



Your Secret Weapon

Presented by
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Coach & Speaker



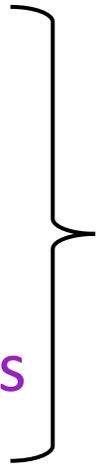
Don't be desperate

- You cannot be desperate in going after what you want. Hiring managers can smell that a mile away, and that puts you at a disadvantage.
- Human beings have an open loop system when it comes to emotions.
- What you are “FEELING” will supersede what you are thinking and saying.



Holistic Job Acquisition

- Your mindset
- Your self image
- Your target job
- Your target industry
- Your network
- Your interviewing skills



My "4 Critical Steps" Method



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ARE YOU READY FOR TAKEOFF?

THESE 4 STEPS WILL DETERMINE YOUR TRAJECTORY

If you've read self-help books or taken courses before, but you haven't realized the results you expected, it's not your fault. Most "gurus" tell you *what* to do, but they don't tell you *how* to do it.

When I coach clients, I show them *how*. I walk them through it step by step. This process can literally change the course of your life ...as long as you are willing to make the change.

This is going to sound simple, and it is, but so few people actually do it. I'm going to tell you exactly how to do it so it will take you less time than it took me. My clients have told me that this was a game changer for them.

HERE ARE THE 4 STEPS YOU MUST FOLLOW:

-  Clarify your heart's desire with absolute precision.
-  Identify the biggest obstacles that could get in your way.
-  Create new beliefs that cancel out the obstacles.
-  Construct a new self-image based on those new beliefs.

Please complete the 4 steps on the back. (See reverse.)

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Testimonial

“We spoke and I took her advice and practiced the techniques she recommended and amazingly a goal I had been trying to achieve came to fruition within 2 months. I am sure there are several factors that came into play in order for me to reach my goal, but her advice and coaching were definitely part of the reason that it did come true. I highly recommend Pat and her techniques if you are looking to reach some goals and you are just not sure how to get there.”



Decide what you want

- Industry
- Company
- Title
- Responsibilities



Why can't you have it?

- Not the right skills
- Applied there before



What are the limiting beliefs behind those objections?

- I need more education.
- They won't hire me because I'm too old.
- They've already rejected me.



What do I need to believe about myself?

- I can acquire whatever skills I need.
- I can apply more than once.
- I have much to contribute to this role/company.



Describe yourself already working at this company.

- Applying for the position
- Interviewing for the position
- Performing in the position



Envision people responding the way you want them to respond.

- What do you hear them saying?



Harness this instead

- Turn the process on its head and empower yourself as a candidate:
 - Position yourself to be a problem-solver and solutions-provider as opposed to a job seeker.
- The distinction is subtle but powerful. A job seeker goes into an interview simply looking to fill an open role, whereas a solutions-provider goes in on a fact-finding mission to determine how their skills align with the problem the employer is trying to solve.
- What is the main objective of the job? What new ideas can you bring to the table that will improve the role itself? And most importantly, how can you solve the employer's biggest challenge at hand: Hiring the right person in a timely and cost-effective manner?



Your Mindset

- Your secret weapon



333 Method

- Reasons why you can't

- All the ways you can get the job you want



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