



Kung Fu Baby!

[https://www.youtube.com/watch?  
v=ctMd0eCQlFc](https://www.youtube.com/watch?v=ctMd0eCQlFc)

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=QRHS10ZSscc>