



# CHARTING YOUR ROADMAP FOR A SUCCESSFUL CAREER CHANGE



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# Agenda

GOAL/INTRODUCTION	5 MIN
INSPIRATION	10
8 STEPS	20
TIPS/RESOURCES/NEXT STEPS	5
Q+A	5



Goal

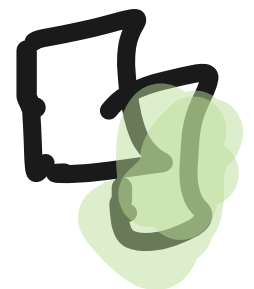
**BY THE END OF THIS TALK, YOU WILL  
HAVE A PRACTICAL ROADMAP ON HOW  
TO MAKE A CAREER CHANGE, IF YOU  
WANT TO.**

# INTRODUCTION



## ABOUT ME -

- EXPERIENCE
- EDUCATION
- MY CAREER CHANGE



## ABOUT YOU - POLLING QUESTIONS

- AGE
- NUMBER OF CAREER TRANSITIONS SO FAR
- NEXT TRANSITION
- EMOTIONS DURING A TRANSITION





# INSPIRATION FROM SARA BLAKELY FOUNDER OF SPANX

GROWING UP IN  
FLORIDA

AFTER COLLEGE  
@ DISNEY  
WORLD

SELLING FAX  
MACHINES  
DOORZDOOR

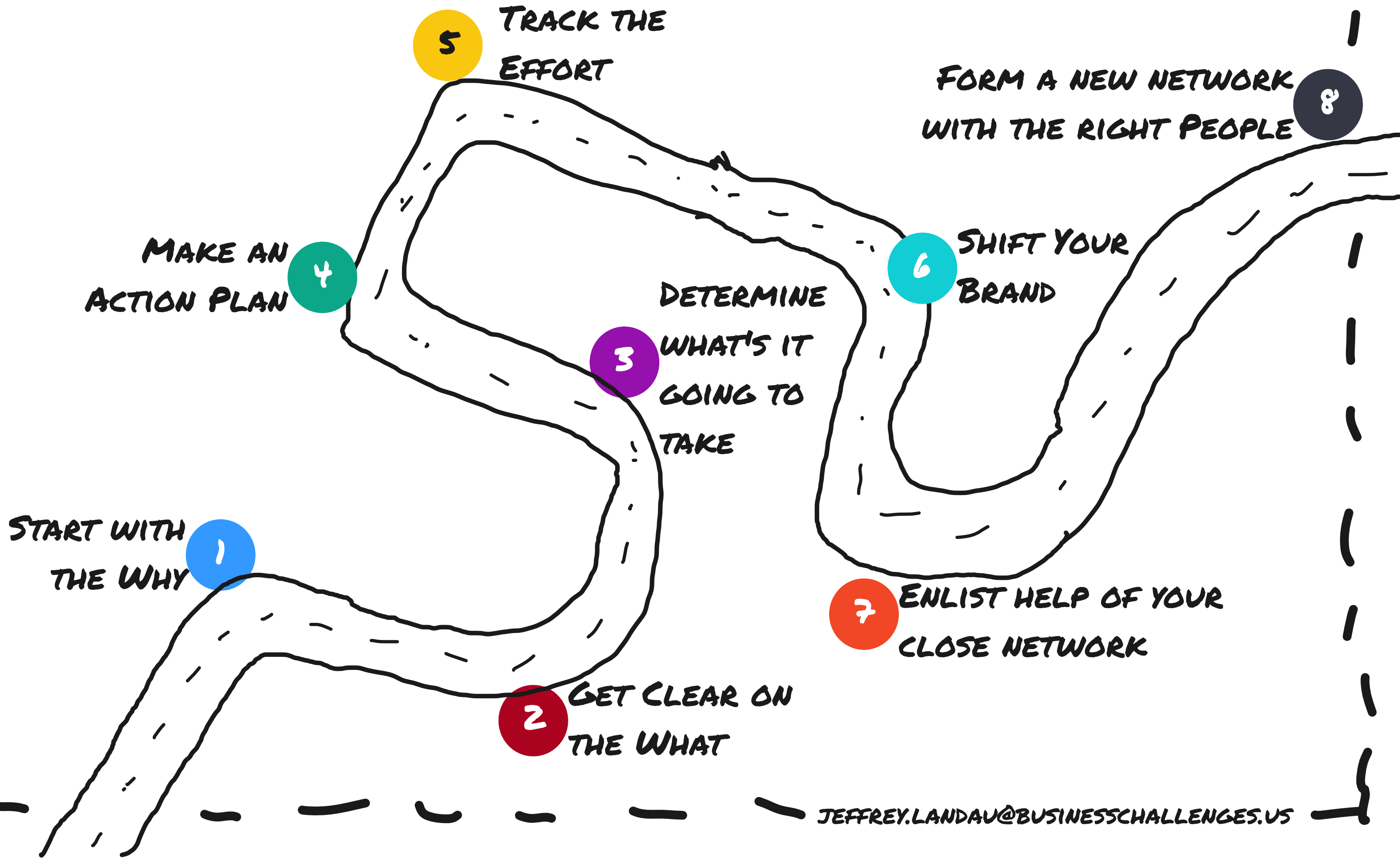
SPANX IDEA

GROWING BY  
KNOCKING ON  
DOORS



- PERSISTENCE
- PASSION
- BELIEF
- CONFIDENCE
- OPTIMISM

# 8 STEPS FOR A SUCCESSFUL CAREER CHANGE



# START WITH THE WHY

**If you are...**

Bored

Frustrated

**and have...**

No Plan



**Ask your self...**

Why do I want  
this new Career?

Why will this  
make my life  
better?

What are the  
downsides?

# GET CLEAR ON THE WHAT LEVERAGE WHAT YOU DID BEFORE

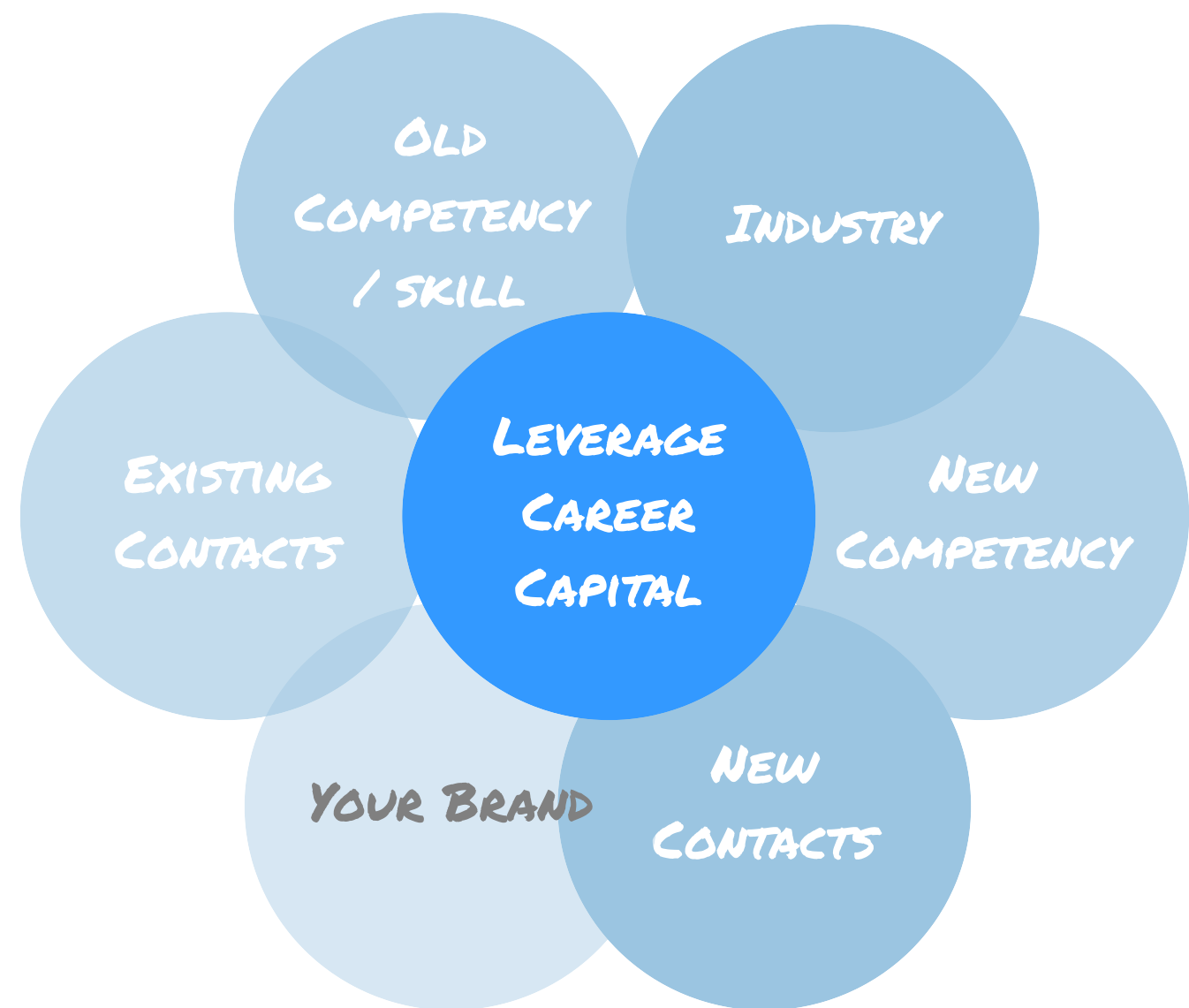
## WHAT IS THE NEW JOB LOOK LIKE?

FOR ME, I THOUGHT ABOUT WHAT I AM GOOD AT AND WHAT COULD I LEVERAGE. ALSO THOUGHT ABOUT WORKING ON MY OWN --> TEACHING, CONSULTING, MENTORING

## WHAT DOES IT NOT LOOK LIKE?

WORKING IN A SPECIALTY CHEMICAL COMPANY FULL TIME.

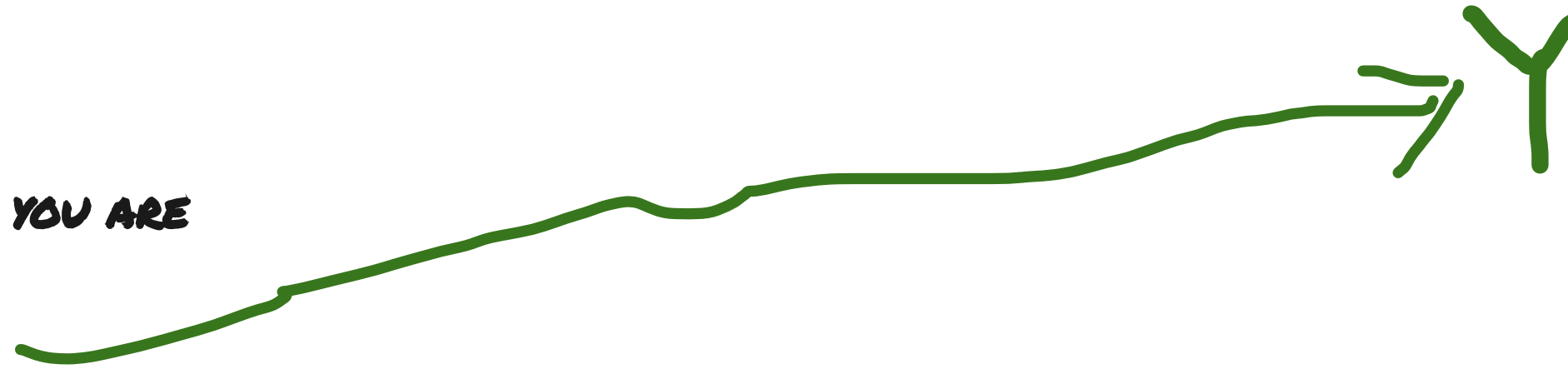
## LEVERAGING



# WHAT'S IT GONNA TAKE

AND HERE IS WHERE YOU ARE GOING

HERE IS WHERE YOU ARE



## SKILLS?

- ARE YOU LACKING CERTAIN SKILLS FOR YOUR NEW ROLE?
- DO YOU NEED CERTIFICATIONS?

## RESOURCES?

- DO YOU NEED ADDITIONAL RESOURCES?
- MONEY?
- CHILD CARE?
- FAMILY SUPPORT?

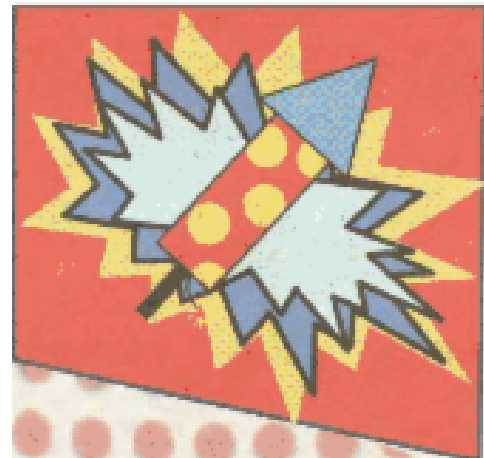
## NETWORKING?

- EVENTS, CLUBS, NON-PROFITS, INDUSTRY ASSOCIATIONS



# MAKE AN ACTION PLAN

## OUTLINE YOUR PRIMARY GOAL, TIMELINE AND MILESTONES



### Example Goal

Get enough teaching, training, and consulting gigs to achieve \$50,000 per year revenues by end of 2024.

### Actions / tasks

This week

- Prepare for SAMPE talk
- Follow up on application at NYIT and Lehman College
- Network with SAMPE members

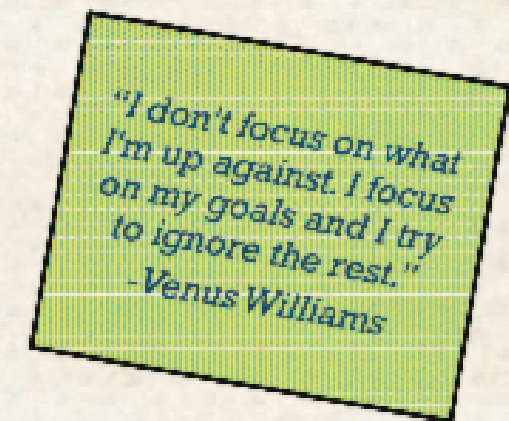
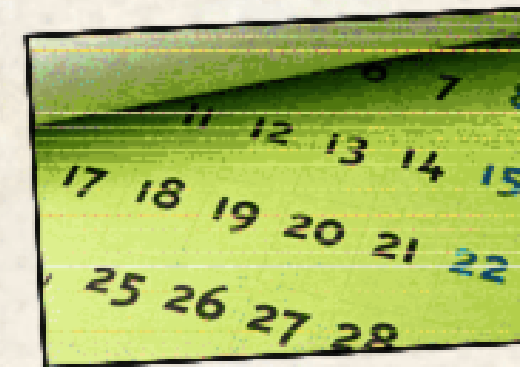
This month

- Set-up another industry talk – e.g. Societe Industrielle Chemie
- Follow up from SAMPE talk and networking

Within 6 months

- Work on Personal Brand
- Take steps to get ICF certification.
- Outline any additional training I need
- Determine additional local universities where I could teach in the Fall of 2023.
- Continue enlisting the help of my network
- Develop new contacts in my network.

### Inspiration



What does success look like?

Having teaching, training, and consulting queue of assignments.

Reward

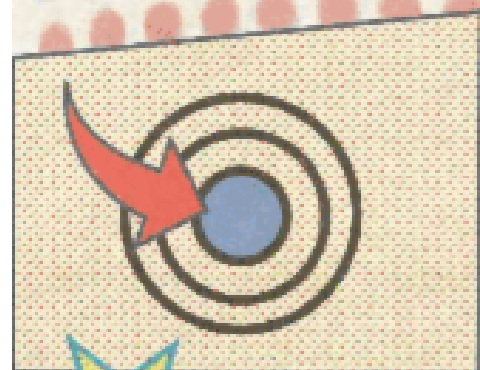
Ski Trip or Summer Trip to Europe

### Resources

- Use contacts on LinkedIn to help with industry talks
- Use contacts from Evonik for networking to get potential consulting projects
- Use contacts from Coaching EDU to help with Coaching Certification

### Reflection

\* When it's all over, reflect on the process and the outcome. \*





# TRACK THE EFFORT

IDEA

TO DO

DOING

DONE

Contact  
Lehman  
College for  
Adjunct  
Teaching

Follow up  
from Sampe  
Chapter  
Meeting

Teaching at  
Fordham  
University

Prepare  
presentation  
for SAMPE

Sampe  
Talk

# SHIFT YOUR BRAND

MAKE SENSE OF NEW TARGET AUDIENCE + MAKE YOUR NEW BRAND OBVIOUS

EVALUATE WHAT MAKES YOU STAND OUT

COMPARE THAT TO WHAT YOU ALREADY HAVE

CREATE A SCHEDULE

- Passions?
- Core Beliefs?
- Top strengths?
- Doer/Leader/Both?
- What do others say about you?

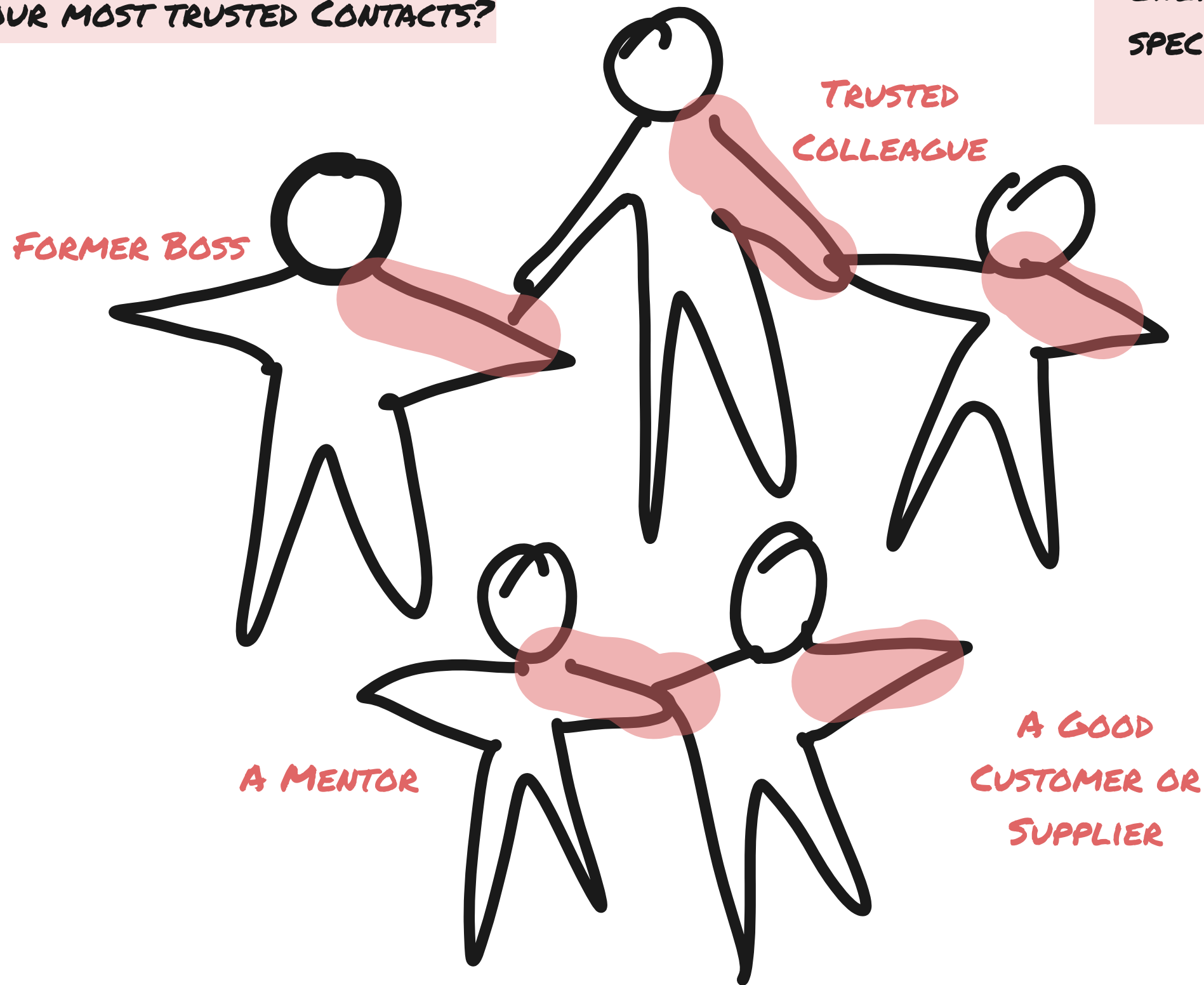
- + What is your first impression of you?
- What's missing? What can you add?

- Mon - Make a short list of people you want to talk to
- Tue - Reach out to someone on the list
- Wed - Look for industry related articles & share one or do some customer listening
- Thu - Update your list of online presence improvements
- Fri - Work on one item from Thu

# ENLIST THE HELP OF YOUR CLOSE NETWORK

WHO ARE YOUR MOST TRUSTED CONTACTS?

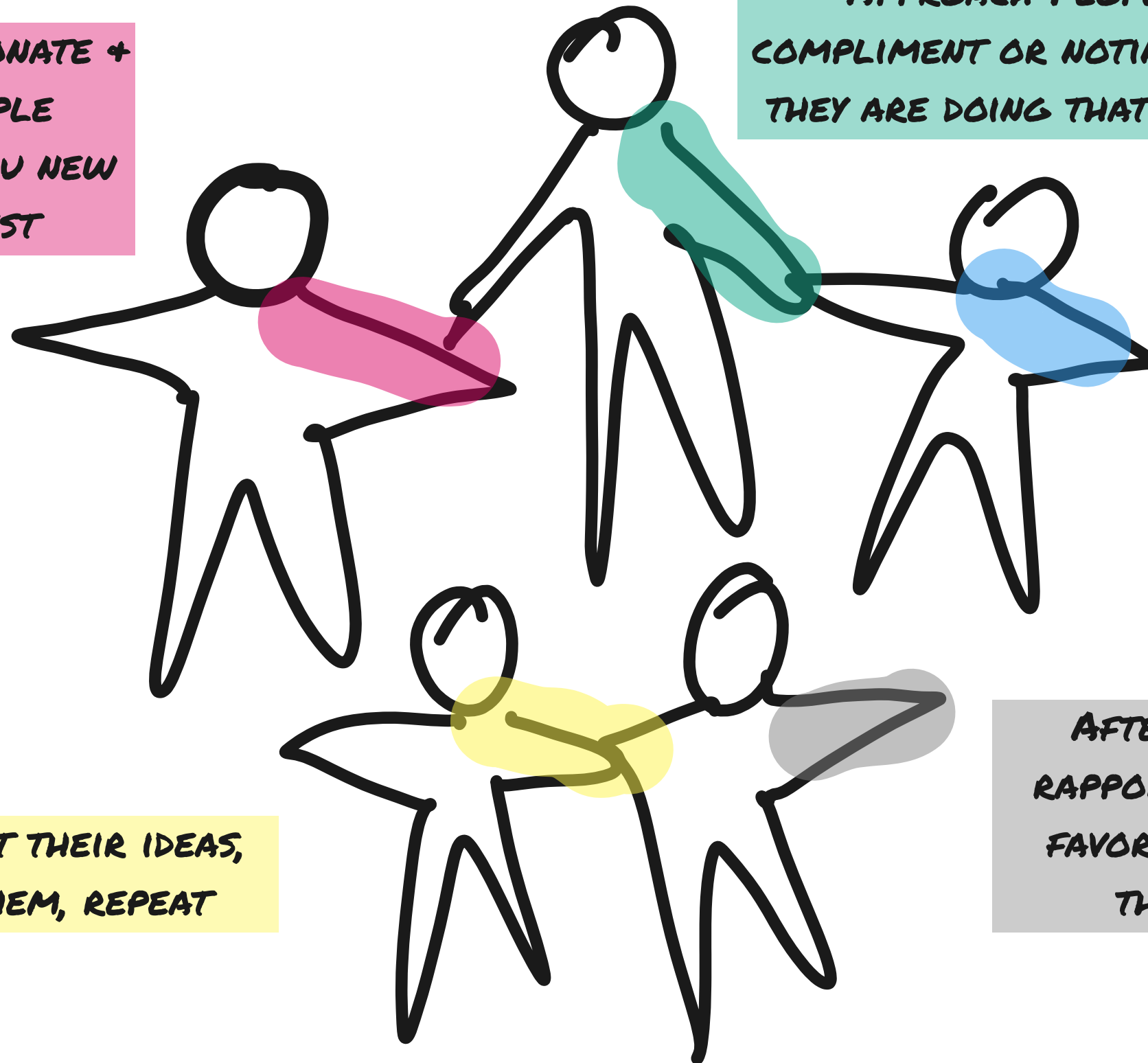
ENLIST THEIR HELP AND BE  
SPECIFIC ON HOW YOU NEED  
HELP



# FORM A NEW NETWORK WITH THE RIGHT PEOPLE

GET TO KNOW PASSIONATE +  
SUCCESSFUL PEOPLE  
WORKING WITHIN YOUR NEW  
FIELD OF INTEREST

APPROACH PEOPLE BY PAYING A  
COMPLIMENT OR NOTING SOMETHING THAT  
THEY ARE DOING THAT SEEMS IMPRESSIVE



IMPLEMENT THEIR IDEAS,  
THANK THEM, REPEAT

AFTER BUILDING  
RAPPORT, ASK FOR A  
FAVOR OR A BIT OF  
THEIR TIME

# TIPS

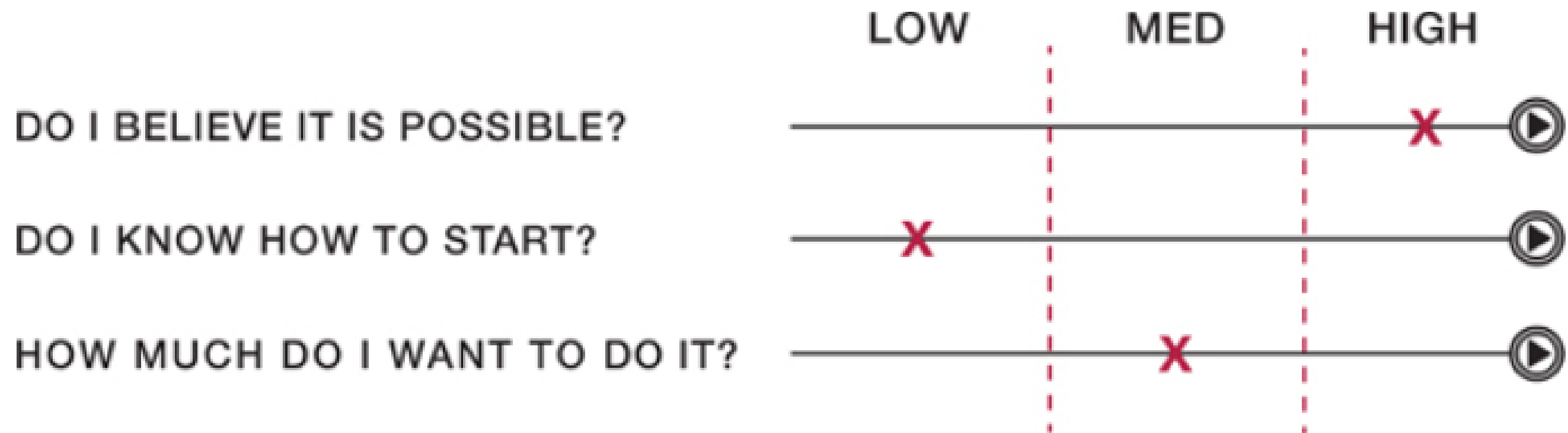
GOOD  
NOT



- SURVEY YOURSELF FOR YOUR NEW DIRECTION: MINDSET, METHOD, MOTIVATION
- GET AN EXECUTIVE COACH AND/OR MENTOR
- USE SMART GOALS
- COUNTERACT BEING SCARED WITH SMALL DELIBERATE STEPS. START WITH WHAT IS POSSIBLE.

**ARE YOU READY TO MAKE A CHANGE?  
REMEMBER - MINDSET, METHOD, MOTIVATION**

**THIS IS WHERE WE ARE STARTING FROM...**



**WHERE WAS SARA BLAKELY WHEN SHE GOT STARTED?**



# TIPS

GOOD  
NOT



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# SMART GOALS

## SMART GOAL EXAMPLE FOR WORK

1. **SPECIFIC:** I WILL START A SIDE BUSINESS SELLING FLOWERS.
2. **MEASURABLE:** I'LL SPEND AT LEAST TWO HOURS A DAY PLANNING AND MARKETING MY BUSINESS.
3. **ATTAINABLE:** I USED TO SELL VEGETABLES FROM MY GARDEN, SO NOW I'LL USE MY EXPERTISE TO SWITCH TO FLOWERS.
4. **RELEVANT:** I LOVE GROWING FLOWERS AND SHARING THEM WITH OTHER PEOPLE, AND IT WOULD EARN ME EXTRA MONEY.
5. **TIME-BOUND:** I'LL START WORKING ON MY MARKETING PLANS AND GROWING MY FLOWERS TO BE READY FOR SALE BY JULY 1ST.

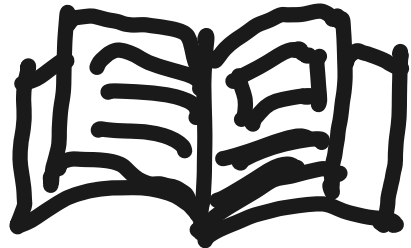
# TIPS

GOOD  
NOT



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# Resources.



- ARTICLE: 8 STEPS TO AN UTTERLY SUCCESSFUL CAREER CHANGE BY JENNY FOSS (THE MUSE)
- ARTICLE: THE RIGHT WAY TO MAKE A BIG CAREER CHANGE BY UTKARSH AMITABH (HBR)
- BOOK: A BEAUTIFUL CONSTRAINT: HOW TO TRANSFORM YOUR LIMITATION INTO ADVANTAGES AND WHY ITS EVERYONE'S BUSINESS
- ARTICLE: HOW TO MAKE A CAREER PIVOT (LINKEDIN)

• PODCAST - HOW I BUILT THIS BY GUY RAZ



- SCORE - NON FOR PROFIT HELPING ENTREPRENEURS START + GROW THEIR BUSINESS - FIND A MENTOR
- ICF - INTERNATIONAL COACH FEDERATION - FIND A CERTIFIED COACH

SOCIAL  
MEDIA





