

**Principle #1: PERSONAL RESPONSIBILITY**

*If it's going to be... it's up to me*

The two major causes of underachievement are 1) Blame and 2) Excuses. Sadly, very few people seem willing to take responsibility for their own lives these days. Taking responsibility means accepting any type of 'wind' that might blow; knowing that it's not the wind, but the set of the sail that makes the difference between success and failure; achievement and underachievement. It's easier to find excuses or to blame others than to hold oneself accountable. Taking responsibility means, "If it's going to be, it's up to me – and no one else!" Responsibility means going the extra mile (with a smile) because going the extra mile is the best investment you can make in yourself and in your future.

**Principle #2: A BURNING DESIRE**

*Nothing happens without first a dream*

Desire rules! Job seekers must have a burning desire backed by a relentless commitment to that desire. Purpose is everything. Being 'on purpose' means job seekers are willing to commit to their desires... their goals. Commitment means that quitting is NOT an option; that they'll never give up on their quest for a better life, no matter what obstacles stand in their way. So long as the flame of desire burns deep within a job seeker's heart, she will achieve her workplace (and life) ambitions. It is important to note that desire alone is not sufficient to ensure success. Jack has a desire to win the lottery but doesn't purchase lottery tickets. Wendi has a desire to write a résumé book but hasn't written down a word. After getting downsized, Steve desires to land a new job for his and his family's financial well-being - but hasn't even begun working on his résumé. What these three people lack is a "burning" desire; an unquenchable need to achieve

**Principle #3: FAITH**

*Where there's a will, there's a way*

Faith is that intangible power of knowing that something derives from nothing when faith is applied. Faith is a belief, or a feeling of certainty, that something good can be created even though it has yet to be determined when or

how it will occur. The expression "I'll believe it when I see it," is actually not the formula for achieving success or joy in life. The formula is actually the antithesis, "I'll see it when I first believe it." Job seekers (and all success seekers) have to first believe it in order to eventually experience it. Faith may be, for some job seekers, a belief in and a partnership with a higher power; a spiritual connection that will help lead them to their next workplace opportunity. For others, faith is a belief in oneself or in a process. When you drive your car, don't you have faith that the steering wheel won't come off in your hands? When you get on an airplane, don't you have faith that the pilots and mechanics know what they're doing to get you to your destination safely? Job seekers must have faith that they will land a good job quickly and enjoyably if they follow your advice. It is faith that propels action - even when job seekers don't quite know how it will all work out.

**Principle #4: A HEALTHY ATTITUDE**

*Success is not attracted by negativity*

A healthy attitude means developing a positive outlook on life no matter what conflicts and/or adversities you are facing. Clement Stone said, "There is little difference in people, but that little difference makes a big difference. The little difference is attitude. The big difference is whether it is positive or negative." Thomas Jefferson said, "Nothing can stop a person with the right mental attitude from achieving his goal; but nothing on earth can help the person with the wrong mental attitude." The best way I know of to develop a healthy attitude is to appreciate all that we have today, in pursuit of what we want tomorrow. Often referred to as a sense of gratitude.

**Principle #5: DISCIPLINE**

*Without discipline – very little is possible*

Discipline is the bridge between unemployment and gainful employment. Discipline means doing all the things that others aren't willing to do and hanging in there long after everyone else has let go. It means doing what you don't want to do in pursuit of what you want. Discipline is the foundation upon which all success achievement is attained. We all have one of two choices: to employ discipline to do all that we have to do to achieve our goals; or neglect to employ discipline at the expense of them. Discipline leads to reward. Neglect leads to regret. Discipline means job seekers must utilize new



skills, expose themselves to new ideas, and challenge themselves to think and act outside of their comfort zone – like a child learning the alphabet for the first time. In the end, rapid employment is derived by employing a few disciplines every day, while underachievement is derived by neglecting to do those few simple disciplines every day.

### **Principle #6: A POSITIVE SPHERE OF INFLUENCE**

**Your environment may determine how quickly you land a new job**

It doesn't take a rocket scientist to figure out that the quality of life and the level of success we will ultimately achieve is directly related to the quality of people we hang out with. Will Rogers said it best, "The quality of life is often a result of the people in life you avoid." It is critical to consistently assess our environment to determine if that environment is with us or against us. Successful people surround themselves with successful people. Far too many job seekers fail to surround themselves with a positive and supportive team of people to help boost their efforts. It's important to help job seekers identify and evaluate their sphere of influence because awareness is power! And once aware of the make-up of their sphere of influence, job seekers can then determine who they need to spend more time with; who they need to spend less time with; who they need to add to their sphere of influence; and who they have to disassociate with – partially or completely.

### **Principle #7: GIVERS GAIN**

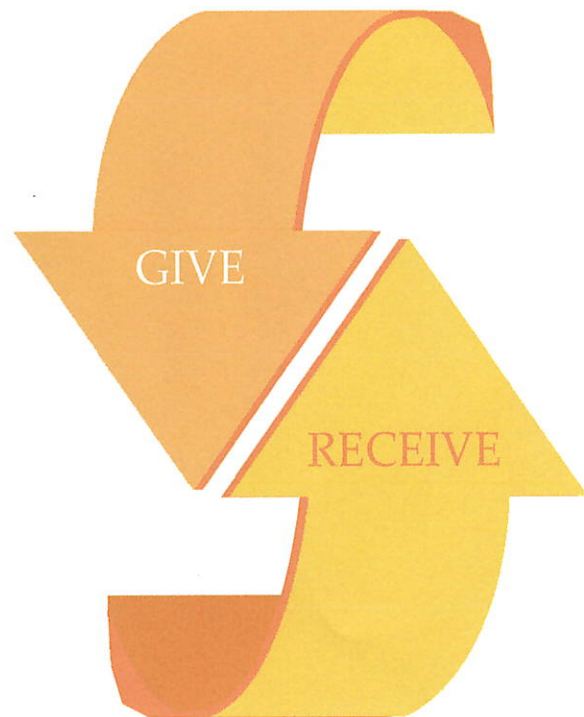
**"Never take more than you give" – Elton John**

I don't know how it works. But I know it works. Rarely discussed as a principle, this principle is actually a law. "What you give, you get back even more." Most job seekers believe the job search is a painful, fearful, and humiliating experience. Not a great mindset for success. The key to rapid employment, is to focus on what they can give, produce, and contribute, that will convince prospective employers that they bring more value to the organization than they will be paid for (going the extra mile). A mentality of giving while conducting a job campaign triggers the law of reciprocity. When job seekers show a giving constitution, they will be well-rewarded. When seeking a new job, it's best to think: "What can I give?" rather than "What do I want?"

### **Principle #8: DISCIPLINED ACTION**

**Action speaks louder than words**

All the planning in the world, all the motivation available, and all the good intentions mean absolutely nothing without taking disciplined action. It's been said that the road to hell is paved with good intentions, but the road to success is paved with disciplined action. The fact is, most people know what to do, but don't do what they know. So yes, action does speak louder than words. Here's a philosophy for job seekers: Make rest a necessity, not an objective. We all need to rest, re-energize, and regain the oomph needed to take more action to achieve our goals. But we must remind job seekers that knowledge is not power – applied knowledge is power. It's 50-60 hours of week of high-energy, strategic activity that leads to rapid employment. It's creating a written rapid employment plan and taking action on the plan. The previous seven principles are pretty much useless if not supported by disciplined action.







# 8 Principles to Rapid Employment

1

## PERSONAL RESPONSIBILITY

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2

## A BURNING DESIRE

Nothing happens without first a dream

3

## FAITH

Where there's a will, there's a way

4

## A HEALTHY ADDITUDE

Success is not attracted by negativity

5

## DISCIPLINE

Without discipline – very little is possible

6

## A POSITIVE SPHERE OF INFLUENCE

Your environment may determine how quickly you land a new job

7

## GIVERS GET MORE

What goes around comes around

8

## TAKE ACTION

Action speaks 'much' louder than words



Job search success starts in the head and with a grateful, giving attitude.  
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