



Building A Sustainable Security Career

Avoiding Burnout, Creating Joy, and Living Out Your Wildest Dreams

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Talking about Careers...

- **I talk to people *EVERY DAY* about this...**
 - “My Career Stinks...”
 - You’re not where you want to be.
 - You’re not paid enough.
 - You’re not growing fast enough.
 - You’re not feeling the contribution.
 - “My Career is Fine, but My Job Stinks....”
 - Your co-workers?
 - Your boss?
 - Your organization?
 - Your lifestyle?
 - “I’m ready for a change but I don’t know how...”
 - “I put my resume on Monster, and nothing happened...”
 - “I keep sending out my resume and never get a response...”
- **Why should we talk about this?**

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***Are You As Happy as you want to be
with your Career/Job?***

Think Carefully Before You Answer....

"[Career]... Satisfaction level is an important factor influencing the health of workers."

University of Manchester Study

Being Happy at Work is a life or death decision.

Building a Career

- **Where do you want to go?**
 - Who do you want to be in 5 years?
 - In 10 years?
 - How about when you retire?
- **It's about who, not where.**
- **We are fulfilled based on who we are on a daily basis**
 - This isn't about what you do.
 - This is about who you are becoming.
- **Choosing a Career is about who you want to be.**

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But I need to eat.

You're not going to starve. I promise.

It's 2007...

- **Very few of us work to eat anymore.**
 - Even people in bankruptcy can feed themselves.
 - We live in a modern, 21st-Century Society. Social programs keep us eating.
 - According to some, even those on welfare usually have a TV and a car.
- **So, if we're not working for food and shelter, what are we doing it for?**
 - Sometimes it's to maintain our lifestyle.
 - More often, it's because we can't think of another way.
- **Okay, what *should* we be doing it for?**

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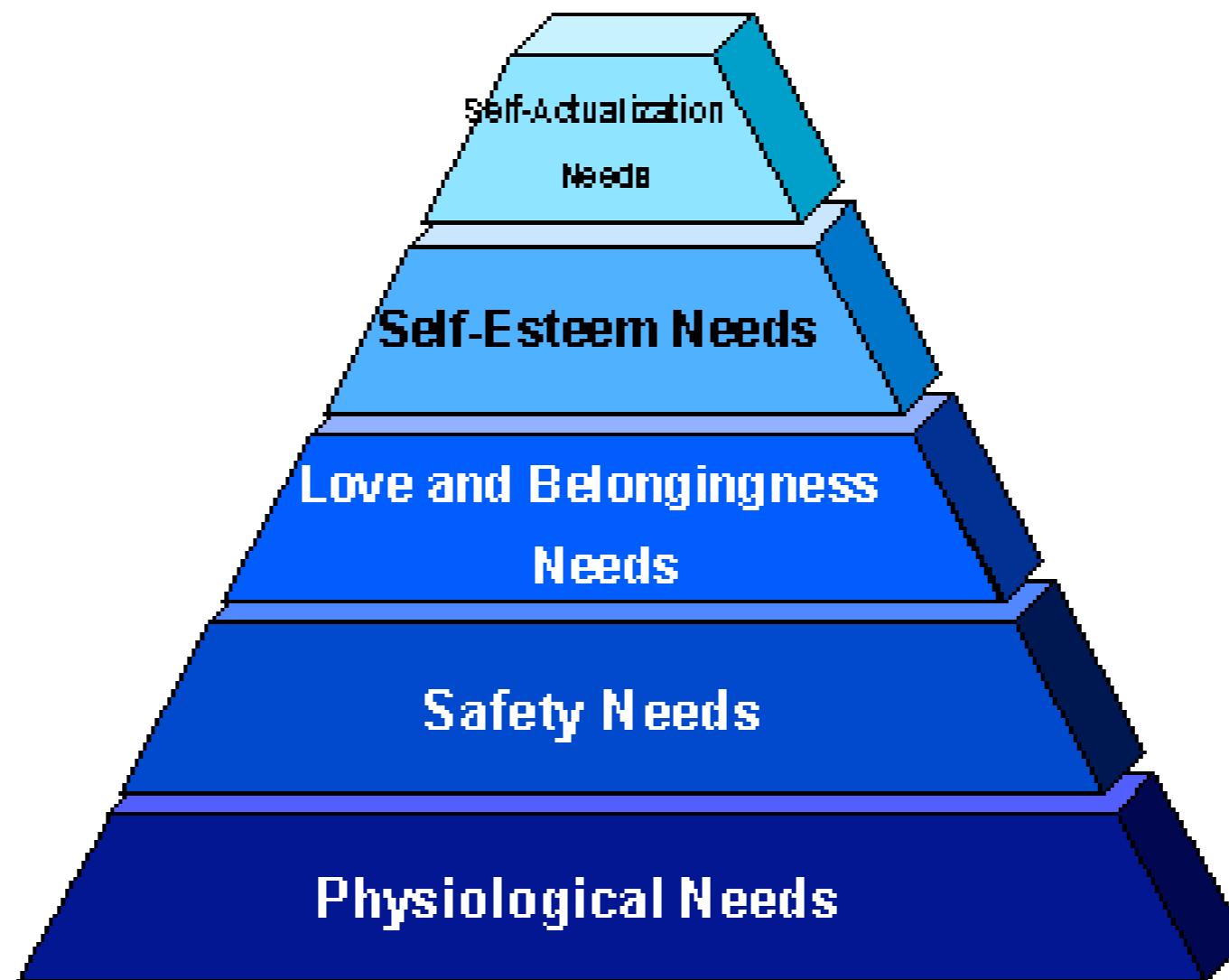
**This Man Will Lead Us
to the Answer**



Doesn't he look self-actualized?

Maslow Said...

- **We have a hierarchy of needs**
 - When the lower needs are met, we move on to the higher needs.



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Self-Actualization

- **We Work For Three Main Reasons**
 1. To belong to (and be a part of) something.
 2. To create self-esteem.
 3. To self-actualize.
- **Career success is success in creating a life that aligns with who we are.**
 - This is not what we were taught.
 - Our teaching hasn't changed much since we worked on farms and in order to create enough money to buy seed.
- **If this is true, it challenges some fundamental assumptions...**

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My Father's 6 Fundamental Assumptions About Work

- 1. Work is something that you have to do every day.**
- 2. The company is more important to you than you are to the company.**
- 3. You are lucky if you have a job - you can always be replaced.**
- 4. Your goal should be to work for one company for as long as you can. (*If you are loyal to the company, the company will be loyal to you.*)**
- 5. The company will manage your career path for you - your manager will worry about training and growth.**
- 6. Don't worry about being happy - you can be happy when you retire.**

None of those apply today

Even if you haven't noticed yet.

It's all up to you.

Sorry to be the one breaking the news.

What is a Sustainable Security Career?

- **A career path that aligns with who you are and who you are going to be.**
 - Fulfills your needs for belonging, self-esteem and growth toward self-actualization.
- **What does that mean?**
 - The amount of challenge is at the right level.
 - The people around you are aligned with your calling in life.
 - The lifestyle that it provides is appropriate for you.
 - You see a path to who you ultimately want to be.
- **You need to decide what level is appropriate for you**
 - Everyone will have a different career path.
- **Let's consider the security career...**

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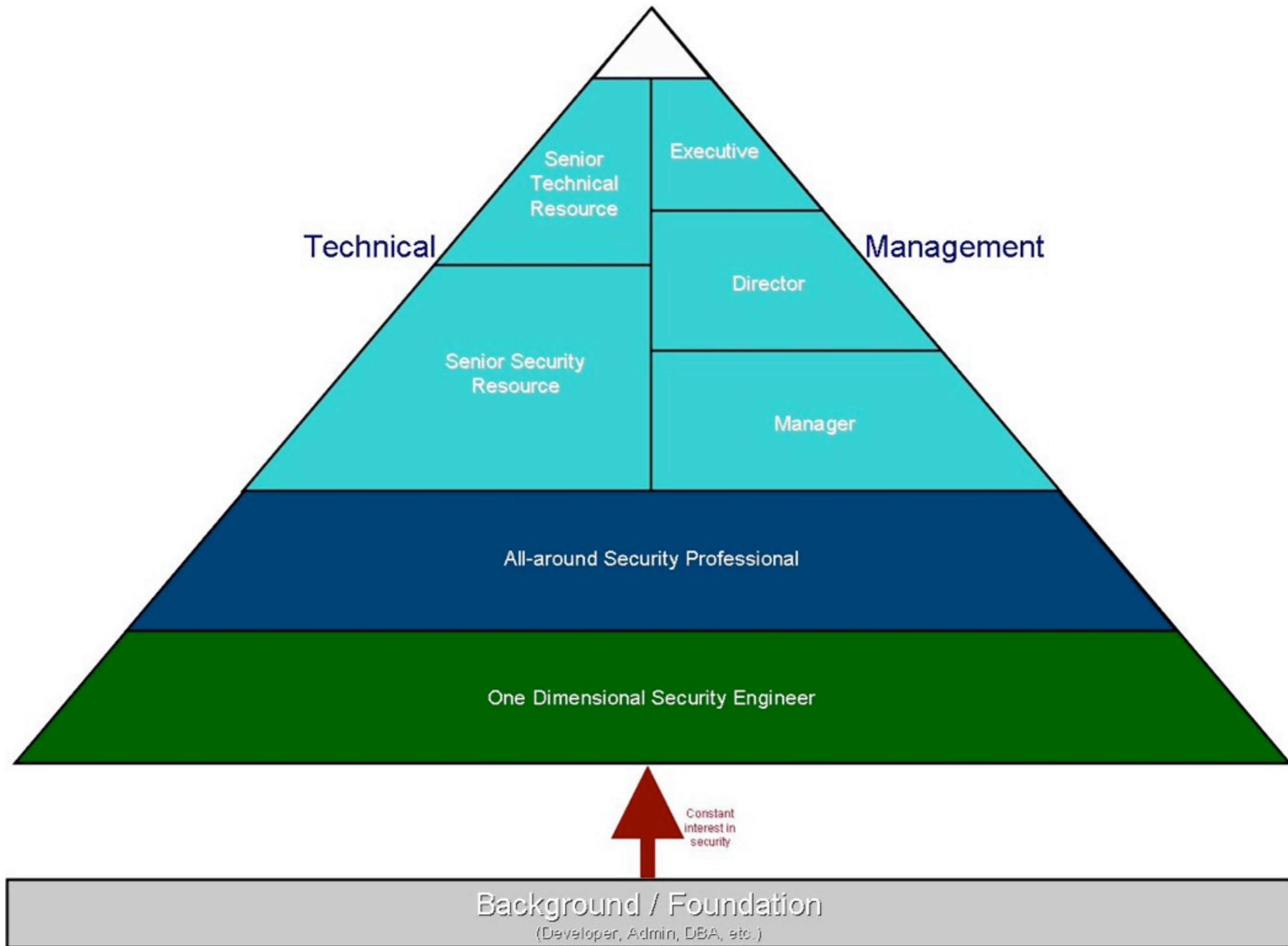
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A Career is Like Mt. Everest....



The Security Career Mountain



I know where I am.

How do I get where I'm going?

This is where this presentation gets really different.

The Job Search Process

- ***Write Up a Resume***
 - Follow all of the best resume-writing advice
 - Perhaps have it professionally written
- ***Post the Resume on Monster, Hot Jobs, etc.***
 - Post a couple of different ones for the different types of jobs you may want to apply to.
 - One for management, one for technical, etc.
- ***Apply to all the jobs that you'd be interested in getting***
 - Make sure that you send the right resume to each.
- ***Call the head-hunters in your area***
 - Ask them what they have available.
 - See if they're looking to place anyone with your skills for anything.
- ***Then, you wait...***

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What's wrong with that?

Absolutely nothing, right?

That's what everyone does.

Then it has to be the right way...

**But it's all wrong.
Completely Backwards, Actually.**

All of it relies on the old assumptions.

The World has Changed

- ***The "Resume-based" job search doesn't work anymore***
 - Managers are inundated with resumes.
 - The average post on Monster.com or Hotjobs gets **hundreds** of resume submissions
- **Most managers prefer to hire someone that has come in a different way.**
 - Head-hunters are becoming more valuable
 - We tend to use them incorrectly.
- **The world of *easy job applications* requires a new method.**

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Today's 6 Fundamental Assumptions About Work

- 1. Work is something that you do in order to self-actualize.**
- 2. Your knowledge and experience are what you bring to the company - these cannot be replaced.**
- 3. The company is lucky if they can find the knowledge and experience that they need.**
- 4. Your goal should be to work where the work and the company are in alignment to who you are. *There is no such thing as loyalty.***
- 5. You are responsible for your own growth.**
- 6. Be happy in your work and your work will be more successful. And your retirement will be that much more fun.**

The 4 Steps to Your Dream Job

- ***Step 1: Get Clear on Your Calling***
 - Remember - job satisfaction is ***life or death***.
 - You need to know what you **really** want to do
- ***Step 2: Find Alignment with Your Career***
 - What career is really “you”?
 - What career would you vacation at?
- ***Step 2.5: Find Alignment with A Company***
 - A great career path isn’t any good if the job sucks.
 - Life-style, company philosophy, management, and co-workers are huge factors in your happiness.
- ***Step 3: Create Opportunities***
 - Target the companies and create openings for yourself.
- ***Step 4: Close the Deal***
 - Write a resume, interview, and make it happen.

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Questions?

(Ask one... You have at least one, don't you?)

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For more information and to download the first chapter of my book, go to:

www.ForgetTheParachute.com

Read my blog at:

www.episteme.ca