



Leaders to Follow

FINDING THE JOB YOU CAN LIKE AND DO BEST

By Jarda Tusek

As Woodrow Wilson put it, "*We are not here merely to make a living. We are here to enrich the world.*"

Over the past three decades my wife Sara and I have helped thousands of American and European executives, mid-level professionals, students, career changers and people just entering the job market after completing their Bachelor's, Master's and Doctoral degrees to get jobs which match correctly the career goals, qualifications and interests of these individuals with the specific needs of organizations.

As a result, we have found that all job seekers who want to arrive at a job they can like and can do best need to be proficient at one essential task:

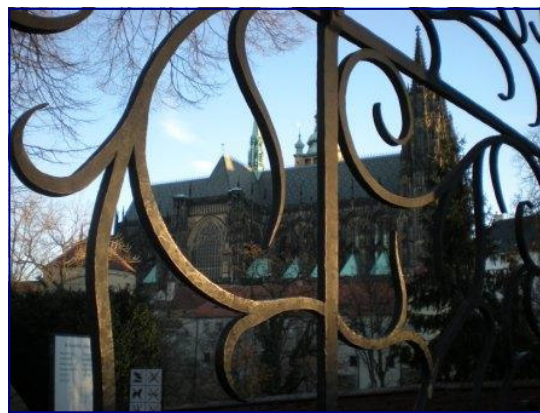
Presenting themselves directly to potential employers in ways that produce job interviews and offers.

Too many people who've been laid off or let go from their jobs are unable to secure new jobs that provide a reasonably good fit between their skills, experience, values and goals and the needs of the potential employer.

Quite a few of these people remain unemployed because they have been looking for the "wrong job" in the wrong way, or they can only find a job that's such a poor match that they are under-

employed, not using their potential and thus not contributing to the employer in ways that are healthy, rewarding and productive.

Some highly qualified, competent and well-educated experienced individuals have difficulties in securing a suitable opportunity for employment because they did not take time to match their spectrum of skills, values, interests and potential with the newly emerging, urgent needs of businesses and organizations.



How to find the job you can like and do best

There's no magic formula for finding career satisfaction, for knowing that your job fits you and you fit your job. But there is a method and strategy that can get you started to find this "dream job." Doing what you are good at and enjoy doing is the key to your career satisfaction. The biggest changes in the 21st century are the speed and unpredictability with which the labor market changes. The most hopeful aspect of the new opportunities the new 21st century economy provides is the fact that, if you take time to find out who you are and what you can offer, and are ready to put your qualifications to work, you will most likely find the opportunity to do so.

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International Leadership Institute

WAS FOUNDED IN 1985 IN PRINCETON, NJ

DEDICATED TO HELPING PEOPLE DEVELOP AND USE LEADERSHIP SKILLS

OFFERS PERSONALIZED & EFFECTIVE PROGRAMS AND SERVICES TO ENHANCE LEADERSHIP, CAREER, AND ENGLISH LANGUAGE SKILL DEVELOPMENT IN THE US AND IN EUROPE

HAS RUN MORE THAN 90 EXECUTIVE EDUCATION AND LEADERSHIP DEVELOPMENT PROGRAMS IN THE US, FOR EUROPEAN CLIENTS

HAS PARTNERED WITH THE US DEPARTMENT OF STATE, THE UNIVERSITY OF NORTH FLORIDA, THE JACKSONVILLE CHAMBER OF COMMERCE AND MORE THAN 780 OTHER BUSINESSES, UNIVERSITIES, RELIGIOUS ORGANIZATIONS, PRIVATE CITIZENS AND GOVERNMENT AGENCIES

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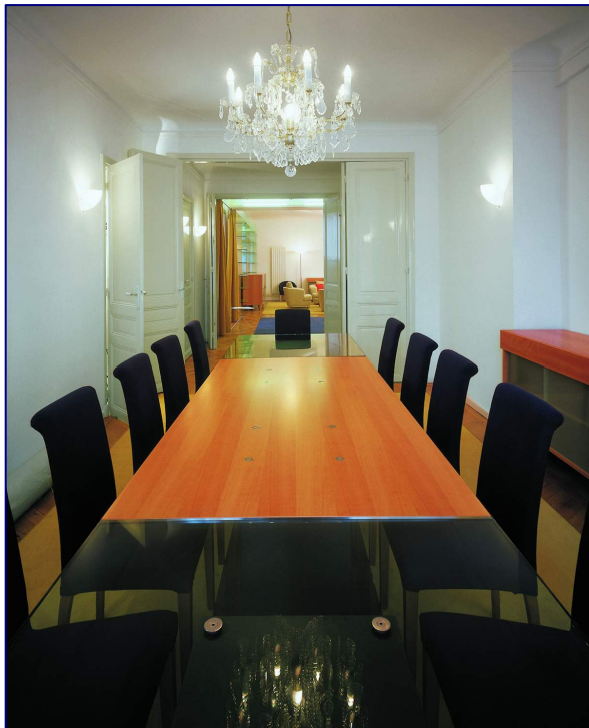


YOUR DREAM JOB

FROM P. 1

Find out your own strengths

Think of yourself as a "company of one"--you. To market your "company" effectively, you need to have a clear idea what your company's mission and vision are. You must know what your company brings to the table in terms of valuable products and services. You need to be careful in how you price your company's offerings, making sure that you're reaching the right market that wants and will pay for what you offer.



If you don't like your current job, or don't have a job, then it's time for you to have a serious planning meeting with the board of your company.

You are the board. Spend some time assessing your strengths and weaknesses, listing your major abilities and accomplishments, clarifying your personal mission and goals. Our "21st Century Jobs" seminars provide strategies for finding out what you have to offer.

The 21st Century Jobs seminars are designed to help job-seekers do the necessary self-analysis of skills, abilities and career goals; write and effectively use resumes; interview in a way that gets to the heart of the job-matching process; and succeed in the job of their dreams.

For more information on these seminars, including costs and dates for Winter 2009, please email us at jbt@ili.cc

Three characteristics of successful job seekers

We've observed, over the years, three key characteristics of people who can effectively communicate with potential employers:

1. *Future orientation*
2. *Graciousness*
3. *Generosity and compassion*

Being future-oriented is the first key attribute for successful job-seekers, who must articulate a vision for their contribution to the organization with which they're interviewing. Just words is not enough; job seekers must show, through their past accomplishments, the means and the methods by which they can help the organization to live out that vision, every day.

Graciousness is the second key attribute for anyone serious about finding the job he/she can like and do best. This graciousness needs to be so ingrained that it comes naturally, without effort, and is sincere. There's nothing more forced and phony than "fake" graciousness. Again, just words are not enough. The attitude of graciousness must be behind the words, or they will be useless.

Generosity and compassion are the third key set of attitudes for people who want to get the job they can like and do best.. A generous person wants everyone to be fulfilled, not just him/herself. The opposite of generosity (selfishness) leads to greed and immoral deeds. A compassionate person will not inflict undue suffering on others. Compassionate people put the needs of others before their own comfort and pleasure.

These characteristics are crucial for job-seekers to contemplate, learn about, and demonstrate in interviews. People who can bring these attributes to their job make organizations flourish. Showing an interviewer that you understand the importance of being future-oriented, gracious and generous will take you a long way toward finding the job you can like and do best.