



*The Hired Anyway Course* by Annie Margarita Yang

# MODULE 1.2 TRANSCRIPT

It's important to think long-term about your career, and I really want you to think at least ten years ahead; that's the minimum.

Okay, so this course is basically about how to write a highly targeted résumé. But before we even get into writing that résumé, we've got to slow down first and actually focus on the important stuff.

This is really important. Don't skip this. This is the foundation for everything.

It's the foundation for the rest of your life.

So take the time to do the hard parts first. Then you can take the time to quickly write up the résumé, but you have to know who you are and where you're going before you can write something up.

Okay, so here's the reality: your career is not just about your next job; it's about the rest of your life.

There are **decades** of your life that you'll spend on your career.

Think about it. Let's say you're 18 years old and you go straight into the workforce. Today, for adults born after 1960, the full retirement age to collect Social Security benefits is 67.

So, between 18 and 67 years old, that's 49 years. Practically five decades.

And I'm pretty sure you and I both know people who keep working into their 70s. I even know people in their 80s who are still working.

So the reality is that, for a lot of people in the United States, a career actually spans 50 years, maybe 60, maybe even 70 years. That's a **really long** time span to have a career.

And if your outlook on life is only focused on "What's my next job? Who's going to give me my next job? What am I going to do next?" then, you're not going to succeed very quickly, and you're not going to go very far.



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Maybe you will go far, but you're not going to go as far **as you could** in the same time frame.

Let's say you want to be a CFO; without a plan, you might become a CFO by 50. But with a plan, you could probably get there much faster.

Without planning, you end up going in zigzags, up and down, without really knowing how to get there.

So here's the problem: if you only think two to three years ahead, then in my head, because I like personal finance so much, you're literally living hand to mouth.

You're just going with the wind, and you're not actually building your dream life.

My goal for you is not just to write a résumé; yes, the outcome of this course is to write a highly targeted résumé, but the **actual** end goal, when you think about it, is to design the kind of life you'd love to live.

The kind of life where you wake up in the morning and think, "I'm so excited to get up today because I love my job."

And not only do I love my job, I love everything. I love the whole lifestyle that comes with having my kind of job.

You want to be able to wake up ten years from now and have that dream come true. Those are long-range dreams.

I don't believe they're entry-level or mid-level kinds of careers; this is long-term thinking.

That's why I'm saying **ten years**.

When you think in at least ten-year spans, let's say each job you work lasts two to three years, then in ten years, that's already three different jobs.

So when you think about it this way, you're actually thinking about the job you want **three jobs from now**, not just your next job.



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And when you follow my methodology, you're going to get multiple interviews and probably multiple offers to go with them.

I want you to have the foresight and the wisdom to pick the **right** opportunity, the one that will lead you to that dream job ten years from now.

I want you to pick that.

I want you to have long-term gratification, not just instant, short-term gains.

Because a lot of people think about money and say, "Oh, well, I got three offers. This one might not be the perfect fit. I might not learn as much. The team might not be as good, but they're paying \$20,000 more than the other two companies, and since I really need the money, maybe I want to save for a house or buy a car, I'm just going to go with this company because they offered me more."

But the future you, ten years from now, is not going to like the decision you made today.

You're going to look back and ask, "Why am I not happy? Why am I here? Why doesn't my life match what I thought it would look like ten years ago?"

I don't want that for you.

That is the ultimate pain. The ultimate cost. It's called **opportunity cost**.

When you pick one thing, you don't get the other, the alternative, the second-best option.

So don't just look at money.

That's why this is actually the cornerstone and foundation of this course. We don't want to look at just money.

I want you to be financially successful, but we want to be more than just financially successful. We want to be rich in life experiences.

We want to be happy and fulfilled.

That's why it's so important to think about this now.



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So, we're going to do two things.

We have two action steps for this part of the course.

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# ACTION STEP 1:

Imagine your future ten years from now.

What job title do you want to have?

How much money do you want to earn?

You can already start researching job titles and salary ranges.

What kind of lifestyle do you want to have?

What kind of schedule? What kind of days off?

Do you want to get married? Do you want to have kids?

Because that will also affect the kind of career you'll want ten years from now, it requires a different kind of commitment.

Where do you want to live?

These are really basic questions, but they matter. And there is no right or wrong answer.

Ultimately, the right answer is the one that makes you happy, the one that makes you think, "Yeah, this was a life well-lived."

So do this exercise - that's Action Step No. 1.

I'll also have a worksheet for you to download, with even more question prompts to help get your imagination going.

A lot of people are really hindered in their imagination, so let's get that going.



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## ACTION STEP 2:

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Do the research.

You have to do the research for your career plan, your career map.

When you know what you want to do, how do you get there? You need a plan.

You don't just shoot in the dark. You have to work backward from your goal to where you are now.

How do you connect those steps?

Let me tell you something I wish someone had told me when I was younger, because I learned this through trial and error:

There's an abundance of free information at your fingertips to do this kind of research without even talking to anyone.

And it's called **stalking people on LinkedIn**. It's free! So take one hour to do this exercise.

You're going to look up people on LinkedIn. Go to the search bar, and find people who already have the job title you want ten years from now.

Then reverse-engineer their work history and the job titles they held along the way to get where they are now.

From there, come up with your plan for how you are going to get there.

The next two videos in this course will go more in-depth into:

1. How to map that career path.
2. How to determine the exact job title to apply for.

Those are the two main steps required of you in this module.