“5 Steps to Take Your Career from Stuck to Unstoppable”

How to find SUSTAINABLE SUCCESS without sacrificing HEALTH or WEALTH

Presented by: Tracy Timm, Career Clarity Expert
Welcome to Your Masterclass: From Stuck to Unstoppable

AKA: What to do when you hate your job...

but everyone else thinks you've got it made.
Time is precious... here's how to know if this is for YOU:

1. Go-getters who are tired of sacrificing their mental and physical health for someone else's definition of success.

2. High-achievers who know they are meant for more in work and in life, but they are struggling to answer that dreaded, basic question: What do I want to do?

3. Hard-working decision-makers who want to love their work, be good at what they do, dedicate their career to something meaningful and impactful, and make absolute BANK doing it.

4. Professionals who KNOW they want to quit but are paralyzed because they have bills to pay and don't know how to snag their dream job.
And if you want to get **RICH** in every sense of the word, this next 45 minutes will be the **BEST** time you’ve ever **INVESTED in** **YOURSELF** and your **CAREER**
Your Career Action Plan

Today, I’m going to give you a step-by-step plan to define and pursue work you love that doesn’t require you to move back in with your parents.

All this without ever looking at a job board and even if you have NO idea what it is you want to do.
Let me be clear...

This isn't some “quick fix” scheme, and it requires commitment.

- **Old Way:** Give you a fish
- **New Way:** Teach you to fish
- **Proverb:** Give a man a fish, and you feed him for a day. Teach a man to fish, and you feed him for a lifetime.

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But before we get into all the good stuff, let’s check in and see where you are real quick...
Does this sound like you?

- Do you feel **stuck** — like you WANT to do something else, but because you have no idea what THAT is, you have to stay in the same dissatisfying job you have now?

- Do you feel **exhausted** — like you’re basically doing TWO full times jobs (one is the job you’re paid to do and the other is pretending to be engaged with that job even though you’re completely over it)?

- Do you feel “**behind**” — constantly comparing yourself to your old classmates and close friends and worried that even if you DO find something you love, you’ll have to start your career over from scratch, and be even further behind than you feel right now?

- Do you feel **conflicted** — like you have to choose between income and impact? Like you either have to be a starving artist who loves your work or you have to be a miserable corporate success, but there’s no in between and no perfect fit? Like you’ll always be making a sacrifice?
Do you feel like you’re going to spend the rest of your career Miserable at work, unable to be yourself, and Missing Out on the life you truly desire and feel like you deserve?
These are SYMPTOMS.

The real problem is that you haven’t discovered your IDEAL career.

5 powerful INSIGHTS that will FINALLY help you look beyond what’s not working in your career and give you a CLEAR PATH to follow towards the job of your dreams.
Once you have these insights...

Here come the goods!

• You’ll see why you don’t have to trade impact for income, but instead you can actually have a personally meaningful career AND make great money at the same time.

• You’ll realize that the “out of control” feeling you have about your career and your professional life was an illusion and you can actually become MORE successful by deviating from what society has told you success looks like your entire life.

• You’ll understand how your career and life fit together so that you never have to sacrifice your mental and physical health AND you can be the best version of yourself both at home and at work.

• You’ll be able to make big-time career decisions without losing sleep and with such ease that you’ll need to order one of those “easy-buttons” that Staples used to make.
Most of all, you’ll see that doing work you LOVE is the FASTEST and EASIEST way to live a MEANINGFUL and IMPACTFUL life and make insane amounts of MONEY.
A little about me...

- I’m Tracy Timm and I used to HATE my job despite doing everything “right”

- Over the last 5 years, my work as a career coach and culture advisor has been featured on Fox 4, The CW, ESPN Radio, Fox News Radio, and TEDx

- I am one of the only experts whose business specifically focuses on discovering your IDEAL career

- My specialty is my ability to be a CLARITY CATALYST
I built MY career around optimizing YOUR career.

Finding your “reason for being”
Why I do this work...

- Personally quit a socially “successful” career, that looked great on paper, but made me miserable

- Spent 5 years (and $10k's!!) finding my “career clarity” so that...

- Work with high-potential professionals for 5 years, bringing clarity both one-on-one and in proven, trademarked programs

- Work with over 100 companies helping them attract, engage and retain top talent

- There is a specific formula and framework for knowing what you want to do, why you want to do it, and how to get it
Insight #1

Only you can choose your life
I know what you're thinking...

- I know you want to me to do that **voodoo mind trick** where I tell you the exact job you would be perfect for right away.

- I know from experience that I can literally hand-deliver the proven steps to career clarity and sustainable success, but if you believe that **nothing will ever work** for you or that **someone else is responsible** for your progress, this will not work.

- If you FEEL like you're working hard and doing all the “right things” but still **not seeing progress**, and simply hoping that one day “things will change,” this is the mechanism at play.
In all the work I’ve done with the UBER-successful over the course of my career in professional development, I can tell you this:

They ALL have a deep commitment to taking responsibility for their own careers.
“I was always afraid of the alternative. I knew for sure if I did nothing different, I was literally going to rot in the cubicle I was in.

If I did nothing different, I could already draw out 20 years of my life looking exactly the same, and I couldn’t live with that.”

-Jeff Hoffman
“Leading a good life is an individual decision.”

-Jeff Hoffman

- This isn’t a “Chicken Soup for the Soul” idea. Your professional progress is a direct result of your decisions.

- Sometimes it’s staying in a dead-end or debilitating job because you’re afraid of deviating from the norm or the expectations of others.

- Sometimes it’s spending hours on job boards so you feel like you’re making progress in your career, when in reality you haven’t actually moved the needle at all, (which makes you feel even more anxious).
Are you lying to yourself?

If you want a successful career you love, then you can't simply rely on the “career conveyor belt” to get you there.

Ask yourself, "Am I waiting for the PROMISE of success or am I actually making PROGRESS toward my purpose?"
Time for some tough love...

- If you're struggling in your career, that's a direct reflection of the choices you've made (or AVOIDED making) which are holding you back from feeling deeply satisfied and fulfilled with your work.

- And chances are, that's showing up not only in your career, but in the rest of your life (hello, relationships!).

- You get to choose your life. But it's extremely difficult to make new decisions until you give yourself PERMISSION to do so.
#1: Only you can choose your life

- You’re going to be given **opportunities** on nearly a daily basis - messages from the universe that are there for the taking.

- How you **receive** them and **act** upon them will be based on whether or not you feel like you have the **agency** and the **permission** to make positive change in your life.

- If you subconsciously believe you’re not meant to succeed or that deviating from your current path is somehow a disappointment or impossibility, you’ll pick up the cues that lead to you **confirm that bias**, and nothing will ever change.

- So you absolutely MUST have a **success mindset** and an actual system (aka, a plan!) for dealing with fear, your own doubt, your loved ones’ doubts and (the inevitable) freakouts along the way.
Meet Sam

- Sam is a Product Development Lead at Royal Caribbean

- Sam's real potential had been buried in **over 10 years of working in finance** (which she hated)

- She finally realized that she was “**waiting for someone to give her permission**” to leave a world where she never felt fulfilled

- Sam taught me the valuable lesson of a “**Personal Permission Slip**”
Insight #2

Play your own game
Most people get stuck in their career because they are living by someone else’s definition of success.

This is especially true of hi-po, over-achievers, because we get used to “playing the game” we need to play to look and feel successful.

We did it in high school, again in college, and now we’re trying to apply that same logic to our careers.
But we forget...

The world’s most successful, fulfilled, and impactful professionals find their unique GENIUS ZONE instead of focusing on salary, status, or other shiny objects.
WEALTH

HEALTH
You start by identifying YOUR unique NICHE in the career marketplace...

Your ideal working situation INSTEAD of trying to fit your GENIUS into a set of pre-existing job requirements that never feel quite right.

... that's your strategy for avoiding the overwhelm caused by trolling job boards and LinkedIn.
When you play someone else's game...

- You’re **worried** that if you leave your current job or industry, you’ll have to start your career over from scratch and you’ll be “**behind**” everyone else.

- You’re consistently **overwhelmed** with all of the options that are out there and somehow strangely **underwhelmed** because none of these options sound like you.

- You’re **disenchanted** because you did everything you were “**supposed**” to do, and yet you’re **unhappy** at work every day and don’t see your situation getting any better.

- You’ve gone to everyone you trust and respect—your parents, friends, career coaches, counselors—and yet no one’s **advice** is really working for your **unique** situation.

- You’re **conflicted** because you’ve been told you should be thankful for the job you have, but deep down you know you’re **meant for more**.
All of these seem inevitable but are actually

**COMPLETELY AVOIDABLE**

with one simple thing:

CLARITY
about who you are, what you love, and what
you're good at doing.
Now don’t get me wrong:

Your unique career NICHE will not allow you to "never work a day in your life".

So, you’re not going to be sitting around, eating bon-bons all day. In fact, you'll probably be working harder, faster, and stronger than you've ever worked in your life.
Benefits of KNOWING your NICHE

• You succeed in business (and in life!) simply by being YOURSELF and doing work that comes NATURALLY to you.

• You’re able to take advantage of all the jobs you’ve had before (even if you never want to DO them again) so that you won’t have wasted any time and you won’t have to start over from scratch.

• You’ll have the framework to make over 2x the amount of personal wealth in approximately 1/3 of the time.

• You’ll feel confident and clear when sharing your career plans with others, because you’re finally able to be honest, authentic, and on-mission.
Meet Patrick

- Patrick is Product Manager at meshify

- In working together, we discovered that Patrick had all the PIECES for success, just in the wrong PUZZLE

- We worked together for 2 months defining his NICHE and...

- He landed a job that met EVERY ONE OF HIS NICHE requirements AND included a nice BONUS (>12k/year) to his existing salary.
Insight #3

“Going it alone” only gets you so far
I know this seems slightly counter-intuitive, because the LAST thing that you want to do when you feel UNCONFIDENT or UNCLEAR in your career is TALK to other people about it...
So listen carefully, because this insight requires you to

RELEASE some of the thinking

that may have worked in the past, but
won’t serve you if you really want to find
work you love that fits your NICHE.
If you’re not already doing this, it's because...

You’re under the impression that you have to figure this all out on your own, otherwise it won’t be worth it or you won’t really be successful.

And/or you know that talking to other people might be helpful but you have no idea who would listen and even less about what you would say.
Big Insight: No One Succeeds Alone

- When you share your career journey with others, you are NO LONGER the only person invested in your success.

- You are NOT too weak to figure this out alone.

- In fact, NOBODY succeeds alone.

- Successful people create career ADVOCATES. Champions. Promoters.

- And by sharing your vision for the future you exponentially amplify that message through other people and thus exponentially increase your chances of getting where you want to go and achieving your idea of success.
Big Insight: People Want to HELP You

- People **innately** and **intrinsically** want to help you.

- When you enlist someone else’s help, they become **personally** INVESTED in your success.

- They will literally **go to bat** for you, even when you’re not around.

- And, of course, it takes the pressure and stress off of your singular shoulders which allows you to show up with **less stress** and more **authenticity**.
Start sharing your journey with others:

• You can actually show up with more **energy** and **clarity** in your career search

• You **leverage** the **natural inclination** of others to help you figure out answers you would struggle to find by yourself

• You get where you want to go faster by **amplifying** your vision with **career advocates**
And you DON'T have to do this in a cheesy or sleazy way...

(Hello, awkward networking events!)

...even if you feel like you have no network to begin.
There's a better way...

Leverage a personal and professional network that feels totally **natural** and seamlessly **effective**.

This ability to connect with others is true **magic** that moves the career clarity needle **forward**.

You’re learning from the **lessons** of others, AND you don’t have to do everything alone.
When you finally build up the CONFIDENCE THAT success looks infinitely better than anything you could have discovered on your OWN.
Meet Megan

- Megan found her NICHE while working with us in just 5 weeks
- She went from unclear to 100% confidence in her vision
- Most importantly, she shared that vision with her pre-existing network...
- And LANDED HER DREAM JOB on WEEK 6!!!
Just so you’re following along, what Megan did that set her apart from everyone else looking for career success and satisfaction is EXACTLY what we’ve talked about so far.
Insight #4

Test drives are not just for cars
You’re spending hours on job boards and LinkedIn hoping that your dream job will pop out of the screen and announce itself.

You’re paralyzed because you know you don’t have the foggiest idea of what you’d type into that search bar anyway.

You’re terrified of making any decision because you’re nervous you may not even LIKE what you choose (let alone love it).
Every single person I speak to has the same ultimate fear:

They imagine leaving their job only to find that the grass isn't really greener anywhere else...

In fact, even though they've put in all the time and effort to find something they love doing, they actually hate where they landed EVEN MORE and wish they had never left their less-than-ideal job in the first place.

Sound familiar?
For this reason, LinkedIn comes LAST

- Job boards have their place but I’ll be honest with you...

- We don’t use LinkedIn or Indeed in any capacity WHATSOEVER until we have absolute clarity in what we’re looking for, first!

- The work, the team, the mission, the pay, the lifestyle, EVERYTHING

- And THEN we test it.
But whyyyyyy??

- Because it takes career **CLARITY** to use boards and social effectively.

- Because without strategically testing your assumptions, you'll always **doubt yourself** and wonder if you made the right decisions.

- Because the longer you question yourself, the longer you **wait to take action**

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So if you feel like you don’t have the luxury of:

- Spending HOURS online
- Being disappointed by your options
- Slaving away while you organically build your network
- Throwing a bunch of months (or years!) into full-time jobs just to see if you even LIKE it...
You're gonna LOVE this
Why would you spend all that TIME, MONEY, ENERGY building a career path from scratch online where every site just wants to make money off of you as a candidate...

...when you can literally TEST DRIVE ANY JOB YOU WANT with people who are already actively engaged (AND do it on someone else’s dime)?
Career TEST-DRIVES
Shadowing, informational interviews, volunteering...
Tactics for Test Driving Your Career

- Shadowing
- Informational Interviews
- Online Courses
- Freelancing
Test Drive Your Career

- Let someone else give you the opportunity to find out if you even LIKE the job you’re about to do (and maybe even PAY you for that time!).

- You show up, learn, gather info, test out your ideas and leave with more clarity than ever.

- Without ever rolling the dice or committing before you’re ready.
Because...

- You get to capitalize on people who are ALREADY doing the jobs you see yourself doing.

- You get firsthand, in person, insightful testimonial and experience that can NEVER be replaced by trolling job boards.

- You get experiences in roles that may help you discover your dream job or help you dodge that eventual bullet.

- So instead of scrolling until you get carpal tunnel on a website that’s designed more for the EMPLOYERS instead of the EMPLOYEES... you make the system work for you!
Meet Nick

- Nick is now the CEO of Red Door Escape Room
- But that’s not where he started...
- One visit with his girlfriend led to a fascination which led to volunteering part time in the evenings which led to...
- Being offered a full time job and taking over as CEO!
Instead, when you invest in taking decisive, meaningful action and making PROGRESS toward your PURPOSE instead of waiting around for PROOF of the success you’ve been PROMISED, you can get results like Nick.
• You can take the long, overwhelming route, but unless you’re crystal clear on what you’re looking for already, chances are LinkedIn is not going to help you...

• It isn’t the lack of opportunities that keeping you stuck. It’s the lack of CLARITY into what you want to do, why you want to do it, and whether or not you’ll like it.
Get good at

THE BASICS
In your career, that means the **CLARITY and CONSISTENCY** that reveals only the best and most applicable career opportunities at your front door step.
Let's recap!

The WHY: Mindset

The WHAT: Mission

The HOW: Method
Discovering your IDEAL career comes from DOING not THINKING.
Insight #5

Take action before it takes you
FIXING THE "CAREER MYTH"
BELIEF OF LINEAR CAREER PATH HOLDING PEOPLE BACK
The Career Myth

It’s a delusional belief in the outdated idea of linear career progression.

In today’s world, because of the way companies have shifted since 2007 and because technology and timing have presented us an unlimited number of options...

...you can’t expect your career to follow a well-defined path, or what I like to call, “career conveyor belts”.

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Everything you have learned and experienced has led you to the career that you’re in right now.
If you’re currently struggling to figure out what you want to do or just looking for the courage to leave something that you hate, know that you can’t possibly FORCE clarity on yourself.

You’re going to have to learn a completely new way of thinking to define and find work you love.
Why me?

- The reason I’m in a position to teach you this material is because I’ve done everything wrong...

- I’ve also had a career I hated (Wall Street, not for everyone), and left with only the belief that I could eventually find work I loved.

- To date, I’ve invested $$$ in training, coaching, and development, but first...

- I still had to learn this the hard way.
The year before starting my own business...
I got fired.
Starting a company

Building a trademarked methodology

Running a 5-figure per month business

AND helping my clients get 6-figure jobs that they LOVE so genuinely that they stop caring what other people think.
This made me a big believer in **CONGRUENCE**.
The person who says they want something (aka, a better career, more money, etc) doesn’t take action to actually get it, is living out of integrity.
Is it scary?

Hells yeah!

But no one makes the leap from stuck to unstoppable without fear and without some expert guidance. And it's WAY scarier to be FIRED than it is to QUIT. Trust me...
Take action (before it takes you)
Today I promised I would teach you...

- The WHY behind loving your job and how career **satisfaction** leads to more and faster wealth (in more ways than one!).

- What our most **successful** clients are doing that’s helping them find jobs that fit like a hand in a glove.

- How to create a scenario where employers are contacting YOU with **positions that you love**, you’re good at, the world needs, and you can get paid to do (IKIGAI!).
Here's what you need to **WIN:**

- The right **mindset**
- Clarity around your career niche
- An engaged and leveraged network
- Targeted career **test drives**
- Massive and meaningful **action**
Now, you have a CHOICE
A good coach will help you...

- Play up your strengths and reframe your weaknesses.

- Rewrite any limiting beliefs that are keeping you stuck at the level you are despite all the hard work you put in.

- Learn tools and strategies to build the career and life of your dreams.

- Stay accountable and not let you bail when fear comes knocking.
Here's how I can help:

- I have set aside some time so we can speak to you personally about how you can apply these ideas to your career starting **TODAY**.

- Whatever your biggest challenges are, I’ve seen it and I know how we can **overcome** it, together.
In this session...

• Discover what's keeping you stuck in your career

• Determine the next best steps for your future

• Decide if we're a good fit to work together

• For now, the cost: 100% FREE
FREEBIE #1: 4 Places to Discover Your Dream Job

FREE GUIDE: The Top 4 Places to Discover Your Dream Job

HINT: My clients PAY for these tips and NOT one of them is a job board... inside you'll find:
- 4 (surprising) places to find your dream job
- Counter-intuitive tips that change the game in your favor
- No-nonsense advice from someone who's LIVED this too.

You could be ONE CLICK away from career bliss...

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Thank you and Questions

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