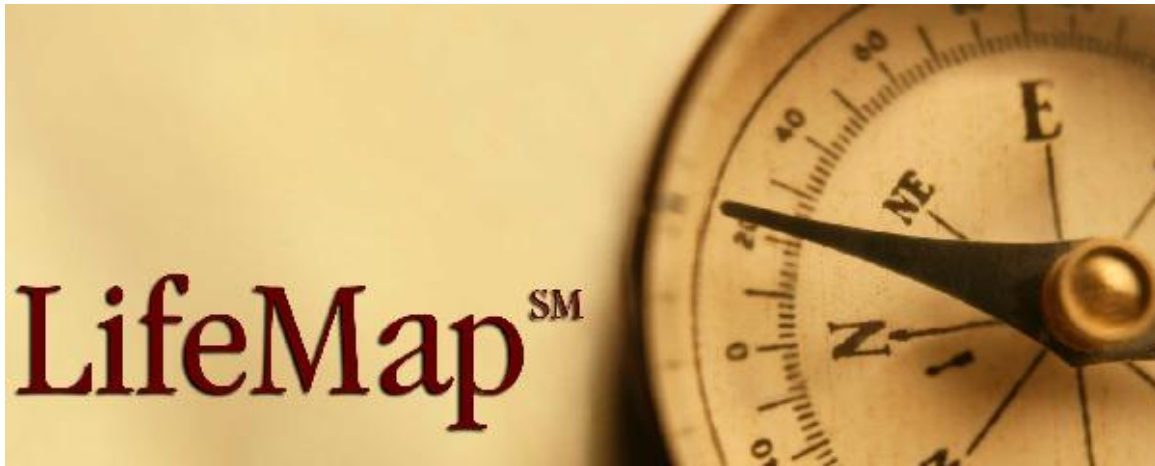


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*LifeMap is a navigational tool to help you on your path towards personal and professional success.*

*Our belief is that you can achieve a more rewarding career, a more productive organization and a more satisfying life.*

June 2017

**This Month's Message:**

**Get Promoted Faster.**

**Paths Forward:**

**CAREER BEST SELLER**

**Tired of boring meetings??**

**Need Career Coaching?**

To subscribe a friend, colleague or family member to this free newsletter - email their address to [drpaul@drpaulpowers.com](mailto:drpaul@drpaulpowers.com) with the subject line "send LifeMap"

**Get Promoted Faster.**

I've had many people tell me, "It feels like I've been waiting forever for a promotion." My response is always the same, "Waiting is neither a strategy nor a technique to get promoted". If you want a promotion you've got to create a proactive plan to make it happen and then implement it with diligence, energy and creativity.

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There is no one best way to get promoted. Often you've got to try a few different techniques simultaneously. What follows is a list of techniques to include in your strategy. One caveat: Do not automatically reject those that do not cater to your native temperament. Assess whether you are rejecting it because it doesn't suit your particular situation or just because it may prod you into trying something different from what you're used to. If you are hoping for something

what you're used to. If you are hoping for something different to do this may be the very time to try expanding your repertoire of behaviors.

## Paths Forward:

\* **Assess Your Current Employer.** Take a good, long look around and determine if your employer makes it a regular habit to promote from within. Some do, some don't. Larger organizations tend to have more opportunities. If yours does, try some of the ideas below. If it doesn't, start packing your parachute and prepare to confidentially and systematically search for employment elsewhere.

Resource: [Don't Wear Flip-Flops to Your Interview: And Other Obvious Tips That You Should Be Following to Get the Job You Want](#)

\* **The Big Three.** 1. It doesn't matter if you don't love your current position, hate your boss or can't live under current working conditions. You are not going to get promoted without an excellent performance review. Do whatever it takes to get one or produce a string of them. If this is an impossibility then prepare to look elsewhere. 2. Display a great work ethic. Make the extra effort, show up a bit early or stay a bit late, volunteer for overtime, don't complain, whine or gossip. 3. Be well liked. Support your colleagues, share credit where it is due, be polite, courteous, friendly, and optimistic. This is the holy trinity of getting an internal promotion.

\* **Remember This Is A Job Search.** Yes, it's a different kind of job search but don't overlook any of the techniques you would be polishing for an external job hunt. Research competitive jobs and pay scales, expand your network, get your resume up to date, fill out any internal applications thoroughly, practice your interviewing skills, and prepare your references to speak positively on your behalf.

Resource: [Don't Wear Flip-Flops to Your Interview: And Other Obvious Tips That You Should Be Following to Get the Job You Want](#)

\* **Remember That Every Job Search Is A Selling Process.** Anyone who can influence hiring and doling out promotions should know you are looking to move up and are ready to move up. This means your boss, other managers, colleagues in other departments. A promotion isn't just going to come like a bolt out of the blue; it's going to come because you went looking for it. Be crisp and clear about what you are looking for and how you would excel at it.

\* **FANFIT.** Okay, you've looked and there seems to be no internal openings. Firstly, just because an open position hasn't been posted doesn't mean that it doesn't exist. This is why my prior point of being out there selling yourself is so important. But, even so, consider this story. Years ago, shortly after I started my consulting career, I was working with a successful entrepreneur who always wore a tie clip that read "FANFIT". One day I finally asked him about it. He said it was to remind him of how he had been able to build three very successful companies making him a wealthy man. He said FANFIT stood for "Find A Need and Fill IT". If you

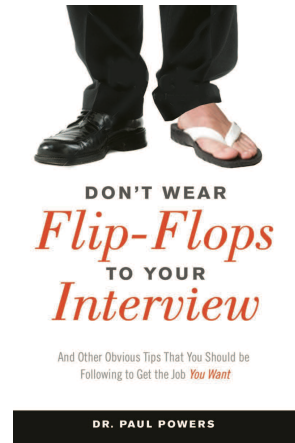
He said F.A.M.I. stood for Find a Need and Fill it. If you cannot find a specific internal position to apply for this might be a creative approach to try. Look around for an unmet need in your organization (better yet, one that directly affects the bottom line) and see if you can create a new position for which you are well equipped.

**LifeMap** (sm) is about making (not waiting for) the career and life changes you want.

### CAREER BEST SELLER

For the past 30 years I've surveyed successful job hunters and captured their proven shortcuts, insider knowledge and time-saving / stress-reducing tips.

My new book [Don't Wear Flip-Flops to Your Interview](#) is packed with strategies and techniques that are practical, market-proven, and easy to use. Added to this powerful mix, are the hard-won lessons from the personal experiences of thousands of professionals who have succeeded in the job changing game. It is not necessary for you to struggle to rediscover and reinvent the job hunting process. Here you will find the keys to a more productive, shorter and less stressful job search.



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**LifeMap** (sm) is about empowering you to bring the best ideas and practices to your workplace.

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Have an issue or question you'd like Dr. Paul to address in a future edition? Send an email to the email address listed below.

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**Sincerely,**

Dr. Paul

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