



Published by: [cryptojobhopper.com](https://cryptojobhopper.com) : Copyright © 2026 Crypto Job Hopper - All Rights Reserved.

## WORKBOOK — COURSE 3

### THE 30-DAY JOB SEARCH ACCELERATOR

#### Implementation Guide • Daily Actions • Systems • Templates

#### INTRODUCTION

##### Welcome to the Accelerator

The 30-Day Job Search Accelerator is a **high-intensity, high-clarity, high-momentum program** designed to help you break into crypto and AI with precision. This workbook is your daily companion — a structured, actionable guide that transforms your job search from overwhelming and reactive to strategic, confident, and consistent.

Crypto and AI move fast. Opportunities appear and disappear quickly. The people who succeed are the ones who show up every day with intention, clarity, and Proof of Work. This workbook gives you the exact system to do that.

## **What This Workbook Helps You Build**

By the end of these 30 days, you will have:

### **A complete professional identity**

- A defined niche
- A polished positioning statement
- A portfolio artifact that proves your value

### **A high-signal job search engine**

- Curated sources
- A tracking system
- A weekly ritual

### **A visibility and outreach system**

- Daily engagement
- Founder-ready DM scripts
- Published Proof of Work

### **Interview-ready preparation**

- Behavioral answers
- Founder interview pitch
- Negotiation scripts

### **A pipeline of real opportunities**

- Conversations with founders
- Warm intros
- High-signal applications

## **How to Use This Workbook**

- **Complete each day in order** — the system is designed to compound.
- **Write directly into the exercises** — clarity comes from writing.
- **Revisit your weekly reflections** — this is how you improve.

- **Treat this as a living document** — update it as you grow.
- **Stay consistent** — small daily actions beat sporadic effort.

## TABLE OF CONTENTS

**WEEK 1 — FOUNDATIONS** Day 1: Skills Audit Day 2: Target Roles Day 3: Positioning Statement Day 4: Job Search Engine Day 5: Tracking System Day 6: Weekly Ritual Day 7: Reflection

**WEEK 2 — POSITIONING & PROOF OF WORK** Day 8: Portfolio Setup Day 9: Proof of Work Plan Day 10–11: Build Your Proof of Work Day 12: Loom Walkthrough Day 13: Publish Your Work Day 14: Reflection

**WEEK 3 — EXECUTION & OUTREACH** Day 15: Application Sprint Day 16: Founder DM Scripts Day 17: Community Engagement Day 18–19: Outreach Sprint Day 20: Pipeline Review Day 21: Reflection

**WEEK 4 — INTERVIEWS & ACCELERATION** Day 22–23: Behavioral Prep Day 24: Founder Interview Prep Day 25: Negotiation Script Day 26–28: Interview Practice Day 29: Momentum Plan Day 30: Final Reflection

## WEEK 1 — FOUNDATIONS

*Build clarity, direction, and your job search operating system.*

### What You'll Accomplish This Week

- Identify your strongest skills
- Define your target roles
- Build your job search engine
- Set up your tracking system
- Establish your weekly ritual

### Why This Week Matters

Most job seekers fail because they start applying before they understand:

- What they want
- What they're good at
- Where they fit
- How the market works

Week 1 fixes that. You'll build the foundation that makes the rest of the accelerator effective.

### SKILLS AUDIT

#### Objective:

Identify your strengths and map them to crypto/AI roles.

#### Instructions:

List your 10 strongest skills. Include both technical and non-technical.

#### Examples of strong skills:

- User research
- Data analysis
- Writing
- Python

- Community building
- UX/UI
- Prompt engineering
- Project management
- Systems thinking
- Communication

### Your Skills Audit

Skill	How You've Used It	How It Maps to Crypto/AI

**Tip:** If you struggle, ask: “What do people consistently rely on me for?”



## DAY 2: TARGET ROLES

### **Objective:**

Define 3–5 roles that align with your skills and interests.

### **Examples of high-signal roles:**

- AI Product Analyst
- LLM Evaluator
- Agent Workflow Designer
- Crypto Research Analyst
- Community/Growth Operator
- Technical Writer
- Developer Relations Associate

### **Your Target Roles**

- 1.
- 2.
- 3.
- 4.
- 5.

**Tip:** Choose roles where you can produce Proof of Work quickly.



## DAY 3: POSITIONING STATEMENT

### Objective:

Craft a clear, compelling identity.

### Template:

1. What you do now
2. Who you help / what problem you solve
3. What you're building / Proof of Work

### Example:

“I analyze AI products and run LLM evaluations. I help early-stage teams understand user behavior and improve activation. I publish weekly teardowns and build dashboards that highlight friction points.”

### Your Positioning Statement

**Tip:** If it feels too vague, it is. If it feels too specific, it's perfect.



## DAY 4: JOB SEARCH ENGINE

### Objective:

Build a curated list of high-signal sources.

### Your Job Search Engine

#### Job Boards

1.

2.

#### Discords

3.

4.

#### Twitter Lists

5.

6.

#### Funding Sources

7.

8.

#### Ecosystem Trackers

9.

10.

**Tip:** Your job search engine should reflect where *builders* hang out.



## DAY 5: TRACKING SYSTEM

### **Objective:**

Create a system to track roles, outreach, and Proof of Work.

### **Your Tracker Should Include:**

- Company
- Role
- Contact
- Status
- Proof of Work
- Notes

### **Paste a screenshot or describe your setup:**

**Tip:** Your tracker is your command center. Update it daily.



## DAY 6: WEEKLY RITUAL

### **Objective:**

Build a sustainable weekly rhythm.

### **Your Weekly Ritual**

#### **Monday:**

- Attend a live crypto and AI community event
- Funding rounds
- New roles
- Founder tweets

#### **Wednesday:**

- Attend a live crypto and AI community event
- Discord updates
- Ecosystem news

#### **Friday:**

- Attend a live crypto and AI community event
- Tracker review
- Identify 3 opportunities

Write your version:



## DAY 7: WEEK 1 REFLECTION

### Reflection Questions

- What did you learn about your strengths?
- What roles feel most aligned?
- What systems helped you stay organized?
- What will you improve next week?

Write your reflection:

 **WEEK 2 — POSITIONING & PROOF OF WORK**

*Build the assets that make you stand out.*

**What You'll Accomplish This Week**

- Build your first Proof of Work
- Create your portfolio artifact
- Publish insights
- Start your visibility routine

**Why This Week Matters**

Proof of Work is the #1 differentiator in crypto and AI. This week, you create the asset that gets you noticed.

## DAY 8: PORTFOLIO SETUP

### **Objective:**

Create a simple, clean portfolio.

### **Your Portfolio Should Include:**

- About
- Positioning
- Proof of Work
- Contact

### **Write your structure:**

**Tip:** Your portfolio doesn't need to be fancy — it needs to be clear.

 **DAY 9: PROOF OF WORK PLAN**

Choose one:

- Product teardown
- Agent workflow test
- On-chain dashboard
- Research summary
- Community experiment

**Describe your project:**

**Problem:** **Approach:** **Output:** **Impact:**

 **DAY 10-11: BUILD YOUR PROOF OF WORK**

Write two full pages of notes, drafts, screenshots, and structure.

## DAY 12: LOOM WALKTHROUGH

### **Objective:**

Record a 2–5 minute Loom explaining your project.

### **Your Script Outline:**

**Tip:** Founders love Looms — they show clarity and communication.

 **DAY 13: PUBLISH YOUR WORK**

Where did you publish?

- Twitter
- LinkedIn
- Discord
- Portfolio

Paste links or notes:

## DAY 14: WEEK 2 REFLECTION

Reflection questions.

### ***Deep Reflection • Self-Assessment • Strategic Adjustment***

This is a transformative weeks in the entire accelerator. This is the week where students move from *learning* to *building*, from *consuming* to *creating*, and from *thinking* to *showing*. The reflection questions below help them capture that shift with clarity and intention.

## WEEK 2 REFLECTION QUESTIONS

### **1. What did you learn about your ability to create Proof of Work?**

Reflect on your process, your speed, your clarity, and your confidence. What surprised you? What felt natural? What felt challenging?

### **2. How did building your Proof of Work change your understanding of your target roles?**

Did the work feel aligned? Did it confirm your direction or shift it? Did you discover new strengths or interests?

### **3. What feedback (explicit or implicit) did you receive from publishing your work?**

Consider likes, comments, DMs, engagement, or even your own internal reaction. What signals did you notice?

### **4. What part of your Proof of Work are you most proud of — and why?**

Highlight the moment, insight, or output that felt meaningful. This builds confidence and reinforces momentum.

### **5. What would you improve if you rebuilt your Proof of Work from scratch?**

Be honest and constructive. This is where growth happens.

### **6. How did your visibility routine feel this week?**

Did you stay consistent? Did you feel more connected to the ecosystem? Did you notice any early momentum?

### **7. What did you learn about how founders, builders, or communities respond to value?**

Reflect on what seemed to resonate. What got attention? What didn't?

### **8. What bottlenecks slowed you down — and how will you remove them next week?**

Examples: perfectionism, overthinking, unclear direction, time management, fear of posting.

**9. What is one thing you will *double down on* next week?**

Choose a strength, habit, or system that worked well.

**10. What is one thing you will *stop doing* next week?**

Identify a behavior that drains energy or slows progress.

**11. What is one thing you will *start doing* next week?**

Choose a new habit, system, or experiment to try.

**12. How has your confidence changed from Day 1 to Day 14?**

Write a few sentences about your growth, your mindset, and your momentum.

**13. What is your biggest win from Week 2?**

Celebrate it. Momentum grows when you acknowledge progress.

**14. What is your biggest lesson from Week 2?**

Capture the insight that will guide you into Week 3.

**15. What is your intention for Week 3?**

Set a clear, motivating direction for the next phase of the accelerator.

 **WEEK 3—EXECUTION & OUTREACH**

*Start conversations. Build momentum. Create opportunities.*

**What You'll Accomplish This Week**

- Apply to high-signal roles
- DM founders
- Engage in communities
- Expand your opportunity pipeline

 **DAY 15: APPLICATION SPRINT**

List 5 roles you applied to today:

**Tip:** Apply with Proof of Work attached.

Date Applied	Job Posting URL	Company	LinkedIn Connections	Response

## DAY 16: FOUNDER DM SCRIPTS

Write 3 versions:

**Tip:** Short. Specific. Value-first.

**Below are example scripts your students can model. Each one demonstrates clarity, initiative, and Proof of Work — the exact combination founders respond to.**

### SCRIPT TYPE 1 — PRODUCT INSIGHT + PROOF OF WORK

#### Example 1 — AI Product

**“Hey Alex, I’ve been using SynthFlow for the past week and noticed users drop off heavily during the agent setup step. I put together a short teardown with 3 friction points and a proposed flow that reduces steps by ~30%. If helpful, happy to walk you through it.”**

Why it works:

- Shows you’ve used the product
- Shows you’ve done real analysis
- Offers something specific and useful
- Doesn’t ask for anything

#### Example 2 — Crypto Protocol

**“Hey Maya, I’ve been exploring FluxNet and noticed some interesting patterns in validator churn after the last upgrade. I built a small dashboard visualizing the trend and added a few hypotheses. If helpful, I’d love to share it.”**

### SCRIPT TYPE 2 — RESEARCH SUMMARY + INSIGHT

#### Example 3 — AI Research

**“Hey Daniel, I read your recent post on agent reliability and pulled together a short summary comparing your approach with two similar papers. I highlighted where your**

method stands out and where adoption friction might appear. Happy to send it over if useful.”

**Why it works:**

- Shows deep thinking
- Shows initiative
- Shows alignment with the founder’s interests

**Example 4 — Crypto Research**

“Hey Priya, I’ve been following your work on ZK proofs and put together a 2-page synthesis comparing your latest release with the Starkware update. I included a few potential use cases for early-stage teams. Let me know if you’d like to see it.”

### ● **SCRIPT TYPE 3 — USER EXPERIENCE FEEDBACK**

**Example 5 — UX Teardown**

“Hey Jordan, I’ve been onboarding into LoopAI and noticed a few spots where first-time users hesitate. I recorded a 3-minute Loom walking through the flow with suggestions to reduce cognitive load. If helpful, I can send it over.”

**Why it works:**

- Short
- Clear
- Actionable
- Founder-friendly

### ● **SCRIPT TYPE 4 — COMMUNITY / GROWTH INSIGHT**

**Example 6 — Community Activation**

“Hey Sam, I’ve been active in the NodeHub Discord and noticed a pattern in how new contributors get stuck during onboarding. I ran a small experiment with a welcome script and saw a 22% increase in engagement. Happy to share the details if helpful.”

**Example 7 — Growth Experiment**

“Hey Lina, I’ve been following PromptForge and tested a small outreach experiment targeting creators. I wrote up what worked, what didn’t, and a few ideas for scaling. If useful, I’d be glad to send it over.”

## ● SCRIPT TYPE 5 — DIRECT VALUE OFFER

### Example 8 — Offering Help

**“Hey Chris, I’ve been using AgentPilot and love what you’re building. I put together a quick evaluation comparing your agent to three competitors across reliability, latency, and task success. If helpful, I can walk you through the findings.”**

### Example 9 — Offering a Skill

**“Hey Talia, I’ve been following your updates on DePIN Grid. I specialize in simplifying complex systems for users and drafted a clearer version of your onboarding docs. If helpful, I’d be happy to share it.”**

## ● SCRIPT TYPE 6 — PROOF OF WORK FIRST, ASK SECOND

### Example 10 — Soft Ask

**“Hey Marco, I built a small dashboard analyzing FlowChain’s user retention over the last 90 days. If you’re open to it, I’d love to get your feedback or hear what metrics matter most to your team.”**

#### Why it works:

- You’re not asking for a job
- You’re asking for insight
- Founders love people who want to understand the business

## ● SCRIPT TYPE 7 — SHORT, CLEAN, AND ULTRA-FOCUSED

### Example 11 — The 1-Sentence DM

**“Hey Ana — built a teardown of your onboarding flow with 3 improvements. Want me to send it?”**

#### Why it works:

- Zero fluff
- Easy yes/no
- Founder-friendly

## ● SCRIPT TYPE 8 — FOLLOW-UP MESSAGE

### Example 12 — If They Don’t Respond

**“Hey Ana, looping back in case this got buried. No pressure at all — just happy to share the teardown if it’s useful.”**

**Why it works:**

- **Respectful**
- **Light touch**
- **Keeps the door open**

 **DAY 17: COMMUNITY ENGAGEMENT**

List 10 posts you engaged with today:

Data Posted	Post URL	What You Posted	Reactions

 **DAY 18-19: OUTREACH SPRINT**

List 10 founders/operators you contacted:

Founder Name	Company Name	Message	Reaction

 **DAY 20: PIPELINE REVIEW**

Update your tracker.

## DAY 21: WEEK 3 REFLECTION

Reflection questions.

### ***Execution • Outreach • Momentum • Strategic Awareness***

Week 3 is where everything becomes real. Students move from preparing to *doing*, from planning to *executing*, and from observing to *engaging*. This reflection helps them understand what worked, what didn't, and how to sharpen their approach for Week 4.

## WEEK 3 REFLECTION QUESTIONS

### **1. What did you learn about your ability to take consistent action this week?**

Reflect on your discipline, your energy, and your follow-through. Did you surprise yourself? Did you struggle? What patterns did you notice?

### **2. Which outreach messages (DMs, comments, posts) generated the strongest responses — and why?**

Think about tone, clarity, specificity, and Proof of Work. What seemed to resonate most with founders or operators?

### **3. What did you learn from the conversations you started this week?**

Consider both explicit feedback and subtle signals. What did these interactions teach you about the market, the roles, or yourself?

### **4. Which communities or platforms felt most valuable for engagement?**

Where did you feel most connected? Where did you see the highest signal? Where did you feel momentum building?

### **5. What bottlenecks slowed you down during outreach or applications?**

Examples:

- Overthinking messages
- Fear of rejection
- Not knowing who to reach out to
- Time management
- Perfectionism

What will you do differently next week?

## **6. How did your Proof of Work influence your conversations or confidence this week?**

Did it help you start conversations? Did it give you clarity? Did it make outreach easier?

## **7. What was your biggest win of Week 3?**

This could be:

- A DM reply
- A call with a founder
- A strong application
- A new connection
- A personal breakthrough

### **Celebrate it.**

## **8. What was your biggest challenge — and what did it teach you?**

Be honest and constructive. Challenges are data.

## **9. Which habits or systems helped you stay consistent this week?**

Think about:

- Your weekly ritual
- Your tracker
- Your visibility routine
- Your Proof of Work cadence

Which ones will you double down on?

## **10. Which habits or behaviors held you back?**

What will you stop doing next week?

## **11. What opportunities emerged this week that you want to pursue further?**

List any roles, conversations, or leads that feel promising.

## **12. How has your confidence changed from Day 14 to Day 21?**

Reflect on your growth, your momentum, and your mindset.

## **13. What is your intention for Week 4?**



 **WEEK 4—INTERVIEWS & ACCELERATION**

*Prepare for interviews. Negotiate confidently. Build long-term momentum.*

**What You'll Accomplish This Week**

- Behavioral prep
- Founder interview prep
- Negotiation scripts
- Long-term plan

## DAY 22-23: BEHAVIORAL PREP

Use OPE Framework.

### ***Mastering Behavioral Interviews Using the OPE Framework***

**Behavioral interviews in crypto and AI are very different from traditional corporate interviews. Instead of long, scripted conversations, you'll often encounter short, direct questions from founders or operators who want to understand one thing:**

**Can you think clearly and solve real problems?**

**The OPE Framework is your tool for answering behavioral questions with clarity, confidence, and structure. It ensures your responses are concise, high-signal, and aligned with what early-stage teams care about.**

#### **What Is the OPE Framework?**

**OPE stands for:**

**O — Outcome**

**Start with the result. Founders want to know what happened *before* they care about how you got there.**

**P — Process**

**Explain the steps you took. Highlight your thinking, your approach, and your decision-making.**

**E — Evidence**

**Show proof. This can be metrics, artifacts, insights, or anything that demonstrates impact.**

#### **Why OPE Works So Well in Crypto & AI**

**Crypto and AI teams move fast. They don't have time for long stories or vague explanations. OPE gives them exactly what they need:**

- **Outcome** → “Can this person deliver?”
- **Process** → “Do they think clearly?”
- **Evidence** → “Can they prove it?”

**It's simple, powerful, and founder-friendly.**

## ● How to Use OPE in an Interview

When asked a question like:

- “Tell me about a time you solved a hard problem.”
- “Describe a project you’re proud of.”
- “How do you handle ambiguity?”
- “Tell me about a time you moved fast.”

You respond with:

1. **Outcome — Start with the result**
2. **Process — Explain how you got there**
3. **Evidence — Show proof of impact**

This structure keeps your answer tight, compelling, and memorable.

## ● Example OPE Answers

**Example 1 — Product / UX**

**Outcome:** “I improved onboarding completion by 18% in two weeks.”

**Process:** “I ran user interviews, mapped friction points, and redesigned the first-time flow with clearer prompts.”

**Evidence:** “We A/B tested the new flow with 500 users and saw a statistically significant lift.”

**Example 2 — Research / Analysis**

**Outcome:** “I identified a pattern in agent failure cases that reduced error rates by 12%.”

**Process:** “I categorized failure types, built a small evaluation script, and tested prompts across 50 tasks.”

**Evidence:** “The team adopted my evaluation method, and it’s now part of our weekly reliability checks.”

**Example 3 — Community / Growth**

**Outcome:** “I increased Discord engagement by 40% in one month.”

**Process:** “I introduced a contributor welcome script, hosted weekly AMAs, and created a beginner resource hub.”

**Evidence:** “Engagement metrics and retention both increased, and the founder highlighted the improvement in our monthly update.”

### **Tips for Strong OPE Answers**

- **Lead with the outcome** — it grabs attention immediately.
- **Keep the process simple** — founders want clarity, not complexity.
- **Use numbers when possible** — even rough estimates help.
- **Tie your evidence to impact** — show how your work mattered.
- **Practice out loud** — behavioral answers get sharper with repetition.
- **Use Proof of Work examples** — they’re your strongest stories.

### **Your Task for Day 22–23**

**Choose three behavioral questions and answer each using the OPE Framework.**

1.

**Outcome: Process: Evidence:**

2.

**Outcome: Process: Evidence:**

3.

**Outcome: Process: Evidence:**

## DAY 24: FOUNDER INTERVIEW PREP

30-second pitch 5-minute walkthrough Why this team?

**Founder interviews are fast, direct, and focused on clarity of thought. These examples show students exactly how to communicate with confidence, precision, and founder-friendly energy.**

### PART 1 — EXAMPLES OF A STRONG 30-SECOND PITCH

A great 30-second pitch is:

- **Clear**
- **Specific**
- **Outcome-oriented**
- **Easy for a founder to repeat**

Below are several examples tailored to different roles.

#### **Example 1 — AI Product / LLM Evaluation**

**“I’m an AI product analyst who specializes in evaluating LLM behavior and identifying friction in user workflows. I help early-stage teams understand where users get stuck and how to improve activation. Recently, I’ve been running structured evaluations across agent frameworks and publishing weekly teardowns.”**

#### **Example 2 — Crypto Research / On-Chain Analysis**

**“I’m a crypto research analyst focused on simplifying complex systems and identifying early ecosystem signals. I help teams understand user behavior, token incentives, and protocol traction through dashboards and research summaries. I recently built an on-chain retention analysis for a DePIN protocol.”**

#### **Example 3 — Community / Growth**

**“I’m a community and growth operator who helps early-stage teams activate contributors and increase engagement. I specialize in onboarding flows, Discord systems, and lightweight experiments that improve retention. I recently ran a contributor welcome experiment that increased engagement by 22%.”**

#### **Example 4 — Technical Writer / Research Synthesizer**

**“I’m a technical writer who turns complex AI and crypto concepts into clear, actionable insights. I help teams communicate their work to users, developers, and**

investors. I've recently published research summaries comparing agent reliability methods and ZK proof systems.”

## ● PART 2—EXAMPLES OF A 5-MINUTE PORTFOLIO WALKTHROUGH

A strong walkthrough includes:

1. **Context**—who you are
2. **Your Proof of Work**—1–2 projects
3. **Your process**—how you think
4. **Your impact**—what changed
5. **Your alignment**—why it matters

Below are full examples.

### Example 1 — AI Product / LLM Evaluation

\*\*\*“I'll walk you through a recent evaluation project I completed. The goal was to understand how reliably an agent framework handled multi-step tasks. I started by defining 10 representative tasks across planning, retrieval, and execution. Then I created a scoring rubric for accuracy, latency, and failure modes.

After running 50 trials, I categorized the failure patterns and identified three root causes: unclear intermediate steps, inconsistent tool selection, and hallucinated confirmations. I visualized the results in a dashboard and recorded a Loom walkthrough.

The impact was clarity—I surfaced where the agent struggled most and proposed two workflow adjustments that could reduce failure rates. This project reflects how I think: structured, analytical, and focused on actionable insights.”\*\*

### Example 2 — Crypto Research / On-Chain Dashboard

\*\*\*“One project I'm proud of is an on-chain retention dashboard I built for a DePIN protocol. I started by identifying the key metrics that matter for early-stage traction: active nodes, churn, and contribution frequency. I pulled data from the subgraph, cleaned it, and built a dashboard that visualized retention cohorts over time.

What I found was a clear drop-off after the first week, which aligned with community feedback about unclear onboarding. I summarized the findings in a short report and proposed a contributor activation experiment.

**This project shows my ability to combine research, data, and community insights to help teams understand what's actually happening on-chain.”\*\***

### **Example 3 — Community / Growth Experiment**

**“I recently ran a community experiment for a protocol’s Discord. I noticed new contributors were joining but not engaging, so I created a simple welcome script, added a resource hub, and hosted a weekly AMA.**

**Over four weeks, engagement increased by 40% and contributor retention improved. I documented the experiment, the metrics, and the learnings in a Loom walkthrough.**

**This project reflects how I approach growth: small experiments, fast iteration, and measurable outcomes.”\*\***

## **PART 3 — EXAMPLES OF A STRONG “WHY THIS TEAM?” ANSWER**

**Founders want to know:**

- You understand their mission**
- You’ve used their product**
- You’ve done your homework**
- You’re genuinely excited**

**Below are examples tailored to different types of teams.**

### **Example 1 — AI Product Team**

**“I’m excited about your team because you’re solving a real problem in agent reliability, and you’re doing it with a level of clarity and speed I rarely see. I’ve been using your product for the past two weeks and ran a small evaluation comparing your agent to three competitors. Your approach to tool selection and planning stood out immediately.**

**I want to work on problems where the feedback loop is fast, the mission is ambitious, and the team values thoughtful execution. Everything about your updates, your roadmap, and your product velocity signals that this is the right environment for me.”**

### **Example 2 — Crypto Protocol**

**“I’m excited about your team because you’re building real infrastructure with real users — not hype. I’ve been following your updates since the last testnet release and**

**built a small dashboard analyzing validator churn. The clarity of your documentation and the responsiveness of your team stood out.**

**I want to contribute to a protocol that values transparency, experimentation, and community-driven growth. Your team embodies all of that.”**

#### **Example 3 — Early-Stage Startup**

**“I’m excited about your team because you’re small, fast, and solving a problem that actually matters. I’ve been following your founder updates and the way you ship is exactly the environment I want to be in. I thrive in high-ownership roles where I can contribute immediately, and your team feels like the perfect fit for that.”**

## DAY 25: NEGOTIATION SCRIPT

***Confidence • Clarity • Professionalism • Value-Driven Communication***

Negotiation is one of the most important — and most misunderstood — parts of the job search. In crypto and AI, negotiation is not only expected... it's respected. Founders want to hire people who understand their value, communicate clearly, and advocate for themselves with professionalism.

Below are **tips, strategies, and mindset shifts** to help students negotiate confidently and effectively.

### NEGOTIATION MINDSET: WHAT YOU MUST REMEMBER

#### **1. Negotiation is normal — founders expect it**

In early-stage environments, compensation is flexible. Founders assume you will negotiate. Not negotiating can even signal inexperience.

#### **2. You're not asking for a favor — you're aligning incentives**

Negotiation is about matching:

- your value
- your responsibilities
- your impact
- your risk

It's a conversation about alignment, not conflict.

#### **3. Proof of Work gives you leverage**

Your teardown, dashboard, research summary, or experiment is your strongest negotiation asset. It shows:

- you can deliver
- you understand the product
- you've already created value

Founders negotiate differently with candidates who have demonstrated ability.

#### **4. You're negotiating the *whole package*, not just salary**

Crypto and AI compensation often includes:

- salary
- equity
- tokens
- bonuses
- vesting schedules
- remote flexibility
- scope of role
- title

Students should think holistically, not narrowly.

## **5. Negotiation is a collaboration, not a confrontation**

The tone should be:

- positive
- respectful
- confident
- calm

Founders want to work with people who communicate well under pressure.

## **NEGOTIATION STRATEGIES THAT WORK**

### **1. Anchor with enthusiasm first**

Always lead with excitement about the role and team. This keeps the conversation warm and collaborative.

### **2. Use “based on” language**

This frames your request as grounded and reasonable.

Examples:

- “Based on my experience...”
- “Based on the scope of the role...”
- “Based on the value I can bring...”

This is founder-friendly and non-confrontational.

### **3. Ask for adjustments, not demands**

Use phrases like:

- “I’d like to discuss adjusting...”
- “Is there flexibility around...”
- “I’d love to explore options for...”

This keeps the door open.

### **4. Bring data when possible**

Examples:

- Market ranges
- Comparable roles
- Your Proof of Work impact
- Your past performance

Data makes your request objective, not emotional.

### **5. Know your walk-away point**

Students should define:

- minimum salary
- minimum equity
- minimum token allocation
- deal-breakers

Clarity prevents emotional decision-making.

### **6. Silence is a negotiation tool**

After making your request, stop talking. Let the founder respond. Silence signals confidence.

### **7. Be flexible on structure, firm on value**

If salary is tight, negotiate:

- equity
- tokens
- title
- scope
- vesting
- performance bonuses

Startups often have more flexibility in structure than cash.

## ● NEGOTIATION SCRIPT EXAMPLES

These examples show students how to apply the strategy.

### **Example 1 — Salary Adjustment**

“I’m really excited about the role and the direction of the team. Based on my experience running LLM evaluations and the Proof of Work I shared, I’d like to discuss adjusting the salary to better reflect the scope of the position.”

### **Example 2 — Equity Adjustment**

“I’m fully aligned with the mission and excited about contributing long-term. Given the ownership level of the role, I’d like to explore increasing the equity portion of the offer.”

### **Example 3 — Token Allocation**

“I’m excited about the opportunity and believe strongly in the protocol’s future. Based on the responsibilities we discussed, I’d like to talk about increasing the token allocation to better reflect the impact I’ll be driving.”

### **Example 4 — Scope + Compensation**

“I’m energized by the role and the problems you’re solving. Based on the expanded scope we discussed — especially around user research and evaluation — I’d like to revisit the compensation structure to ensure it aligns with the responsibilities.”

### **Example 5 — Soft Ask**

“I’m excited about the offer and the chance to work with your team. Before finalizing, I’d love to explore whether there’s flexibility around compensation.”

## ● TIPS FOR DELIVERING YOUR NEGOTIATION SCRIPT

- **Practice out loud** — confidence comes from repetition.
- **Keep your tone warm and steady** — founders respond to calm clarity.
- **Don't over-explain** — make your request, then pause.
- **Don't apologize** — negotiation is part of the process.
- **Don't justify with personal needs** — focus on value, not expenses.
- **Don't negotiate over text if possible** — voice or video is better.

 **YOUR TASK: WRITE YOUR VERSION**

Use the template:

**“I’m excited about the role and the team. Based on my experience and the value I can bring, I’d like to discuss adjusting [salary/equity/tokens].”**

Write your version below:

## DAY 26–28: INTERVIEW PRACTICE

### ***Rehearsal • Clarity • Confidence • Founder-Ready Communication***

These three days are dedicated to sharpening your interview skills through structured practice. Crypto & AI interviews are fast, direct, and Proof-of-Work-driven — so your preparation must be equally sharp.

This section gives you:

- Mock questions
- Sample answers
- Practice scripts
- Notes pages
- Strategy guidance
- Founder-style prompts

The goal is simple: **By the end of Day 28, you should feel confident, clear, and ready for any interview.**

### PART 1 — INTERVIEW PRACTICE NOTES

Use this space to capture:

- Patterns in your answers
- Questions that feel difficult
- Stories you want to refine
- Insights from mock interviews
- Areas where you want to improve

#### **Notes Page**

(Full blank page in the PDF)

### PART 2 — MOCK INTERVIEW QUESTIONS (WITH EXAMPLES)

Below are **high-signal questions** founders and operators actually ask. Each includes a **sample answer structure** to help students model strong responses.

### CATEGORY 1 — Behavioral Questions (Use OPE Framework)

## 1. Tell me about a time you solved a hard problem.

### Strong structure:

- Outcome
- Process
- Evidence

**Example:** “I improved onboarding completion by 18% by redesigning the first-time flow after identifying friction points through user interviews.”

## 2. Describe a time you moved fast with limited information.

**Example:** “I built a quick evaluation script in 24 hours to test agent reliability across 10 tasks, which helped the team prioritize fixes.”

## 3. Tell me about a time you took ownership without being asked.

**Example:** “I noticed users were confused about token incentives, so I created a simple explainer that reduced support tickets by 30%.”

## ● CATEGORY 2 — Technical / Role-Specific Questions

## 4. How do you evaluate an LLM or agent system?

### Example elements:

- Define tasks
- Create rubric
- Run trials
- Analyze failure modes
- Propose improvements

## 5. How would you analyze a protocol’s user retention?

### Example elements:

- Cohort analysis
- On-chain activity
- Churn patterns
- Hypotheses

- Experiments

## 6. How do you approach community activation?

### Example elements:

- Identify friction
- Run experiments
- Measure engagement
- Iterate

## ● CATEGORY 3 — Founder-Style Questions

### 7. What's something about our product you'd improve?

**Example:** “Your onboarding flow is strong, but the agent setup step has friction. I mapped three improvements that could reduce drop-off.”

### 8. What's one thing we're not thinking about yet?

**Example:** “A structured evaluation framework for reliability could help you prioritize roadmap decisions.”

### 9. If you joined tomorrow, what would you do in your first week?

**Example:** “Run a quick user analysis, identify friction points, and propose a 2-week experiment.”

## ● CATEGORY 4 — Culture & Fit Questions

### 10. What kind of environment do you thrive in?

**Example:** “Fast-moving, high-ownership teams where I can contribute immediately.”

### 11. How do you handle ambiguity?

**Example:** “I create structure through small experiments and fast feedback loops.”

### 12. What motivates you about this space?

**Example:** “The pace of innovation and the opportunity to shape emerging technology.”

## ● PART 3 — PRACTICE SCRIPTS

These scripts help students rehearse their delivery.

## ● SCRIPT 1 — Opening Introduction

“Thanks for taking the time today. I’m excited to share more about my background and how I can contribute. I’ve prepared a quick overview of my Proof of Work and how it aligns with your product.”

### ● **SCRIPT 2 — Transition Into Proof of Work**

“I’d love to walk you through a recent project that demonstrates how I think and how I approach problem-solving.”

### ● **SCRIPT 3 — Handling a Hard Question**

“That’s a great question. Let me break down how I’d approach it step-by-step.”

### ● **SCRIPT 4 — When You Don’t Know the Answer**

“I don’t have the full answer yet, but here’s how I would figure it out...”

(Founders love this.)

### ● **SCRIPT 5 — Closing the Interview**

“I really enjoyed this conversation. I’m excited about what you’re building and would love to explore next steps.”

## ● **PART 4 — MOCK INTERVIEW PRACTICE SETS**

Below are **three full mock interview sets** students can use to rehearse.

### ● **MOCK INTERVIEW SET A — AI Product**

1. Walk me through your evaluation process.
2. What’s one thing you’d improve about our agent?
3. Tell me about a time you solved a complex UX problem.
4. How do you measure success in an AI product?
5. What would you do in your first 30 days here?

### ● **MOCK INTERVIEW SET B — Crypto Research**

1. Explain a recent protocol update you analyzed.
2. How do you evaluate token incentives?
3. Tell me about a time you simplified a complex concept.
4. What’s one risk you see in our ecosystem?

5. How would you measure early traction?

### ● **MOCK INTERVIEW SET C — Community / Growth**

1. How do you activate new contributors?
2. Tell me about a growth experiment you ran.
3. What's one thing you'd change about our Discord?
4. How do you measure community health?
5. What would your first experiment be here?

### ● **PART 5 — SELF-EVALUATION CHECKLIST**

Students should rate themselves on:

- Clarity
- Confidence
- Structure
- Examples
- Proof of Work integration
- Founder-friendly communication
- Ability to think out loud
- Handling ambiguity
- Energy and presence

## DAY 29: MOMENTUM PLAN

### ***Your 30-Day Continuation Plan • Systems • Habits • Long-Term Strategy***

You've spent the last 28 days building clarity, systems, Proof of Work, visibility, and momentum. Day 29 is about ensuring that momentum doesn't fade — it compounds.

This is where you design your **next 30 days** with intention, structure, and confidence.

The goal is simple: **Turn your 30-day accelerator into a long-term operating system.**

#### WHY A MOMENTUM PLAN MATTERS

Most job seekers lose momentum after a burst of effort. They slow down, lose consistency, and drift back into reactive mode.

But the candidates who break into crypto and AI — the ones who get hired — are the ones who:

- Stay visible
- Keep publishing
- Keep reaching out
- Keep refining their Proof of Work
- Keep learning
- Keep showing up

Your momentum plan ensures you stay in that category.

#### WHAT YOUR NEXT 30 DAYS SHOULD FOCUS ON

Your continuation plan should include:

##### **1. A weekly Proof of Work cadence**

Small, consistent projects beat big, inconsistent ones.

##### **2. A visibility routine**

Daily comments, weekly posts, weekly insights.

##### **3. A founder outreach rhythm**

3–5 DMs per week, value-first.

##### **4. A job search engine check-in**

Funding rounds, new roles, ecosystem updates.

## **5. A pipeline review**

Track conversations, follow-ups, and opportunities.

## **6. Interview practice**

Keep your stories sharp and your confidence high.

## **7. Skill development**

Choose one skill to deepen each month.

# **HOW TO DESIGN YOUR 30-DAY CONTINUATION PLAN**

Below is a structured template with examples and tips.

## **PART 1 — YOUR 30-DAY GOALS**

Choose **3–5 goals** that are clear, measurable, and aligned with your direction.

### **Examples:**

- Publish 4 Proof of Work pieces
- DM 20 founders/operators
- Apply to 15 high-signal roles
- Complete 2 mock interviews
- Improve my LLM evaluation skills
- Build a second portfolio artifact
- Grow my Twitter/LinkedIn presence
- Join 2 new high-signal communities

### **Your Goals:**

- 1.
- 2.
- 3.
- 4.
- 5.

## ● PART 2—WEEKLY CADENCE

Design a weekly rhythm you can sustain.

### Example Weekly Cadence:

#### Monday

- Check funding rounds
- Identify 3 new opportunities
- Update tracker

#### Tuesday

- Work on Proof of Work
- Publish a short insight

#### Wednesday

- DM 2 founders
- Engage in communities

#### Thursday

- Continue Proof of Work
- Post a teardown or observation

#### Friday

- Pipeline review
- Follow-ups
- Skill development

#### Weekend (Optional)

- Light engagement
- Learning
- Rest

### Your Weekly Cadence:

## ● PART 3—PROOF OF WORK PLAN

Choose your next 2–4 Proof of Work projects.

**Examples:**

- Agent reliability comparison
- On-chain dashboard for a protocol
- UX teardown of an AI onboarding flow
- Research summary of a new model release
- Community activation experiment

**Your Projects:**

- 1.
- 2.
- 3.
- 4.

 **PART 4 — OUTREACH PLAN**

Define your outreach rhythm.

**Examples:**

- DM 3 founders per week
- DM 2 operators per week
- Follow up with warm leads
- Share Proof of Work with relevant teams

**Your Outreach Plan:**

 **PART 5 — VISIBILITY PLAN**

Visibility compounds. Choose a sustainable routine.

**Examples:**

- Comment on 5 high-signal posts daily
- Publish 1 insight per week
- Publish 1 Proof of Work per week

- Share 1 Loom walkthrough per month

#### **Your Visibility Plan:**

### **PART 6 — SKILL DEVELOPMENT PLAN**

Choose one skill to deepen over the next 30 days.

#### **Examples:**

- LLM evaluation
- Prompt engineering
- On-chain analytics
- Research synthesis
- UX analysis
- Community systems

#### **Your Skill Focus:**

### **PART 7 — PIPELINE MANAGEMENT**

Define how you'll track:

- Conversations
- Follow-ups
- Opportunities
- Applications
- Warm leads
- Founder replies

#### **Your Pipeline Strategy:**

### **PART 8 — MOMENTUM MINDSET**

A few reminders to carry into the next 30 days:

- **Consistency beats intensity**
- **Small Proof of Work is still Proof of Work**
- **Visibility compounds**

- **Founders remember people who show up**
- **Momentum is built, not found**
- **You're closer than you think**

Write your own mindset commitments:

### **PART 9—YOUR 30-DAY CONTINUATION PLAN**

Use this space to write your full plan.

**My 30-Day Continuation Plan:**

## DAY 30: FINAL REFLECTION

### ***Integration • Growth • Identity • Future Direction***

You've completed the 30-Day Job Search Accelerator — a month of clarity, consistency, Proof of Work, outreach, and personal growth. Today is about stepping back, recognizing how far you've come, and setting the tone for what comes next.

This reflection is not just a summary — it's a moment to **integrate your progress, acknowledge your evolution, and define your next chapter** with intention.

Use these prompts to capture your transformation.

#### **PART 1 — WHAT CHANGED?**

Reflect on the shifts you've experienced over the past 30 days.

##### **1. How has your understanding of the crypto/AI job landscape changed?**

Think about clarity, confidence, and how you now see opportunities.

##### **2. How has your identity as a candidate evolved?**

Consider your niche, your positioning, your Proof of Work, and your voice.

##### **3. What changed in your habits, routines, or mindset?**

Examples:

- More consistent
- More confident
- More visible
- More proactive
- More structured

##### **4. What surprised you about yourself?**

Growth often shows up in unexpected places.

#### **PART 2 — WHAT IMPROVED?**

This section helps you recognize your progress — the fuel for future momentum.

##### **5. What improved most in your job search approach?**

Think about systems, clarity, outreach, Proof of Work, or visibility.

## **6. What skills did you strengthen or discover?**

Examples:

- LLM evaluation
- UX analysis
- On-chain analytics
- Research synthesis
- Community building
- Writing
- Communication

## **7. How did your Proof of Work evolve?**

Reflect on quality, speed, clarity, and confidence.

## **8. How did your outreach improve?**

Consider tone, specificity, response rates, and comfort level.

## **9. How did your confidence shift from Day 1 to Day 30?**

Write about your internal transformation.

## **PART 3 — WHAT'S NEXT?**

This is where you set your direction for the next 30–90 days.

## **10. What are your top priorities for the next month?**

Examples:

- Publish 4 more Proof of Work pieces
- DM 20 founders
- Apply to 15 high-signal roles
- Improve a specific skill
- Expand your portfolio

## **11. What opportunities do you want to pursue further?**

List roles, conversations, companies, or leads.

## **12. What habits will you continue?**

Think about:

- Daily visibility
- Weekly Proof of Work
- Outreach rhythm
- Tracker updates
- Community engagement

## **13. What will you stop doing?**

Identify anything that drains energy or slows momentum.

## **14. What will you double down on?**

Choose the strengths or systems that worked best.

## **15. What is your long-term intention?**

This is your north star. Examples:

- “Become a top 1% AI product thinker.”
- “Break into a mission-driven crypto protocol.”
- “Build a portfolio that attracts founders.”
- “Create a career I’m proud of.”

Write your intention:

### **● PART 4 — A LETTER TO YOUR FUTURE SELF (OPTIONAL)**

This is a powerful exercise.

Write a short letter to yourself 30 days from now. Include:

- What you hope you’ve continued
- What you hope you’ve built
- What you hope you’ve learned
- What you hope you’ve become

### **● PART 5 — CLOSING THOUGHTS**

A few reminders as you move forward:

- You now have a system — keep using it.
- Proof of Work compounds — keep building.
- Visibility compounds — keep showing up.
- Momentum compounds — keep moving.
- You are closer than you think.
- The right team is already out there — keep signaling.

You've built something real. Now keep going.

## FINAL DELIVERABLES CHECKLIST

### **Positioning**

- Niche defined
- Positioning statement

### **Proof of Work**

- 1 completed project
- 1 Loom walkthrough

### **Systems**

- Job search engine
- Opportunity tracker
- Weekly ritual

### **Outreach**

- Founder DM scripts
- Recruiter DM scripts

### **Interview Prep**

- Behavioral answers
- Founder pitch
- Negotiation script

**For more courses on how to find a job in crypto or AI please visit  
cryptojobhopper.com. Sign up and become part of the community of job seekers,  
attend live chats, AMAs, and get connected to a community of professionals in the  
crypto and artificial intelligence industry.**