


EDGE/GAINS

6 Ways To Fast-Track Your Career



Move from the cubicle to
the boardroom at the
speed of light.

Presented by Nanette Gamily

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Masters Class: 6 Ways to Fast Track Your Career

Hi, I'm Nanette Gamily, the Executive Coach dedicated to your professional success.

Thanks for attending today's Master's Class: 6 Ways to Fast-Track Your Career. You may be feeling confused or frustrated about your professional life. Or perhaps you have the sense that something is missing in your job, but you are not sure what.

If you so, let me assure you that you are in the right place. Because today, you are taking the first step to get the career that you want.

So, let's get started. Oh, be sure to listen all the way to the end, I've got something to get your career off to an even faster start.

Admit it ...you're angry.

You've worked long hours, taken on extra assignments and attended endless office parties. Your boss said he or she liked your work, even hinted at an eminent promotion. But when the time came, the prize went to your co-worker.

And you were shocked.

In a state of disbelief, you watch as the high fives, pats on the back, and congratulatory e-mails fly around your office. You keep a stiff upper lip and even shake hands and offer your congratulations. But inside you're seething. The promotion should have been yours. And rightly so, after all you did all the work, right?

You start to second guess yourself, and ask why are they better than me?

Has my boss just been pacifying me so I would work harder and sacrifice more of my personal life? Losing nights and weekends to the workload had become second nature. Could they really be looking for more?

So, you pack up your laptop and pass your colleagues on their way to get a celebratory drink. It feels like you are the *out* part of the *in* crowd.

And when you go home, you chase sleep, but find it elusive. Because as you punch your pillow, you realize that your career has gone stagnant.



You think the answer may be to find a new job. You give yourself a pep talking, and try to convince yourself that a new company will recognize your efforts and reward you with amazing career options.

Maybe or maybe not.

But the truth is that hard work alone won't get you to the next level. It's just the first step. What actually might get you there faster is a well-thought out game plan. And it's easier to execute than you think.

1. Be Clear

Before you apply for a job or ask for a promotion, make sure you are pursuing a job that's right for you. The last thing you want to do is to get your dream job only to find out it's the wrong one.

Reach out to someone a level above the job that interests you and ask to learn more about the business area and prospective role. Most people will be flattered that you asked for their advice and will give you at least 15 minutes of their time.

Whether the discussion is in person or on the phone, be professional in your tone and appearance and come prepared with good questions that will provide insights into the business and their objectives.

Follow up the discussion with a thank you e-mail that references specific information that you learned or found interesting during the conversation.

2. Say It and Say It Again

You know what you want. In fact, you've probably created a list of everything you want in a career. But the problem is that the paper isn't worth what it's written on if you don't tell anyone, particularly your boss, more than once a year.

Today's fast paced business world has produced leaders with good intentions but with 140 character attention spans. By the time you've left their office, your career goals are forgotten. So it's important to spot the moments when you can reiterate your desires.

Corporate website articles, external blogs, meetings and even hallway conversations are easy ways to attach your career aspirations to natural business events.

When you find something that applies to a career area that interests you, send an e-mail or have a hallway conversation with your boss and say something like this. "Ran across something that made me think (insert career goal).... Thought it might apply to (insert project or business area).... Do you have a few minutes?"

3. Birds of a Feather

Ever wonder why your boss seems to like some people more than others? Contrary to what you might think, it is often not about shared interests, but how quickly others develop rapport.

It's the feeling of connection or sameness like when two people say the same thing at the same time or when one person can finish the other's sentences.

It doesn't require a personality change on your part. It simply requires that you communicate your thoughts and ideas in a way that is similar to their style. Using their mannerisms, tone and inflection will go a long way to getting your point across, but build a sense of unity and likeness.

4. Rock Star Moves

At some point in your career, you've probably taken a personality test that plots your strengths and weaknesses against common leadership styles. Assessments point out obvious points and some blind spots, but rarely do they provide actionable ideas to get you where you want to go.

The best guides are the rock star leaders who seem to have the wow factor that attracts intense positive attention, influences others, and drives results. Watch them in action and pay special attention to their appearance, mannerism, tone, and speech pattern. Notice how they treat people in both business and social settings and they react to them. Decide what is effective and emulate what works for you even if it is a little uncomfortable at first.

5. Got That Something

Everyone has something that is unique that sets them apart from others. Rather than focusing on your development points, exploit your strengths. Seize special projects where your specialness shine above others.

Indulge in a little self-promotion campaign, slipping subtle sound bites about the unique you into meetings, e-mails and hallway encounters. When people hear things repeatedly, they state them as fact.

6. Paparazzi

Companies are always looking for ways to show case their employees through their work and charitable contributions within the community. Every company wants to be on the Top 100 Best Companies list, so your successes are another way to advertise to prospective customers and employees.

Send your boss, human resources and corporate communications information about your special projects, awards or charitable work that might make an interesting article.

Put your plan into action and see how things begin to turn in your favor. Now imagine, it's six months later and the promotion cycle is here again, but this time it's your turn. You're the new leader that everyone wants to follow and emulate, because let's face it, you've got rock star moves.

All because you did the work, but more importantly you took the risk.

And I'll let you in on a secret. When all else fails, fake it until you make it.

Thanks for listening. Click on the link below to receive a free 30-minute session with me to take next step in fast tracking your career

[Click Here For A FREE 30-minute Session with Nanette](#)

Author Bio

Nanette Gamily is an unconventional *Executive Coach* who teaches people how to move from the cubicle to the board room at lightning speed. You can follow her blog www.edgegains.com or on twitter.

