

# A FUTURE WE BUILD TOGETHER

IMAGINE THE POSSIBILITIES

CONNECT.  
COLLABORATE.  
UNITE.



WA  
FUNDRAISING  
FORUM







**STAND UP, STAND OUT**

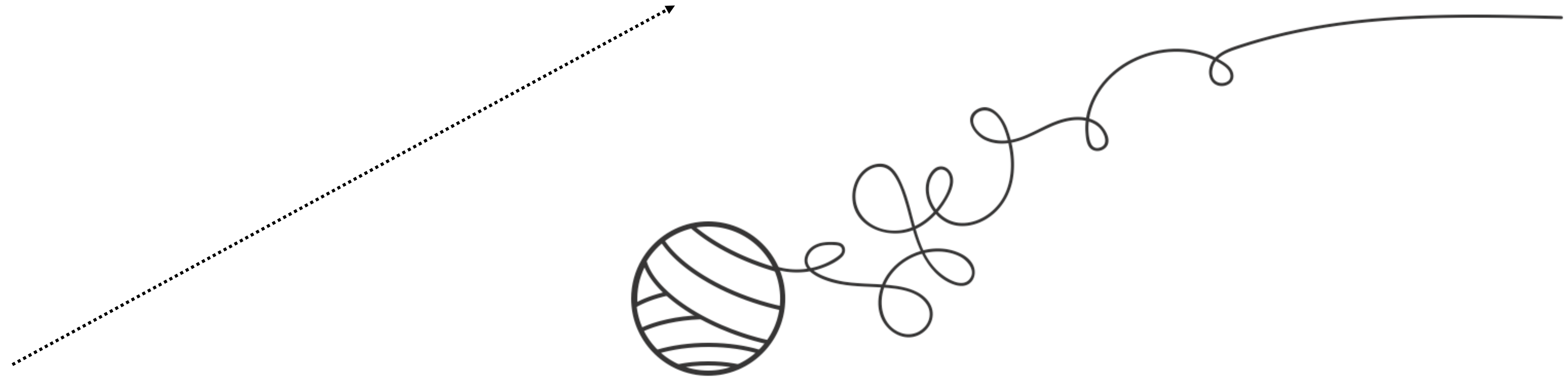
# **HOW TO EARN THE JOB YOU WANT**

Stephen Ellis

CONNECT.  
COLLABORATE.  
UNITE.



# Linear careers are a myth



A. EXPECTED CAREER TRAJECTORY

B. ACTUAL CAREER TRAJECTORY



THE SECRET

**KNOW WHAT YOU WANT**

THE SECRET

**DON'T WAIT TO BE PICKED**







STEP 01.

# PERFORMANCE

CONNECT.  
COLLABORATE.  
UNITE.





**PERFORMANCE**

**Be remarkable at your day job**

**STEP 01.**

# **Master business as usual work**







**STEP 02.**

**Master your craft**

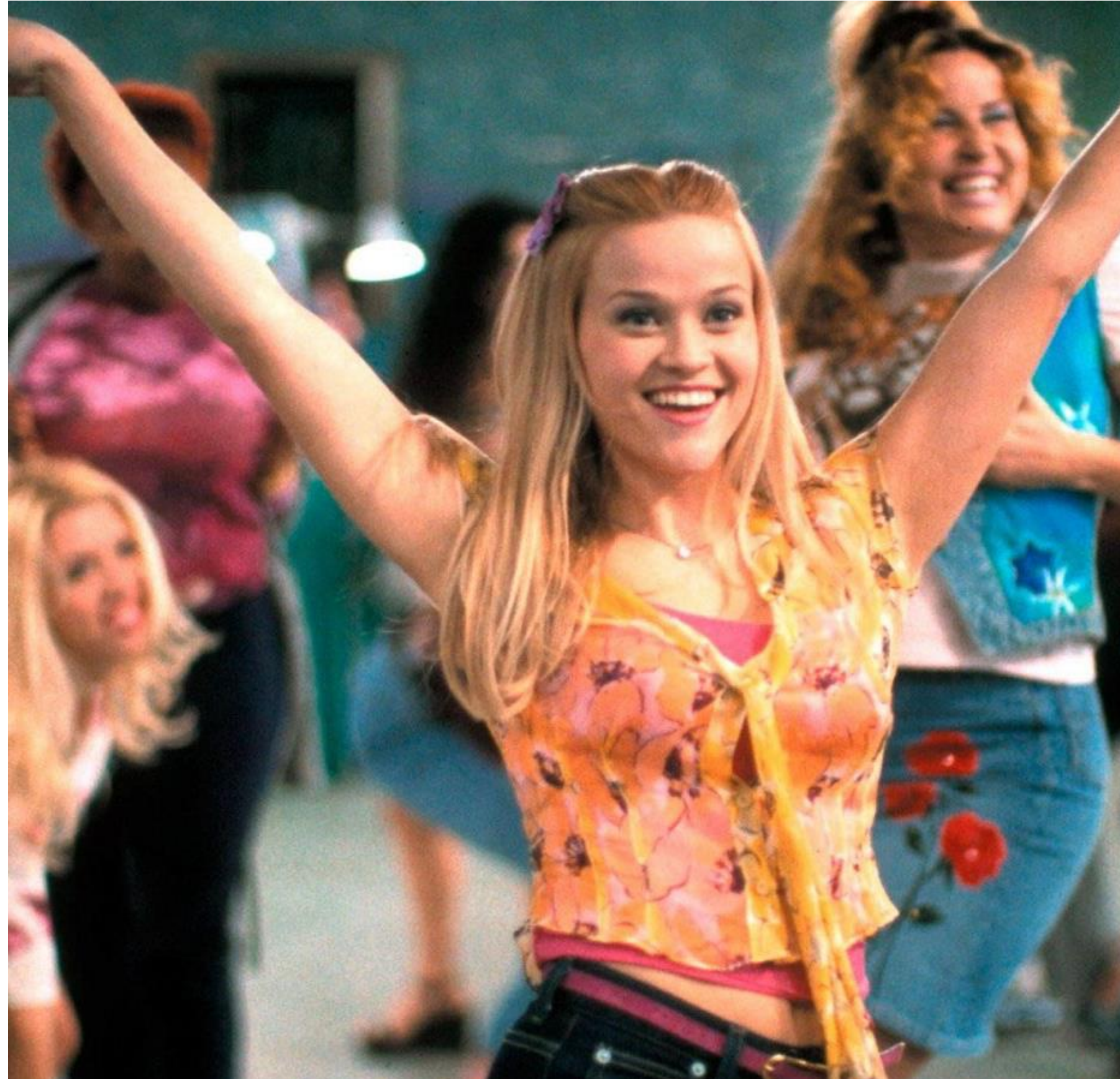


**STEP 03.**

# Projects get promotions







**REMEMBER**

**Our work is a  
performance**

Inside the mind of a hiring manager



STEP 02.

# PERCEPTION

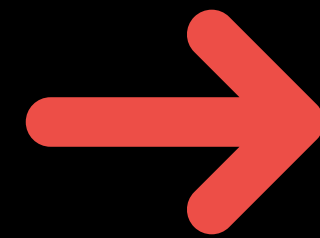
CONNECT.  
COLLABORATE.  
UNITE.



**PERCEPTION**

**Your personal brand supports  
your goals**

**YOUR INFLUENCE**  
MESSAGING  
AESTHETIC  
EXPERIENCE



AUDIENCE  
PERCEPTION



THE BRAND



**STEP 01.**  
**Be likeable**







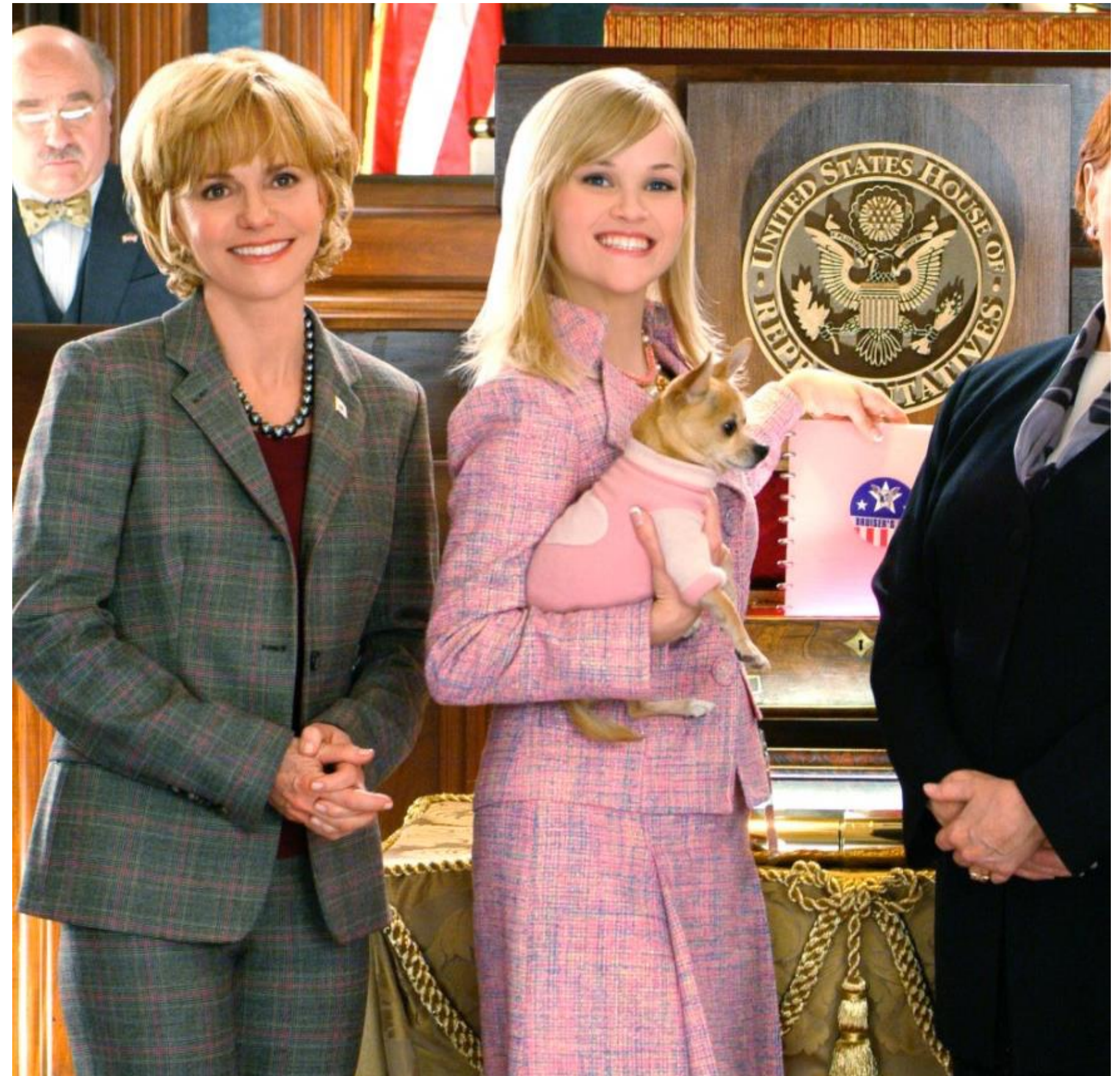
**STEP 02.**

**Own your fame  
agenda**



**STEP 03.**

# Be intentional about your brand







**REMEMBER**

**How you perceive  
yourself is important**



STEP 03.  
**PROFILE**

CONNECT.  
COLLABORATE.  
UNITE.





**PROFILE**

**Decision makers and  
influencers know you**

**STEP 01.**  
**Build your  
network**







**STEP 02.**

**Speak publicly at every opportunity**



**STEP 03.**  
**Build relationships  
with leaders**



The time I earned my dream job before the interview

THE  
**SO WHAT?**

CONNECT.  
COLLABORATE.  
UNITE.





**EARN THE JOB YOU WANT BY**  
**Designing your career and  
making it happen**

**PUT ANOTHER WAY...**

**Know me, like me, trust me**



**GET IN TOUCH**

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THANK  
YOU.

IMAGINE THE  
POSSIBILITIES.



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