



OVERCOMING BARRIERS TO YOUR CAREER SUCCESS

Some people find they can easily climb up the career ladder, seeing every successive step appear just in time to take that step up. Others may find that there are obstacles to career success. In some instances, employees may feel as if they are being treated differently because of age, gender or religion. In other instances, they may find a boss or co-worker difficult to get along with. And, with the current economic climate, the biggest obstacle of all may be the ever-increasing levels of unemployment. So, what can we do to keep developing our careers, in spite of any blocks that might stand in our way?

Step 1: Go for your passion. It is important to seek work in something you enjoy doing. The best kind of job you can have is one where you continually ask yourself "and they pay me to do this?". You will also know if you are in the right place, if you truly believe in what you are doing or are excited to be headed off to work each day.



Step 2: Do things right; Do the right thing: It is useful to know what is important in your chosen field and to immerse yourself in those activities. And, more importantly, it is useful to ensure you do them right. If you are unsure what's important, it may be worth your while seeking the input of more experienced colleagues.

Step 3: Take a 'can do', opportunity-focussed attitude: It is also useful to put yourself forward to take part in more of those important activities. You may also like to think about the kind of opportunities your employer may come across, as well as any problems they may face in the future. You can then offer to help your employer tap into those opportunities or overcome those problems.

Step 4: Stand tall, assert your self, and mix with positive people: Before you start your day, it is often useful to have a really good stretch, reaching for the ceiling. You will find that when you interact with your boss and colleagues, it is easier to assert your rights, confidently. You will also find mixing with positive people supports your 'can do' attitude.

At the end of the day, you can look forward to a successful career, one where the way appears for you just in time to take that next step up. So, what are you doing to develop your career in 2009 and beyond?

OUR MISSION

To provide a professional service, using best practices.

OUR MOTTO

- Be Proactive.
- Take Charge of Your Career.
- Look After Your Health.

Membership: \$55 per calendar year.

As membership grows, so too, do your benefits.

Applications for membership can be made by completing the reply slip on the back of HQ™. Send it, along with your cheque, to the address shown below. And, remember to keep us posted on your correct contact details.

Your opinions are important to us. Your comments, thoughts, reflections, and feedback on this and future issues are always welcome. Enquiries, or requests for further information can also be made to the address below.

FOOD FOR THOUGHT

When we are interested in an activity, we are happy to spend time in it. And if we were to spend eight hours involved in the activity, we may not notice where the time went. We may even find ourselves looking forward to when we can do so again.

By contrast, when we aren't interested in an activity, it may take all our efforts to spend five minutes with it. And, when we do, that five minutes may feel very onerous indeed. We may find relief when we can finally put it behind us.

It may be no surprise that the more we enjoy an activity, the quicker we are to engage with it, and the better we become at it. This may prove true in both our personal and professional lives.

So, what does this mean for us? The best thing we can do is to find an occupation we enjoy. We can then take delight in moving towards excellence in our chosen field. And, we can really enrich our day by setting aside time for delightful leisure pursuits.

So, what are you doing to enjoy your personal and professional interests today?

RECOMMENDED READING

In *Traders, Guns & Money*, Satyajit Das tells us about some of the things that go on behind closed doors in the derivatives world. It is indeed thought-provoking and well-worth a read.

FORTHCOMING ISSUES OF ™

June: Negotiate for Your Career Success

Sept: Harnessing the Mind-Body Connection for Your Career Success

Dec: Your Wealth Creation Plan, Part II

Mar: Getting that Promotion: Next Steps in Your Career

LIBRARY HOUR

The **RACHEL ABRAMSON & ASSOCIATES** library is open following our **SEMINARS OF THE FUTURE™** and **PPP™** seminars. It is also open by appointment.

DIARY DATES FOR 2009

March

PP1: Setting Up Your Practice: What You Need to Know

PP11: Databases and How to Make them Work for You

Overcoming Barriers to Your Career Success

April

PP46: Staying 'A-live' - Reviewing the Basics

PP2: Handling the Paperwork, Including the GST

PP12: Websites and Marketing for the New Millennium

May

PP3: Processes and Procedures that Work

PP13: Entrepreneurial Spirit: Qualities of an Entrepreneur and How to Develop it

Managing Office Politics

June

PP4: Determining Your Price and Fee Setting

PP14: Entrepreneurial Spirit: Identifying Opportunities

PP47: Staying 'A-live' - Reviewing the Enterprise

July

Managing Workplace Conflict

PP5: Budgets and Cash Flows

PP15: Entrepreneurial Spirit: Evaluating Opportunities

August

PP6: Marketing Your Practice: Your 'Product'

PP16: Entrepreneurial Spirit: Developing Your Business Strategy

PP48: Staying 'A-live' - Reviewing the Staffing

September

PP17: Entrepreneurial Spirit: Managing Partners, Other Entrepreneurs and Venture Capitalists

Harnessing the Mind-Body Connection for Your Career Success

PP7: Marketing Your Practice: Promotion Strategies that Work

October

PP8: Marketing Your Practice: Getting Your Image Right

PP18: Security Issues: Your Self, Your 'Product', Your I.P., Your Staff

PP49: Staying 'A-live' - Consolidating the Growth

November

PP9: Marketing Your Practice: Alternate Places for Your Product

PP19: Growing Your Business as a Saleable Asset: Harvesting Your Business' Worth and Exit Strategies

Unlocking Your Inner Career Potential

December

PP20: Going Global: Issues to Consider

PP50: Staying 'A-live' - The Next Steps

PP10: Marketing Your Practice: Databases for Your Practice