



Kung Fu Baby!

[https://www.youtube.com/watch?
v=ctMd0eCQIFc](https://www.youtube.com/watch?v=ctMd0eCQIFc)

Luck

*The harder I work,
the luckier I get.*

- Luck and fate are partly predetermined and partly in your hand
- You did not decide where you were born, where you grew up
- At this point however you decide what you do with the rest of your life
 - You can choose to sit on your ass and sleep all day
 - Or you can choose to wake up everyday with a plan and resolve to do something about your state

4 Steps to Landing a Job

1. Technical Knowledge
2. Certifications
3. Marketing
4. Interview

In this course we will focus on Marketing and the Interview



Step 1 - Technical Knowledge

- Classes
- Practice on home labs
- Assignments
- CBT's
- Be open to learn new technologies on the fly
- Be able to talk about every technology that you learn about
- Use Google / YouTube to your benefit.



Step 2 - Certifications

Basic certs to start you off:

- MCITP / MCSE, CCA, VCP
- The more certs you have more you increase your chances of being noticed by recruiters
- Certifications do not promise you the job, they promise you the interview
- If your certs are not done, get them done ASAP.



Step 2 - Certifications

- Make a list of exams you have remaining to complete your certifications: Microsoft, Citrix and VMware
- Make a plan to get those exams out of the way in the next 1-2 weeks.
- Everyone assign a peer to ensure you do the cert.
- Write a minimum of 2 exams per week.
- Right now you don't have time. Spend money to buy time.

What is your favourite radio station?



There is a new station in town



It is called WII-FM



WII-FM

What's In It For Me

WII-FM

- Write down why you are doing this
- Write down who you are doing this for

Prioritize

- Plan ahead
- Do not leave things to the last minute!
- Ask yourself what your priorities are
 - Career
 - Family
 - Health
 - Everything else can wait

WHEN YOU
PRIORITIZE,
ALL THE
IMPORTANT STUFF
GETS DONE.

Step 3 - Marketing

- Resume
- Online Profile
- Your Image
- Recruiters
- Your Network



Marketing 1 – Your Resume

- You have to make a solid resume.
This is your ultimate marketing tool.
- Your resume is a dynamic document.
It is constantly changing.
- Spend 3 hours everyday for 1-2 weeks to make a solid resume. This is just the beginning.
- You have to know your resume inside out
 - Be able to edit your resume on the fly
 - Add / Remove points to resume within minutes
 - Have multiple copies of your resume
 - Use indeed.ca to find points for resume and also example resumes



Marketing 1 – Your Resume

- Exercise: Write down the text that will be used in the following sections in your resume
 - Personal Info
 - Intro paragraph
 - Technical Skills
 - Interpersonal Skills
 - Certifications
 - Professional Experience
 - Company
 - Title
 - Dates
 - Responsibilities
 - Scenario at every job
 - Size of environment: Servers / DC's / Sites etc
 - Size of IT Department / Your Team
 - Number of End Users



Step out of your comfort zone

- Step out of your comfort zone
 - To achieve anything you have to step out of your comfortable home. No one will bring anything to you.
 - Sacrifice your family time, sleep and all comforts for next few months
 - Know this, without stepping out of your comfort zone you will not be able to achieve anything

Professional Portfolio

- Assignment for next class: Buy a professional looking portfolio with plastic jackets
- Insert
 - Cover Page
 - Resume
 - Certifications
 - Other relevant documents
- Great to take along with you to interview

Video

- Don't Use Excuses – Jim Rohn
- <https://www.youtube.com/watch?v=QRHS10ZScc>