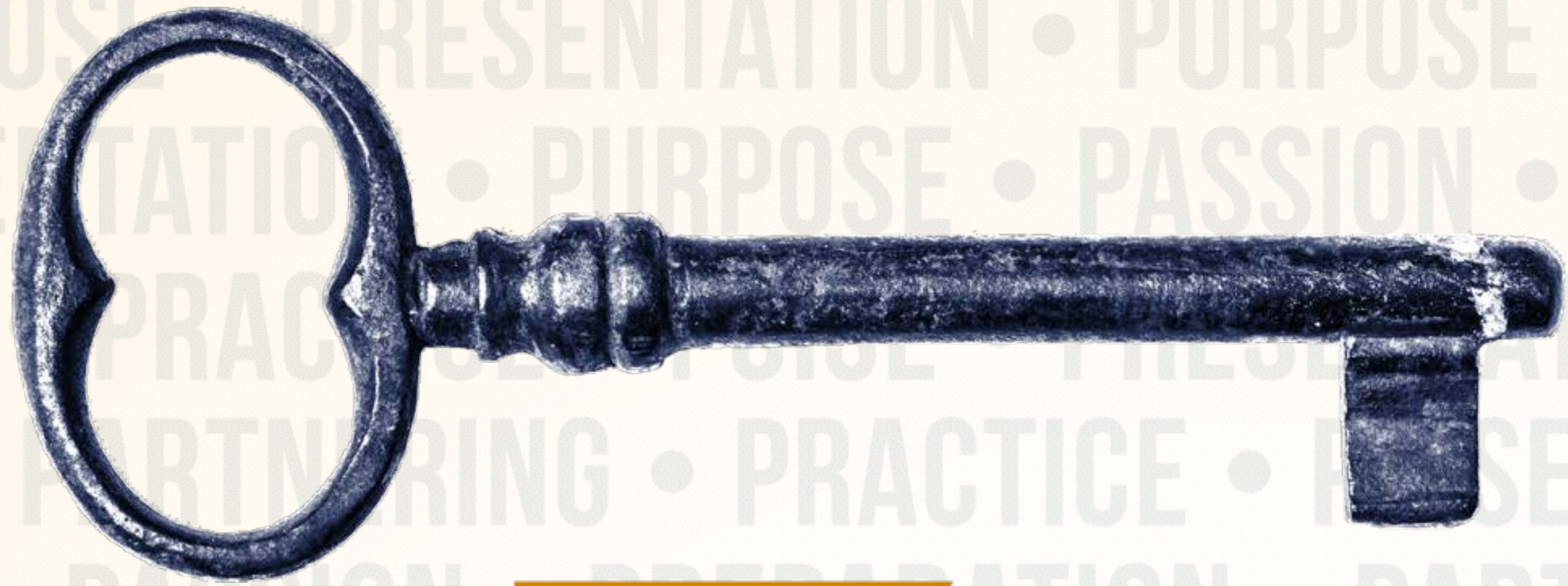


GETTING THE JOB

THE **7** KEYS





THE 7 KEYS

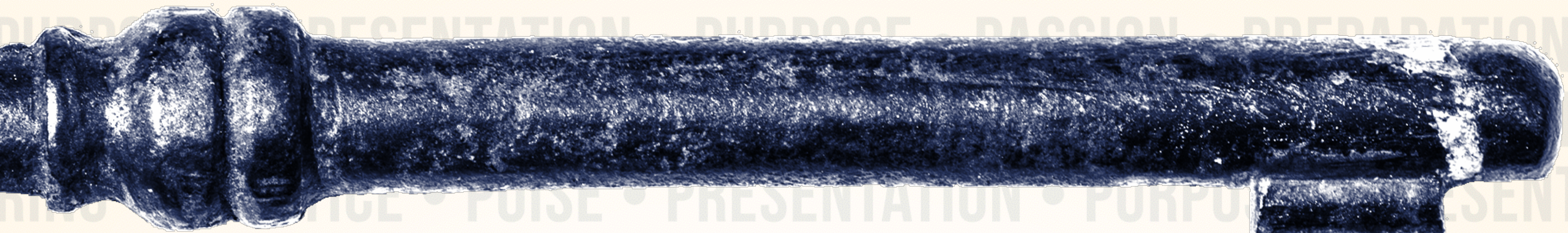


1. PURPOSE
2. PASSION
3. PREPARATION
4. PARTNERING
5. PRACTICE
6. POISE
7. PRESENTATION



KEY #1 PURPOSE

MAKE IT EASY
FOR THE PANEL
TO SEE YOU
IN THE NEW ROLE



KEY #2 PASSION



THE ANIMATING

KEY #3 PREPARATION

DISCOVER WHAT
KEEPS YOUR
CUSTOMER
AT NIGHT



KEY #4 PARTNERING

LEVERAGE
YOUR
ALLIANCES





KEY #5 PRACTICE



THE ROAD
TO MASTERY

KEY #6 POISE



**RECOVER WITH GRACE
FROM ANY STUMBLE**





TELL YOUR STORY
BE ALL IN

KEY #7 PRESENTATION

A **APPLYING THE 7 KEYS**

- 1. PURPOSE** - why you do what you do
- 2. PASSION** - the animating spark
- 3. PREPARATION** - for the unexpected
- 4. PARTNERING** - leverage your allies
- 5. PRACTICE** - the road to mastery
- 6. POISE** - recover with grace from
stumble