



5 WAYS to start your career journey right



PRAXIS

break the mold

You're wondering how in the world you're gonna go from where you are to work you love.

- Do I have to pick something specific now, and stick with it forever?
- Do I have to study for years and years in school?
- Do I have to go into debt?
- How will I get my foot in the door without prior experience?

Relax. You don't have to wander back and forth sideways at the edge of the chasm, chasing more credentials and copying everyone else going nowhere. We can guide you to the other side.

These simple steps are like a rope bridge.



Here are 5 simple steps that will help kickstart your journey...



#1 Think Value Creation.

I hate to break it to you, but you're not special. At least not in the marketplace. No one cares what a great person you are, how hard you try, or how impressive your GPA. They care about what you can do for them. **Can you create value in their lives?**

The sooner you embrace the fact that it's not about your inherent qualities or credentials but your ability to create value, the better.

Learn more about how to create value:
[discoverpraxis.com/
value-creation-mindset](https://discoverpraxis.com/value-creation-mindset)

Think about stuff people need. Think about problems they need solved, annoying tasks they need completed—the more bothersome the better. The beauty is, you don't need to be an expert; you just need to be able to do it cheaper than they can. Almost everyone knows how to drive, but they hire Uber because sometimes it's more convenient to have someone else do it.

How can you make other people's lives more convenient with whatever abilities and skills you have? How can you gain more skills that people value?

How can you gain more skills that people value? Do that.





#2 Show, don't tell.

So you've thought of some ways you can create value for others. Now what?

Now you've got to let them know about your value-creation ability! You've got to build a signal of your ability—something they can quickly scan to see you're worth working with.

But here's the thing, if you just tell them, they won't listen. Words and resumes and credentials are a dime a dozen.

**Projects are the new resume.
You can create your own
portfolio of projects to prove
your ability.**

**Learn more about
building your own signal:
[discoverpraxis.com/
forget-degree-build-better-signal/](https://discoverpraxis.com/forget-degree-build-better-signal/)**

Everyone blasts them out and says, "I can do great stuff for you!" Most of the time, it's not true, so people learn to tune it out.

Why be another grumble in the chorus of mediocrity? Don't tell them what you can do, **show them what you can do.**

Projects are the new resume. You don't need formal work experience to show your skill. You can create your own portfolio of projects to prove your ability.

The best careers often begin with free work. Don't ask, just do it. Build someone a landing page, logo, product, email campaign, or free sample of the kind of work you want to be paid for. Share work you've done for others. Build a portfolio of quality stuff to show not only that you can create value, but you are already busy doing it!

The best part is you don't need to wait for anyone's permission or approval.

Get going now!





#3 Forget FOMO and dive in.

Keeping it real here. There is no perfect job. There are only real opportunities to grow and move closer to the life you want.

Forget plotting a perfect path to some idealized career. Instead, just don't do stuff you absolutely hate. Everything else is fair game and moving you roughly in the right direction.

What you'll be doing in ten years probably doesn't even exist yet, so don't try to aim precisely at it. If you keep taking interesting opportunities, your adventure will unfold in glorious, unexpected ways.

BUT...only if you go all in.

You don't make progress with a half-hearted effort. Stop worrying about whether the opportunity in front of you or the job you have is perfect and start focusing on doing it like

it's the last best hope for mankind. The paradox is that newer, better opportunities are most likely to come to those who are doing the best work in their current gig, not those always distracted and scanning the horizon.

If you don't hate it, try it. Get lost in it. Be awesome at it. **Your next best thing will find you if you are.**

If you keep taking interesting opportunities, your adventure will unfold in glorious, unexpected ways.

Learn more about the dangers of early career FOMO:
discoverpraxis.com/obsession-options-blinding-opportunities/





#4 Build Social Capital.

Everybody knows a personal network is important. Not what you know, who you know and all that. It's true, but what's often overlooked is just how to build a great network.

If you're kind, interested, attentive, and helpful, you build a little social capital.

It doesn't happen by attending happy hours and air-dropping business cards. It doesn't happen by bulk-requesting LinkedIn connections to strangers. It doesn't happen by hanging around

Learn more about creating social capital:
www.inc.com/jessica-stillman/are-you-on-the-verge-of-social-bankruptcy.html

college and accelerators and conferences with people just like you hoping for magic. The best networks are built by depositing social capital with others.

Every interaction is an exchange of capital. If you're kind, interested, attentive, and helpful, you build a little social capital. If you give props to people, write thank you notes, and look for ways to make people's lives easier, you build more social capital. When you're good at your job and enjoyable to work with, you build even more social capital.

There are all kinds of tips on getting emails answered or getting things you want. You know the most effective technique? Be valuable to people! If you've built a positive balance of social capital, when you need help, you'll get it.

Don't ask what they can do for you, ask what you can do for them.

Pretty soon, you'll have an unstoppable network capable of connecting you to more resources and opportunities than you can imagine.





#5 “One shovel at a time.”

You’re looking for a big leap.

Good! Be ambitious. But understand, success never feels like success when you’re in the middle of creating it. To quote Michael Jordan, “Success doesn’t begin at the free-throw line, it begins in the gym.”

Big huge goals and resolutions are less likely to accelerate your career than tiny, daily commitments.

As grandpa used to say, “You know how the Great Wall of China was built? One shovel at a time.”

This is not a call to slow down. Far from it. This is how to accelerate your growth. The compounding effect is powerful. If you make yourself just 1% better each day, you’ll be a superhuman in a matter of months!

Learn more about the power of daily progress:
discoverpraxis.com/tiny-ridiculous-daily-challenges-work-better-big-goals/

If you make yourself just 1% better each day, you’ll be a superhuman in a matter of months!

There’s a great concept called, “non-zero days” that focuses not on how much you can do in one day, but on relentless commitment to never have any days where you do nothing. This is the right approach.

Create daily, doable challenges for yourself, to chip away at your obstacles and move closer to the kind of person you want to be.



Want help? We're here to guide you.

Find out how we've helped launch
hundreds of amazing careers.

Apply today to be one of them.

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