

## Your Successful Career As A Mortgage Broker

As you progress in your career, you will face new challenges. From managing yourself, to managing processes, projects, and people, what works for one situation may not work for another and you'll need to be able to develop and apply what you know in a different way. The Successful Career Toolkit is a helpful survival guide to keep on hand no matter where your career takes you. With focused, skill-based topics in three broad areas - managing yourself, managing tools and processes, and managing others - this book uses tried-and-trusted coaching techniques to help you face any imaginable workplace challenge, from asking for a raise or managing a difficult conversation, to improving your presentation skills or giving constructive feedback to an employee. Written by experienced senior business leader, coach, and mentor Patrick Barr, this book does what it says on the tin - providing concise and empowering guidance on a range of essential business skills. With practical, interactive exercises throughout, The Successful Career Toolkit is a vital resource you will return to again and again as you progress in your chosen career.

"A successful Silicon Valley executive and consultant shares straight-shooting advice for succeeding at work without losing your sanity in three steps: do better, look better, and connect better"--Provided by publisher.

A job search is never easy and a struggling economy only makes it harder. Everybody knows she or he needs to be smarter, faster and better in finding a job, but how? After all, a job search is synonymous with plenty of hard work and also plenty of rejection. Now, career transition expert "Barbara Safani" comes to every job seeker's rescue by addressing this pressing issue in a way that makes complete sense in today's economy. In "'Happy About My Job Search'," Barbara offers a candid perspective of what a job search is, and isn't. She offers plenty of practical hints for building better resumes and writing compelling cover letters. From her own experience, she freely shares an understanding of how to network during a job search, prepare strategies for interviews and negotiate a competitive compensation package. As Barbara has noticed repeatedly, most of what occupies people in their job searches is really no more than busy work or wheel spinning. Job seekers often post endlessly on dead-end or random job boards, attend local career fairs whether or not they are useful, or simply hand out resumes to someone who promises to 'see what they can do'--but these search methods rarely yield fruitful outcomes. With expert insight and perspective, Barbara reveals the way to be well informed and better prepared for the journey ahead. And surprisingly, she shows that it's possible to even find some fun, joy, and happiness during your job search. With articulate grace, Barbara shows you how to enjoy and see success even in the most trying job search situation.

The 9 Foundations of a Successful Career is the ultimate coaching guide to achieving outstanding success in your continuously developing career, and an indispensable tool for everyone who encountered difficulties along their professional path and needed a new, unbiased perspective that would help them overcome their obstacles.

It's Monday morning, and you wake up at 6 AM; you didn't even have your first cup of coffee, and you already feel the whole week is going to be a disaster. You know you have to go to a job you hate and endure 40 hours of torture. You are doubtful whether you will make it through another week, and yet you are stuck in this hamster wheel. Is this how you want to live the rest of your life? Are you tired of being unfulfilled, and you know you want more? It is time for a change; it is time to Skyrocket Your Career. In this book, Raj Subrameyer shares his real-life experiences living through these nightmares and making a dramatic transformation. Coming to a foreign land as an immigrant during the

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2008 recession, he applied for 1293 jobs and got one job out of it. After many failures, he learned different strategies to convert his minimal-paying job into a six-figure business. Through this book Raj reveals his practical strategies to find your dream job, be massively successful in it, and uncover your rockstar potential, setting you miles apart from your competition. Using the tips, tricks, and tools discussed in this book, you can launch yourself into each opportunity and blast off with courage and confidence.

Publishing Your Nonfiction Book In Publish Your Nonfiction Book, successful literary agent Sharlene Martin and noted novelist and nonfiction author Anthony Flacco draw on their years of experience to provide you with an in-depth understanding of what the publishing industry is really like and how to successfully navigate it in order to ensure a long-term career. You'll learn: Techniques for writing a strong query letter that hooks agents and editors right from the start Strategies for putting together a stellar proposal package that successfully pitches you and your book Methods for creating a respectable author platform - before you start pitching your book Tips for getting an agent and building a lasting working relationship And much, much more! Plus, the authors examine actual query letters and proposals that worked, so you can see firsthand exactly what catches an agent's attention and why. Publish Your Nonfiction Book is the one-on-one agent consultation you need - but seldom get - to learn the ropes and seal the deal.

All the advice and information new project managers crave.

Mortgage banking is one of the fastest growing industries in the country. In the next few years, home purchases are expected to run into the trillions, creating more opportunity than ever for people seeking a career in this profitable industry. Real estate author, columnist, and veteran mortgage banker David Reed offers practical advice on licensing and educational requirements, as well as valuable guidance on the different career options available as a mortgage broker, mortgage banker, correspondent mortgage banker, and more.

In this ground-breaking book, bestselling and award-winning children's author Nancy I. Sanders shares insider's tips and explains the secrets to landing a contract BEFORE you write your manuscript--even if you're an inexperienced or unpublished children's writer. Whether you're just starting out or have numerous published credits to your name, Nancy teaches you how to manage your time and focus your energies so that you are writing each day with purpose in order to get published, earn an income, and satisfy your personal fulfillment as a writer. Follow Nancy's step-by-step instructions, and you, too, can establish the foundation for building a successful career as a children's writer. Yes! You Can.

ADAPT is a five-stage career lifecycle model with 75 individual Tidbits, or lessons learned, that will help guide you through a successful career.

In Passion to Careers: Nine steps to BUILDING A SUCCESSFUL CAREER from your PASSION, Gugu shares nine critical steps that will help you find a job you love (while still building a successful career).

Sales industry individuals--both those with limited training and those with many years' experience--will find Your Successful Sales Career a useful, if unconventional, guide to becoming successful in sales. Handling the emotional and psychological barriers to mastering the art of sales is the first step. The techniques in this holistic approach replace destructive mental messages with empowering knowledge about attitudes, stereotypes, rejections and losses.

The real secret to career success and what it takes to get ahead is EQ UNEQUALED is the client service professional's guide to getting ahead and achieving professional goals. You're smart and hard working, but guess what--so is everyone else. So how do you stand out? You need to distinguish yourself in order to get ahead, but simply being good at your job is not enough. Moving up is about soft skills, networking,

client connections, emotional intelligence, and your personal reputation. This book is a frank and candid guide to what it really takes to succeed in the field, packed with insights, stories, and actionable tips based on the author's 40 years at Morgan Stanley. You'll learn how to lead, when to follow, and how to build the reputation you need to get ahead in a competitive field. This book shows you how to step up your relationships, strengthen your soft skills, and build your brand for success. Differentiate yourself and expand your career Build relationships through planning and preparation and deliver commercial results Lead effectively, increase productivity, and build a better work environment Build, enhance, and leverage your personal brand to support your own success Network effectively to find mentors and sponsors Realizing your career goals means being visible, having influence, and crafting a reputation as a valuable contributor while delivering outstanding results. UNEQUALED shows you how to adapt yourself, collaborate with colleagues, influence clients, and become an excellent boss. This second edition of Beyond Talent provides user-friendly real-life advice, examples, and perspectives on how to further a career in music. Understanding the unique talents and training of musicians, veteran music career counselor Angela Myles Beeching presents a wealth of creative solutions for career advancement in the highly competitive music industry. Step-by-step instructions detail how to design promotional materials, book performances, network and access resources and assistance, jump start a stalled career, and expand your employment opportunities while remaining true to your music. Beeching untangles artist management and the recording industry, explains how to find and create performance opportunities, and provides guidance on grant writing and fundraising, day jobs, freelancing, and how to manage money, time, and stress. The companion website puts numerous up-to-date and useful internet resources at your fingertips. This essential handbook goes beyond the usual "how-to," helping musicians tackle the core questions about career goals, and create a meaningful life as a professional musician. Beyond Talent is the ideal companion for students and professionals, emerging musicians and mid-career artists. "A practical guide to changing careers, including tips, exercises, and resources to help readers navigate the logistical, financial, and emotional challenges of career transition"--Provided by publisher.

Are you your own boss? No idea where to turn for help? This is the guide for you. The 9-5 isn't the only way to make a living. More and more of us are becoming freelancers, side-hustlers or creative entrepreneurs, drawn to flexible working, a better work-life balance and a greater sense of self-worth - all on our own terms. But once you've decided to strike out on your own, the reality dawns on you: where can you turn for help? How do you deal with a knotty client problem alone? What does "payments on account" even mean? That's exactly how Anna Codrea-Rado felt when she first went freelance. But now, having documented the hard-won lessons and mistakes made along the way in her popular newsletter The Professional Freelancer, she knows what makes up a successful freelance career. Based on these personal experiences, her candid advice has already helped thousands of people - from florists to accountants - gain the skills, knowledge and confidence needed to thrive. And now you can too. From finding clients and setting rates, to saving for taxes and dealing with insecurities, You're the Business will help you build a long-lasting career you love. Packed with everyday examples and transformative insights, this book will remind you that although you're now going it alone, you don't have to be alone.

Are you your own boss? No idea where to turn for help? This is the guide for you. The 9-5 isn't the only way to make a living. More and more of us are becoming freelancers, side-hustlers or creative entrepreneurs, drawn to flexible working, a better work-life balance and a greater sense of self-worth - all on our own terms. But once you've decided to strike out on your own, the reality dawns on you: where can you turn for help? How do you deal with a knotty client problem alone? What does "payments on

account" even mean? These uncertainties left Anna Codrea-Rado feeling overwhelmed and alone when she first started out. But now, having documented the hard-won lessons and mistakes made along the way in her popular newsletter LANCE, she knows what makes up a successful freelance career. Based on these personal experiences, her candid advice has already helped thousands of people - florists, accountants and journalists alike - develop the skills, knowledge and confidence needed to thrive. And now you can too. From finding clients and setting rates, to saving for taxes and dealing with insecurities, *You're the Business* will help you build a long-lasting career you love. Packed with everyday examples and transformative insights, this book will remind you that although you're now going it alone, you don't have to be alone.

Some of the best jobs don't require a university degree. Companies often struggle to find employees with the right skills. Even though unemployment is high and you may be struggling to get an interview, the good news is that there are still opportunities for a rewarding and well-paid career. These opportunities can't be found inside a traditional classroom, but rather in the educational options that provide the technical, vocational and soft skills that companies actually need. These include professional certifications, associate degrees, apprenticeships, and occupational learning. In *Job U* Australian workforce skills expert Nicholas Wyman shows how to find these non-traditional pathways and get your dream job. Along the way you'll meet people of all ages who have done just that: from an emergency air paramedic, to a lead racing car mechanic, to a celebrity chef. If you are considering tertiary education, or if you are looking for a new career, *Job U* is your ticket to a secure and prosperous future. 'Job U gives readers permission to imagine the possibilities toward a successful and rewarding career -outside an office cubicle.' - William Galvin OAM Chief Executive Officer Tourism Training Australia 'Job U should be required reading for those wanting to know where and how to acquire the in-depth knowledge and real-world skills needed not just to land a well-paying job but to progress up the ladder toward a well-paying career.' - Stanley S. Litow, vice president of Corporate Citizenship & Corporate Affairs, IBM Winner in the 2015 International Book Awards in the Business: Careers category, and winner of the 2015 USA Best Book Awards, Business: Careers category.

*Myths of the Promotion* provides you with ten systematic steps extracted from great leaders in the industry and authors' real corporate executive experiences. The virtual position concept is original and paradigm changing for professionals to advance their career from individual contributors to mid-level managers and then to executive positions. *Myths of the Promotion* will completely change your mindset and your understanding of career advancement. These ten actionable steps will assist you in refining your career vision, building realistic goals, developing feasible plans and executing them flawlessly. Also discussed is how to create an effective professional brand and network, how to collaborate and influence others as well as how to build and lead a successful team. These ten steps will help you to develop a heightened business understanding and refine your important leadership skills. *Myths of the Promotion* is the designated textbook for the 2012 Fall Stanford class and will be the textbook for all future "10 Steps to a Successful Career" classes and seminars.

*Change Your Career* is a self-help book for anyone who seriously wants to change their career quickly and successfully. Whether

your desire is to start a new career, switch to a more fulfilling career or increase your earning potential, this book will help you achieve your career goals. This practical guide is an easy read that reveals ten proven strategies to help you take the actions required to: -Start your career change journey on the right footing by beginning with a compelling career vision. -Gain leverage by understanding and identifying your transferable skills. -Determine any skills gap you may have and identify the required training and development needs. -Prepare for any financial impact that could result from your decision to make a career change. -Explore networking opportunities that will connect you with the right people to help you realise your desired career change. Each chapter concludes with a task designed to help you identify and carry out the actions required to progress towards your desired career goals. After reading this book, you will be well-equipped to begin your career change journey and make your career change quickly and successfully.

Many professionals do not have a solid career plan in place, moving from one unplanned job to the next. You should not let this happen to you. 7 Steps of Your Career Ladder helps you take full control of your career success by showing you how to define your objectives, leverage your strengths, latch onto unexpected opportunities, and determine your own North Star career goal. This is the career guidance book you need to jump-start your career, no matter where you are at the moment job wise. Full of career building tips and tools, 7 Steps of Your Career Ladder is a practical career guide book to help you define a career pathway that enhances your odds of landing that dream job that's in the back of your mind. Each chapter introduces a reflective exercise and finishes with specific action steps designed to help you determine your career path. 7 Steps of Your Career Ladder is written by Rodrigo S. Martineli, a successful international executive in a Fortune 50 company where he ran a multi-billion dollar business and the founder of the Career Ladder Institute. He has been coaching mid-level leaders, individual contributors, and senior executives on strategic career planning for over 10 years.

The open secret of professional work is that results are not the main factor in determining how happy your clients are with your work. What is? Your boss or client loving your communication, processes, details, responsiveness, and much more "meta work" matters just as much as the work itself. But no one explicitly teaches these to you. Until now. Beloved by Clients is the original and ultimate guide to "Managing Up," the practical guide to how to work professionally that you wish you had gotten ten years ago. This book is an awesome collection of over 700 best practices, key research findings, leadership tools, power quotes and game-changing career advice to inspire and dramatically improve your workplace performance and career trajectory. Do you want to maximize your career success? If so, this book is a must-read and one that you want to keep on your desk as a reference for the rest of your career as it is replete with ideas that will help you take your workplace performance and your career to the next level! In this book we will discuss 12 Career Success and Survival Imperatives based on decades of research with high performance professionals across virtually every sector of the world economy. We will discuss the number one factor for career success and survival in the 21st century. Readers will have the opportunity to explore how to take better control of their time resource and how to implement fundamental practices for improving their personal effectiveness and productivity in the workplace. We will explore

the importance of creating focus and ongoing alignment with the changing demands of your job. We will discuss how to improve your working relationship with your boss. We investigate and provide specific practices to help you better understand the power associated with creating great workplace relationships, networks, and building and demonstrating great emotional intelligence. We will learn the importance of ongoing learning and personal development and the necessity of ongoing problem solving, process improvement, and effective workplace change and improvement. Finally, we will provide a treasure trove of ideas, concepts, and key practices for developing your work place professionalism and character. This book is designed to challenge your thinking about your approach to work and leading your career and provide you with ideas and practices to help you improve both your career mindset and your workplace performance! This book will conclude with some important research findings on how to implement the key practices that will help you get better results for your employer and improve your long-term career trajectory. In the end, we will provide the reader an opportunity to learn how to best develop their talents and how to develop a real personal performance improvement plan using tried and true practices that translate into better performance! This book is all about helping you realize your full potential as a professional and as a person! This book will provide you with tools and resources to help you **THINK BIGGER!**

The Successful Career ToolkitYour Quick Fire Guide to Mastering Business SkillsKogan Page Publishers

What's the one item you need on the first day of your first job? "Absolutely essential reading for anyone launching a career in today's complicated world of work," says Lindsey Pollak, New York Times best-selling author of *Recalculating: Navigate Your Career through the Changing World of Work* As you walk into your first job, you're going to be missing one tool that's important to achieving early career success - the ability to work smart. What? It's not your fault. Nobody teaches you how to work smart in school. Chances are, you'll learn about workplace survival in due time, but what if you could learn the ropes sooner to the amazement of those around you and to the benefit of your career? Join award-winning HR guru Ed Bray with his twenty-five years of human resources and university teaching experience as he shows you how to work smart in your first job-whether in the office or a remote workplace. Ed takes a simple, funny, and straightforward approach to share advice, guidance, and real-world stories from key areas of the workplace, including - How to become manager smart yet remain true to yourself - Why developing a great relationship with the "office superheroes" is a smart move - The importance of establishing a trusted inner circle - Why it's critical to understand and select the right employee benefits Get this blueprint to work smart. Leave your schoolbooks at the door. This is the real insider stuff nobody ever told you about. Show your manager and colleagues you are wise beyond your years. Position yourself for success and advancement, starting the first day of your new office job. Let this book be the catalyst for an amazing beginning for you and your career. Hint: This is the best graduation gift for any new college grad, for the aspiring executive, and the kid who's living in your basement and needs a kick in the pants.

Praise for *Advice for a Successful Career in the Accounting Profession* “*Advice for a Successful Career in the Accounting Profession* is the ultimate survival guide for those pursuing a career in accounting. This book is an incredible resource for the college and university students majoring in accounting as well as individuals in the early years of their career. It is loaded with tips, techniques, and best practices to put you on the right track to achieve a successful career in the accounting profession.” —Bill Sikora, Rowan University, BS in Accounting, May 2020 “I can think of no one better than Jerry Maginnis to write an educational and motivational book like this one. Since we first met, it’s been clear to me that he has set the standard for success in the accounting profession and, more important, for an unceasing dedication to encouraging and mentoring young people to follow in his footsteps. This practical and fun-to-read book is a gift to aspiring accounting students and, especially, to people who choose to enter the accounting profession. It should be a must-read for all of them.” —Jack Brennan, Chairman Emeritus, Vanguard; former Chairman, the Financial Accounting Foundation “This book is ideal for aspiring and early-career accounting professionals and their advisors, supervisors, and mentors. Jerry has done a terrific job of organizing and highlighting key practical points and essential advice for success. I am confident that this book will help provide access and opportunity to many students and early-career professionals who will lead the accounting profession in the future.” —Jeanette Franzel, CPA, Board Member and Executive Advisor “Jerry Maginnis has a wealth of experience and his willingness and commitment to create this book to share the benefits of that experience is impressive. I recommend it for anyone considering a career in accounting as well as current public and private accountants of all ages. This smartly laid out book is not only a good read but can also serve as a handy reference tool for accounting students and professionals. It’s a must have for any accountant’s bookshelf!” —John Nickolas, Chief Financial Officer, Philadelphia Phillies

A must-read for current and aspiring Executive Assistants who know they are capable of achieving BIG - both personally and professionally. This book tells you the 'how' - how to 'boss-up', confidently plan your career, establish your unique skill set and enhance your presence as a leader in your organisation. If you're passionate about your career development, take action! Apply the insights, strategies and practical exercises within this book to truly become a first-class business partner to your executive.

The corporate world can be ruthless with its unwritten rules and hidden pitfalls. To succeed, it is crucial to learn the tricks of survival quickly. *Make It or Break It* is an indispensable guide to imbibing these skills early on in one’s career. Packed with important life lessons, it shows you how to get started on the right foot and emerge a winner.

For new graduates, the key challenge remains how to secure that first career-related job. Full of guidance and tips on how to handle the complex field of job hunting, *Kick Start Your Career* can help navigate an ever-changing job market

and secure your chance at your desired career. It is a valuable investment in your future. It advises the reader on how to: stand out in job applications; use social media for job searching; create resumes and cover letters that stand out; succeed at interviews. It provides a practical, hands on, step-by-step approach. With an integrated Personal Plan that helps create key job search documents it directs soon-to-be graduates towards achieving their career aspirations. Accompanying online resources include examples and templates, which can be downloaded in Word format to help you prepare resumes and other job search documents. This book will help graduates progressively build up job-hunting resources - skills, achievements, resume, cover letter and interview responses - and turn this into a practical outcome: a new job. It is a key companion to any student or recent graduate exploring the job market.

“With great wisdom from personal experience and cumulative knowledge, the McCabes have now written the sina qua non of comprehensive guides to the complexities of an academic career. This book should be in the hands of every new faculty member and is poised to serve this next generation in fulfilling the excitement and richness of their careers.”—Jonathan D. Gitlin, MD, Vanderbilt University "This monograph addresses the complex topic of career development in a fashion that is remarkably accessible to the student at almost any stage. The use of realistic and concise examples of common experiences will engage the reader on a personal level. The book should have a permanent place on the shelf of the mentor as well as the student."—George Lister, MD, Pediatrician-in-Chief, Children's Medical Center Dallas "The 2nd edition of How to Succeed in Academics, a unique resource for the fellow and budding medical faculty, thoroughly demystifies the steps needed to succeed in academics. Besides its comprehensive coverage of issues related to faculty development, it comes replete with many relevant, real-life examples of critical decision-making. This book is just what the doctor-in-training ordered."—B U.K. Li, MD, Medical College of Wisconsin

Do you think you have what it takes to make it as a voice-over artist? You Can Bank on Your Voice helps you to discover the magic in your voice and turn it into a profession that could make you rich. Take a journey through Rodney Saulsberry's illustrious career as he shares his memoirs, essay, and tips about making it in this exciting business.

100 Skills of the Successful Sales Professional prioritizes action-orientation and puts antiquated outlines out to pasture. The book is designed to not only curate the best expert teachings, but it also consolidates these teachings to maximize the value extracted from every page. If you're conscientious about making the biggest impact in your professional career by taking action to minimize the long learning (and earning) curve, then this is the playbook for you.

A brand new edition of the essential guide to developing your acting career. Full of practical advice, this offers a level-headed appraisal of the challenges actors face today.

Learn the basics of the publishing industry

Seeking job satisfaction through BaZi. Who you are and what motivates you, as defined by your Day Master. What career roles best suited for you, what approach you usually take when interacting with others, as defined by your Dominant Element or Structure. What Roles or Profiles do you perform best as an individual in your career that can help you achieve success and wealth, as defined by your Profile. How to put it all together to identify your critical strengths, your most suitable work environment and critical skills to bring you the job satisfaction you desire for your career. Awareness is the key to defining our job satisfaction in our professional life. In this book, Janet Yung explores the power of personality assessment based on the study of BaZi Astrology, to help you understand your approach to work and identify your talents and motivations to become passionate in what you do. Her guidance will enlighten you on its concept and application from a work, career and business perspective, so that you too can use it as a 'compass' to find the right path, and maximize your potential for success and wealth in a career you're born for.

Powerful Techniques to Career Change, Master Changing Career Advice based on Case Study, Goal Setting and Career Values to Boost Your Performance I remember, 12 years back I was looking for my career answer to live a meaningful career and life. After extensive research the answer came in the form of a powerful career book which includes teaching, examples, job suggestions and experiment. The most common career questions which usually we ask ourself are: Is this the right job for me? Which career is right for me? Should I plan long-term goals or short-term goals for my career? What job is right for me? What should I do for a career change? What should I write in my career journal? What is the right time to make a career change? Whether you work as an employee, business person, career advisor, entrepreneur or freelancer, you all face similar challenges of making decision fast, handling the disruption and building creative ideas. No matter what is your profession, creativity, new ideas and innovative mindset helps in the career growth. MASTER THE ART OF SUCCESSFUL CAREER is your POWER GUIDE with most effective CAREER RESOURCES to help you build an effective corporate career. Here is what you will learn in Master the Art of Successful Career: The guided steps to resolve your doubts to scale up your dream career. The most important values for job, career and business. Whether you need a career change teaching, example or planning, you will get the fine advice. The RGY Circle Theory to ease the process of decision making to take fast and effective decision. My Goal Setting Technique to design your career goals for next 10 years. How your experience can open the door of self-employment, freelancing, business and entrepreneurship. How you can make your career competition and recession proof? How you can change your career from a dependent person to an independent person What specific career values and examples do you need to be successful and stay successful. How to generate ideas and how creativity helps in delivering timely result List of career ideas and example as case study The most important, if you are already a trainer, counsellor, coach or social media influencer then you will get business resources to grow your business. The step-by-step process to career planner and build the momentum. How social media provides the career support and business for the long run. What is the fine difference between career, job and business? What is the role of leadership in the career management? How to be an entrepreneur from an employee? How building new ideas can help in career enhancement? What is the co-relation between Social Media, Business and You? List of resources provided for your

Master Career: My Business Brochure My Business Report File My Success Definition File My Goal Planner My Career File My RGY Circle Theory My Purpose File My Master Success Counseling File Get Out of Complicated Methods, And Take Your Best Step to Get Your Career to new height By Clicking the Buy Button Above.

An entertaining and practical guide to getting your science PhD and working as a post-doc.

Rob Yeung is a business psychologist who has worked with many international organisations. His ten career commandments give key advice and exercises to make you think and change your working life.

The health and fitness industry is huge, highly competitive, and often confusing to navigate. This one-of-a-kind book helps you make sense of the chaos, laying out a clear roadmap for career success—for both established professionals and anyone just getting started. With thousands of certifications, seminars, websites, and gurus promising advice, it's difficult for even the best pros to turn their passion for health and fitness into meaningful—and measurable—success. Enter Change Maker. In this definitive career guide, John Berardi—co-founder of Precision Nutrition, founder of Change Maker Academy, and one of the most successful people in the history of the health and fitness industry—shares his blueprint for becoming the ultimate change maker, one with a powerful purpose, an enthusiastic client base, and the ability to fund your own ideal lifestyle. Whether you're new to the industry and looking for a head-start, or you're already an expert but need a fresh approach, consider this your go-to career guide. With six helpful steps, this book covers the range of logistical, financial, psychological, and practical issues that every health and fitness pro needs to know, including how to:

- Choose your specialty based on your unique strengths
- Identify what your clients really want and deliver it every time
- Build new relationships and become a next-level coach
- Get new clients, make more money, and manage a thriving business
- Nurture and protect your most precious asset, your reputation
- Create a life-long, growth-oriented continuing education plan

If you work as a trainer, nutritionist, functional medicine doctor, group instructor, rehab specialist, or health coach—or you eventually want to—this step-by-step guide will help you turn your passion for health and fitness into work you find joy in, your clients into raving fans, and your career into something powerful, meaningful, and change-making.

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