---------------------------How To Push Yourself For Success-----------------

Work out when you don’t feel like it.

Write when you don’t feel like it.

Invest when you don’t feel like it.

Go for a walk when you don’t feel like it.

Read a difficult book when you don’t feel like it.

Success is rooted in doing what you don’t feel like doing.

------------------What You Should Be Earning-------------------------

I believe that every single person, regardless of age or qualifications, is capable of earning at least 200k USD/year.

If you're not earning at least 200k USD/year, you're missing out on your potential.

You need to make some changes to get there.

The path to get to 200k differs for every person. But it's usually a combination of:

- Working harder

- Picking a better industry to work in

- Finding a role that allows you to express your full talents.

- Investing in yourself

If you're "working-from-home" doing 5hrs/day, start working a proper 10 hour shift daily.

If you're selling a low margin product, like used cars, stop. Move into selling higher margin things software or financial products.

If you're an executive stifled by your boss's mismanagement, move jobs and find a better boss.

If you're stuck and don't know how to get past an obstacle, invest in a coach or expert to help.

We live in an incredible world. Everything is just a Google search away.

Now, more than ever, there's no reason not to be super successful.

Start taking action. Your success is waiting for you.

--------------How HR Thinks During Interviews------------

The next time you go to an interview, don't be afraid of HR.

HR isn't trying to trap you. We're trying to help you.

Hiring is painful. I wish I could hire faster. Every time a candidate walks into the door, I secretly hope they're the dream candidate I've been waiting for.

And I can assure you that every HR exec thinks the same way.

Don't be nervous the next time you're in an interview.

Trust me, everyone in that room is rooting for you.

Go in, be yourself, do your best.

Everything will work out fine

---------------------------------The Mindset Shift Jobseekers Lack----------------

90% of folks in life play defense.

They react to the world around them as opposed to influencing the world around them.

They complain, blame others and whine when life doesn’t go their way.

10% of jobseekers though, play offense.

They are in control.

They make decisions that control their earnings, where they live, who they spend time with.

They don’t complain and they own up to their situation.

I see this dynamic with jobseekers all the time. They procrastinate until their jobs are unstable before taking their job search seriously.

It's a mistake.

The best time to job hunt is when you don't need a job. (ie. playing offense)

The best time to polish your CV up is when you're still employed.

You get to say no to poor opportunities and only wait for the good ones.

You get to invest the hours needed to really research a company and interview well.

You get to truly be in control of your career.

So here’s my advice to you: Begin your job hunt early. Begin your job-hunt from a position of strength.

That's how you can make the next great career leap.

-------------------------------Recruiters Are Looking For This...----------------------

Yesterday, you left your email on our website. As promised, I've added you to our Email Course For Jobseekers.

Today’s lesson is about Recruiters. I'm a Recruiter myself, so I'm going to share with you some inside tips & tricks.

Specifically, I'll show you how to make yourself more attractive to Recruiters and get shortlisted.

It comes down to 3 simple rules:

Rule #1: Only Apply For The Right Roles

Rule #2: Fill Your CV With Keywords

Rule #3: Make Your CV Easy To Edit

Let’s start with Rule #1 - Only Apply For The Right Roles

To explain this, you need to know how Recruiters work.

First, understand that Recruiters ultimately work for the hiring company. They want to look good to the people that pay them, and this means not wasting Hiring Managers' time with mediocre candidates.

As a Recruiter, I never submit mediocre candidates. I’d rather submit ZERO candidates than a 50/50 candidate.

Why?

Because if I start submitting sub-par candidates, Hiring Managers will get frustrated and they’ll stop hiring me.

Recruiters live on commissions. I need Hiring Managers to give me openings to fill.

Each time I submit a candidate, it’s my reputation (and my future earnings) on the line. I won't risk them on “maybe” candidates.

This is why I tell clients to only apply to Recruiters if they’re a strong fit for their roles. Don’t waste your time spraying-and-praying.

(If you believe you’re a great fit but your CV doesn’t show it, you’ll need to network your way in. I’ll write more about this in another email)

Rule #2 - Fill Your CV With Keywords

I’m going to be 100% honest with you - most Recruiters don’t know much about the role they’re hiring for.

Can you blame us? We recruit for so many different functions, from Finance to IT, it’s impossible to have a deep understanding of each role.

Not only that, every time I post a role I get flooded with applicants. Hundreds at a time. I simply don’t have the time to go through every profile in depth.

So, we Recruiters rely on shortcuts. Specifically, CV keywords.

To quickly find the best candidates, I skim CVs for keywords that are relevant to the role I'm hiring for. For accounting roles, it could be the name of the accounting software the hiring company uses. For IT roles, it could be a programming language.

Is it fair to eliminate candidates based on a lack of a certain keyword? Not really, but we don't have a choice. There’s just not enough time to go through every profile in detail.

\*With many companies now using ATS Scanners, this happens all the time.

To get through this initial screening, ensure your CV features all relevant keywords. Do this for your LinkedIn profile too - Many of our clients get headhunted on LinkedIn thanks to the keyword optimisation we do to their profiles.

Rule #3: Make Your CV Easy To Edit

Once I’ve shortlisted my candidates, I need to create “blind CVs” to submit to the Hiring Manager - this means stripping out candidate contact details, and while I'm at it touching up the CV content to make the candidate more impressive.

Presentation matters here. First impressions count.

A well written CV is much easier on the eyes. It makes the candidate look more professional, and is far easier to read.

Sometimes I get great candidates, but their CVs are so badly written I’d have to spend hours rewriting them.

That’s way too much work. Most of the time, I just pick another great candidate who already has a good CV.

Headhunting is a volume game. We Recruiters are often filling multiple positions simultaneously. We don’t have time to be rewriting CVs.

On the other hand, occasionally you come across a candidate with everything you're looking for: Great profile, excellent keywords, well written CV - it’s a dream. I just need to do a few minutes of touch up, and then I can start pitching (and upselling) this candidate to the hiring company!

Your job, as a jobseeker, is to be that dream candidate. That means:

Rule #1: Only Apply For The Right Roles

Rule #2: Fill Your CV With Keywords

Rule #3: Make Your CV Easy To Edit

Invest the effort in getting everything right, and Recruiters will love you. Your inbox will be filled with great opportunities.

All you have to do is to take your pick.

Good luck!

Best Regards,

----------------------How Job Applications Go Missing-----------------------------------

As far as possible, you should avoid applying for jobs on LinkedIn.

Instead, I recommend that you apply for jobs directly on the company's careers page.

I know that applying on the company's page is more work. They'll ask you to copy and paste various sections of your CV into their system, fill in your education and maybe even complete a verification captcha.

But it's 100% worth the effort.

Why?

Because by doing the above, you automatically add all your details into the HR department Applicant Tracking System (ATS)

This means that your job application is saved in the system, and will be in the pipeline for review by HR.

If you use LinkedIn easy apply instead, your application will need to be uploaded into the ATS by HR. Some firms automate this using software. Most do it manually.

This can result in your application getting lost. (I've seen it so many times!)

That's why I'm recommending that for all of your future applications, apply directly on the company website.

It's a bit of extra work. But by doing this, you can be 100% sure that your application will reach the HR department.

From then on, it's a question of how good a fit your CV is for the role. (So make sure you submit a great CV!)

Best of luck!

Your success is waiting for you!

Kind regards,

--------------------------How to find salaries for open roles----------------

I just recorded a video on how you can find salaries to open roles:

How To Find Salaries:

If you see any open job ad online, and want to know the salary, click on that video above. I'll show you step-by-step how we do it.

And here's the link to the Google search string I used in that video. (search link)

This will come in really handy for you when negotiating your next salary.

Best of luck!!

Your success is waiting for you.

Cheers,

----------------------12 Great CV Examples----------------------------------

One of the questions I'm always asked is: "What does a 'good' CV look like?"

So here's one written by our team - View Professional CV

That CV landed our client a Senior Property Project Manager role ($15k/month salary) right here in Singapore.

Before using our CV, he'd been job hunting for 6 months with no results.

Why was our CV so effective?

First, it has a compelling narrative: You'll notice we repeatedly highlighted this candidate's varied work experience in Asia, Australia, and the United States. That was his unique selling point - a Property Project Manager with a strong track record of asset enhancement, and extensive international experience, bringing global industry knowledge and the ability to manage teams and clients from diverse cultural backgrounds. It quickly stands him out from other Property Project Managers.

Second, the CV is packed with achievements: Every work scope is well quantified and tied back to tangible business benefits. When you substantiate your CV with facts and figures it's far more impactful to hiring managers. They know you're all about delivering results.

Finally, we kept it short: Only the most relevant work scopes are included, and repeated responsibilities are cut. This let us squeeze >20 years of work experience into just 2.5 pages.

Go ahead and download the CV we wrote. Learn the best practices from it. Try to apply them to your own CV.

Remember, your CV is your personal pitch. By making it look its best, you’ll land more interviews than you can handle.

Kind regards,