



LAURA PELI

EXECUTIVE
LEADERSHIP
COACH





Embracing the Unknown: Navigating a Successful Career Makeover

Today's Agenda

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The Only Constant is Change

2

Self-Reflection is Key

3

Your Action Plan

4

The Financial Side

5

Case Studies and Career Assessment Tools



Your Speaker

Laura Peli, PCC

Performance & Executive Leadership Coach

Coaching Experience with C-Suite, VP, Seniors, Leaders

Co-directed a consulting firm for 7 years

Masters's Degrees in International Business, Management

Creator & Facilitator of +300 Workshops / Webinars

Love cooking, comedy shows production, portrait photography



The Only Constant
Is Change

McKinsey Report*

The latest McKinsey report on the future of work shows why workers need to adapt to big job changes by 2030

Occupational Switches

By 2030, more than 100 million workers across eight economies may have to change jobs (one in 16 workers).

Skill Concentration

High-skill fields like healthcare and STEM are expected to grow in job opportunities, while middle and low-skill jobs might decrease.

Growth Areas

Some job categories, like those in e-commerce, the green economy, healthcare and education, are expected to grow.

At-Risk Jobs

Certain jobs are at risk due to automation and technological progress i.e. clerks in grocery stores and office workers performing routine tasks

<https://www.mckinsey.com/featured-insights/mckinsey-explainers/what-is-the-future-of-work>



Self-Reflection is Key:
must-ask questions

Reinvent Yourself

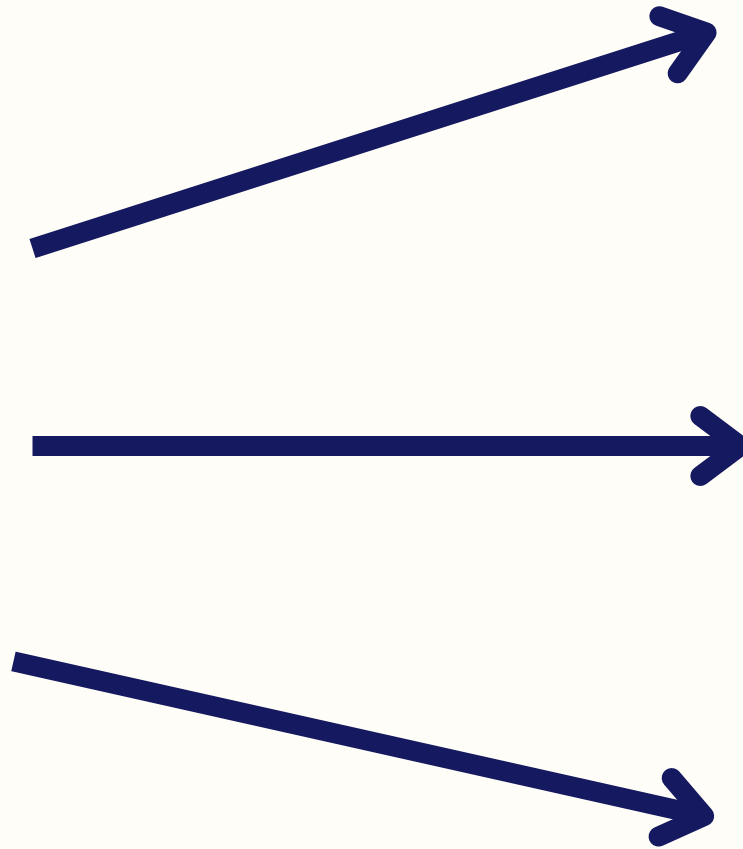
And

Take Control of Your Professional Destiny



What am I passionate about?

Discovering
what I am
passionate about
can guide me
toward a career
that matches
my interests



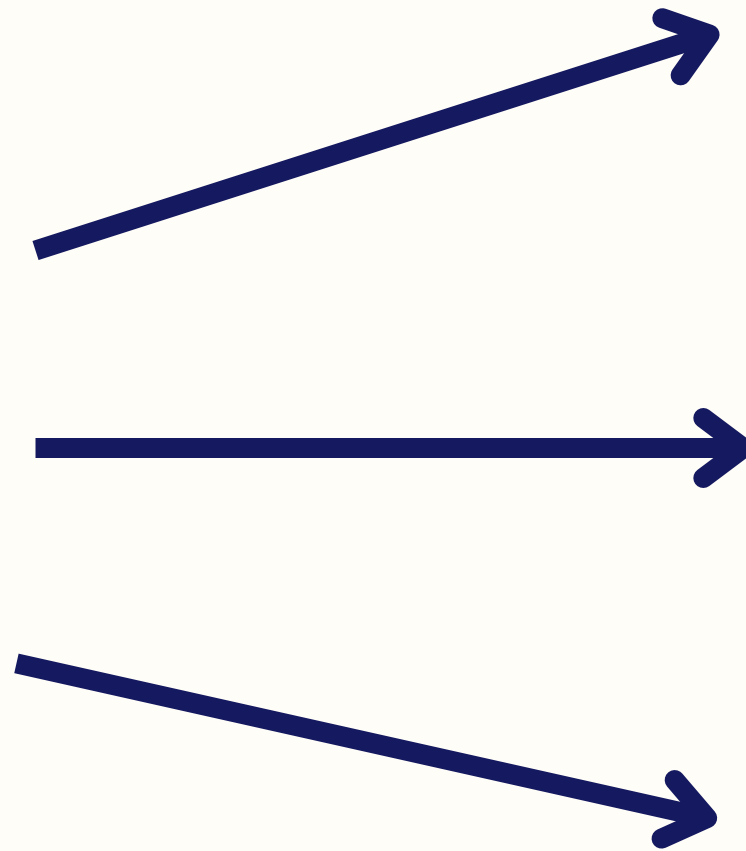
What activities or tasks
do I enjoy the most?

What activities make me
lose track of time because
I'm so into them?

What subjects or topics
do I like learning about?

Understanding my talents

Evaluate my strengths and skills to understand who I am and what I can offer



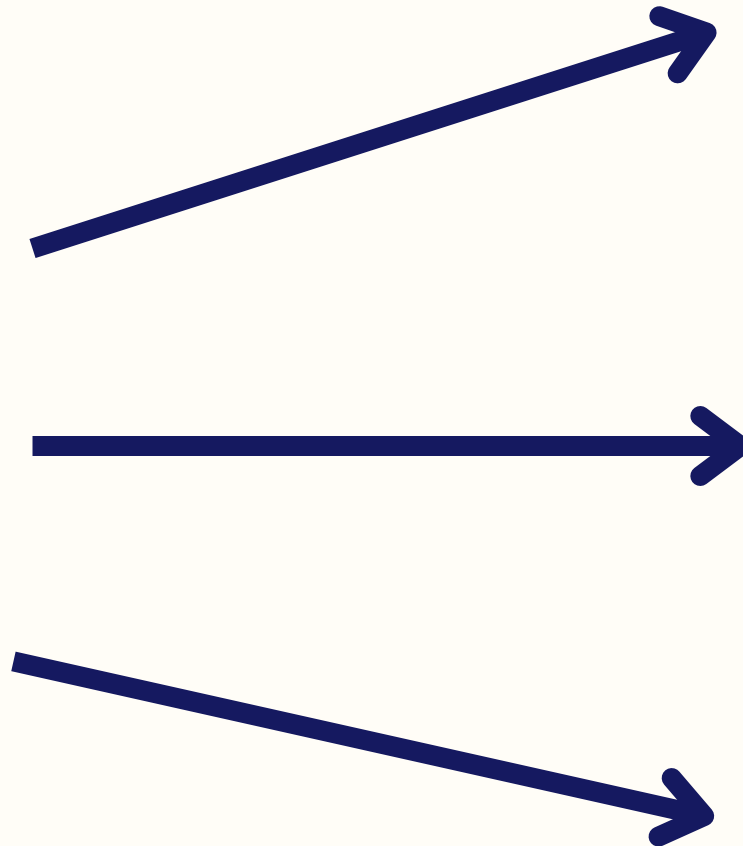
What are my key strengths and skills, including both hard skills and soft skills?

How do past experiences, feedback from peers, mentors and formal assessments contribute to identifying my areas of expertise?

Reflecting on my strengths and skills, what do I feel confident in offering to others?

Uncovering my values

Exploring my core values and motivations can help me prioritise career opportunities that resonate with my beliefs



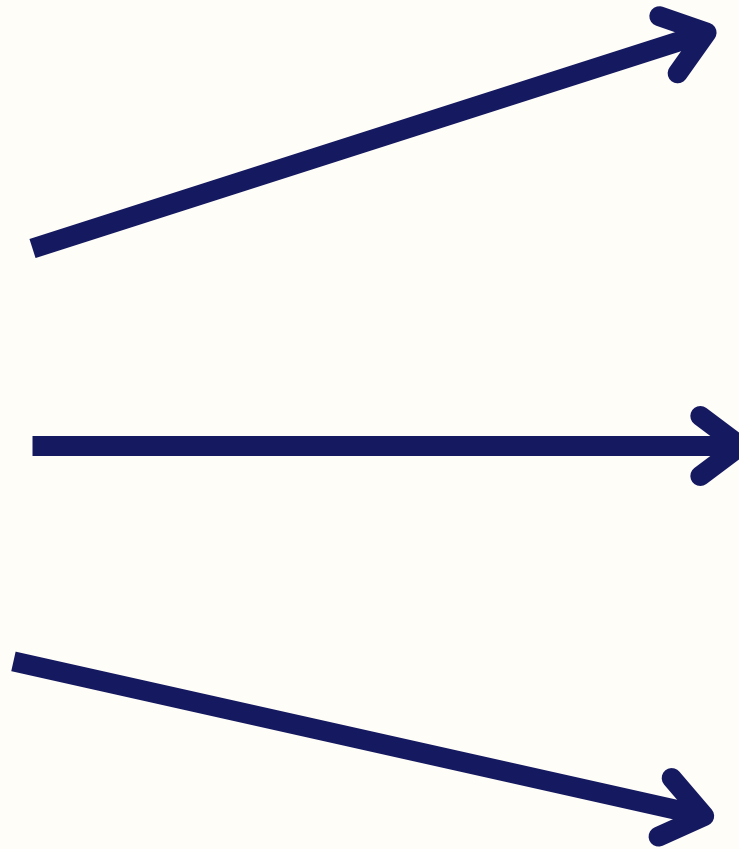
What values are significant in my career?

What qualities do I seek in a company?
(What beliefs should they embrace?)

Considering my values and motivations, what aspects of my career provide the greatest sense of fulfillment?

Exploring the job market

Before making any career change decisions, it's essential to assess the job market

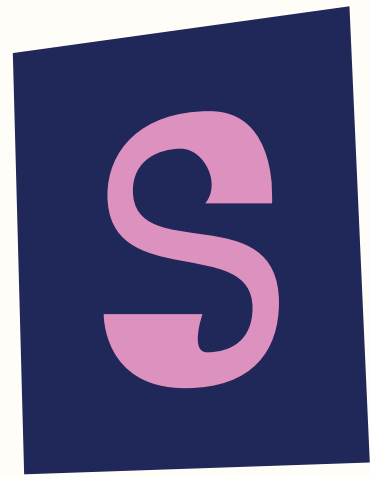


What industries, roles and job opportunities align with my interests, strengths and values?

Can I get insights into potential career paths? (asking directly, online resources, networking...)?

What is the average salary for the role I'm considering?

Is my goal SMART?



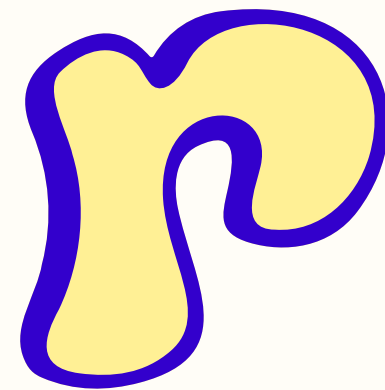
Specific



Measurable



Achievable



Relevant



Time-bound



Action Plan


Tame Your Imposter

ACKNOWLEDGE
YOUR
INSECURITIES, BUT
DON'T LET THEM
HOLD YOU BACK

PRACTICE SELF-
COMPASSION
AND CHALLENGE
NEGATIVE
SELF-TALK

CELEBRATE YOUR
ACHIEVEMENTS,
NO MATTER HOW
SMALL

Set Realistic Expectations



UNDERSTAND
THAT CAREER
MAKEOVERS TAKE
TIME AND EFFORT



STAY FOCUSED
ON YOUR
LONG-TERM
GOALS



BE PATIENT

Upskilling & Reskilling

IDENTIFY THE
SKILLS AND
KNOWLEDGE
GAPS IN YOUR
DESIRED FIELD

BE PROACTIVE
AND ACQUIRE
NEW SKILLS
THROUGH
COURSES,
CERTIFICATIONS....

TO REMAIN
COMPETITIVE IN
THE JOB MARKET
STAY UPDATED
WITH INDUSTRY
TRENDS

Leveraging Transferable Skills

**IDENTIFY SKILLS
FROM YOUR PAST
EXPERIENCES THAT
YOU CAN APPLY IN
THE FUTURE**

**PREPARE
CONCRETE
EXAMPLES OF
HOW YOU HAVE
USED THESE
SKILLS**

Your Personal Brand on LinkedIn

SHARE RELEVANT
CONTENT AND
INSIGHTS TO
SHOW YOUR
KNOWLEDGE

IF YOU ARE
NOT A LINKEDIN
FAN LOOK FOR
LINKEDIN
TUTORIALS OR
COURSES

PROFESSIONAL
PHOTO,
CATCHY HEADLINE,
EXPERIENCES &
SKILLS

The Importance of Networking

ATTEND
INDUSTRY
EVENTS AND
CONFERENCES TO
MAKE RELEVANT
CONNECTIONS

JOIN SPECIFIC
GROUPS TO
CONNECT WITH
PEERS AND
MENTORS

WHEN YOU
MEET NEW
PEOPLE KEEP
YOUR EYES OPEN
AND BE READY
TO CONNECT

Networking Tips on LinkedIn



CONNECT WITH
PROFESSIONALS
AND ANALYZE
THEIR PROFILES
TO BE INSPIRED



ENGAGE WITH
YOUR NETWORK
THROUGH
DISCUSSIONS
AND GROUPS



The Financial Side

Important Questions to Ask Yourself Beforehand



Preparing Financially

AM I FINANCIALLY PREPARED FOR A POTENTIAL SALARY CUT OR CHANGE IN INCOME?

CAN I COVER UNEXPECTED EXPENSES DURING THE TRANSITION PERIOD?

WHAT IS THE MINIMUM INCOME REQUIRED TO COVER MY BASIC LIVING EXPENSES?

WHAT ARE MY CURRENT MONTHLY EXPENSES?

WHAT ARE THE LONG-TERM BENEFITS OF TRANSITIONING TO A NEW CAREER PATH?

Financial Adjustments

SHOULD I EXPLORE ALTERNATIVE INCOME STREAMS?

WHAT NON-MONETARY BENEFITS SHOULD I CONSIDER DURING NEGOTIATION?

SHOULD I SEEK ADVICE FROM A FINANCIAL ADVISOR?

SHOULD I INCREASE MY SAVINGS BEFORE TRANSITIONING CAREERS?

DO I HAVE A FILE DOCUMENTING MY EXPENSES AND FINANCIAL CALCULATIONS?



Case Studies

Case Study N°1

- The client transitioned from a senior role in luxury hospitality to the health sector
- Pursued further education and revamped personal branding
- Accepted a much junior position with a big salary cut
- Eventually, his dedication led to salaries nearly as high as before



Case Study N°2

- The client, a senior, was approached for a C-suite position within the same company during our coaching journey
- Faced discrimination in male-dominated fields
- Dedicated extra time to study to be prepared for the new role
- Navigated extensive interviews
- Successfully transitioned to C-suite with coaching support



Case Study N°3



- The client works in cybersecurity but is passionate about design
- He went through financial planning: he had kids in private schools and a holiday house abroad
- Opted against career change after evaluating finances
- The decision was based on the expected salary cut in the design field

Case Study N°4

- A client with a six-figure salary in the US moved to the UK for her spouse
- Initially worked in an unfulfilling job
- Through coaching, she identified skills and pursued Scrum Master, Agile PM and Prince2 certifications
- The transition journey took a few years
- Secured job for nearly 40% more than the previous salary





Career Assessment Tools

Assessment Tools

Myers-Briggs Type Indicator (MBTI): A personality assessment tool that can provide insights into suitable career paths based on personality type

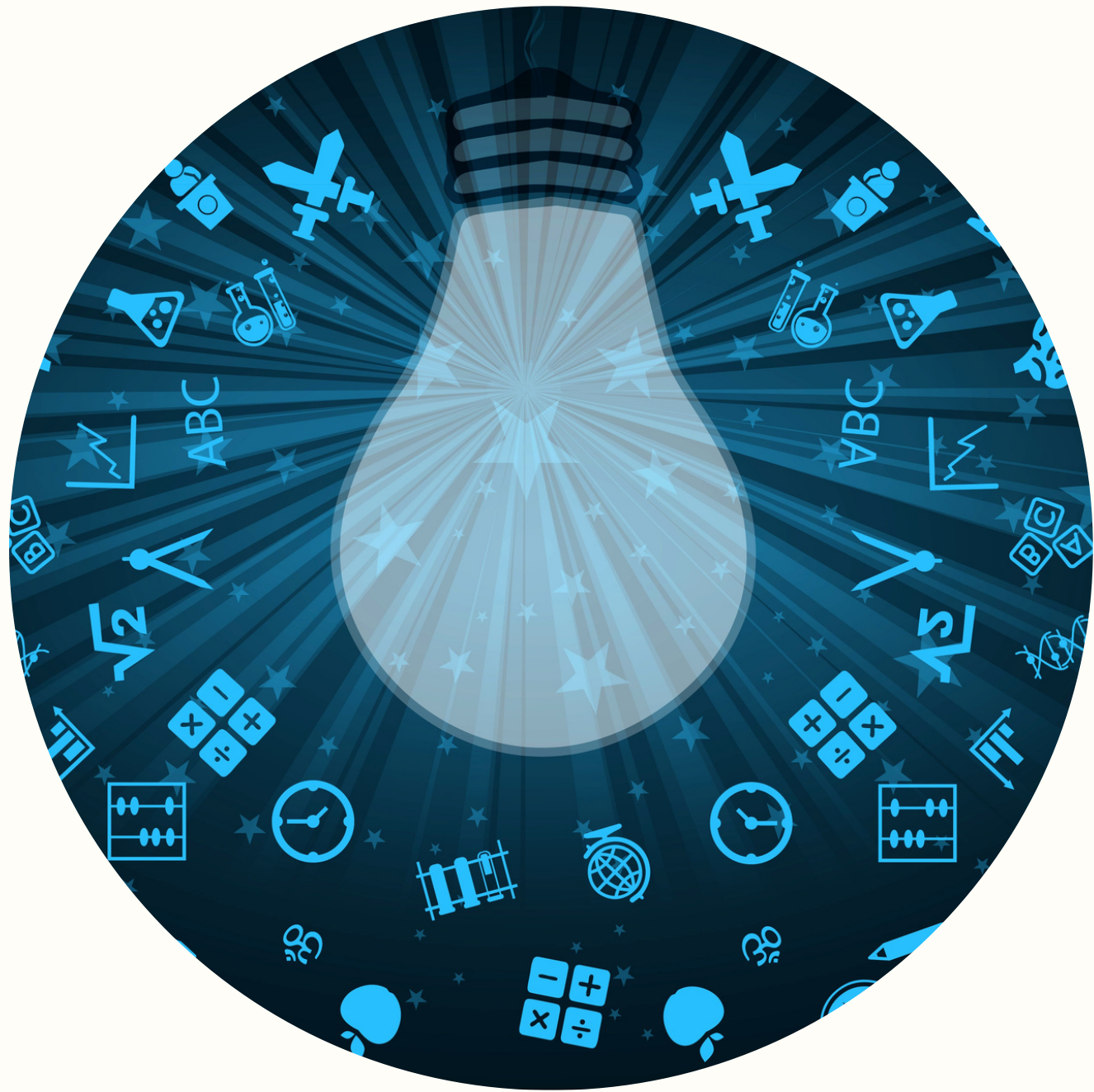
Holland Code (RIASEC) Test: Assesses interests and matches them to potential careers based on Holland's theory of occupational choice

StrengthsFinder: Helps individuals identify their top strengths and talents, which can inform career decisions and personal development

CareerExplorer: comprehensive career assessment tool that analyses personality, interests, values and skills to suggest suitable career options

CliftonStrengths Assessment: Identifies an individual's top strengths and talents, offering guidance on career paths that align with these strengths

Highlights



- Data forecast observing the future of work
- Self Reflection asking the right questions
- Tips on how to improve your branding
- How to approach the financial side
- Ask yourself the right questions
- Be inspired by other people's experiences
- Career Tools

Any Questions



Interview Coaching Services

OPTION 1: One-Hour Interview Prep - 1-hour One-on-One (via video call)

OPTION 2: Three-Hour Interview Prep - 3 hours One-on-One (via video call)

OPTION 3: Leadership Package - 4-Hour Interview Prep & Salary Negotiation (via video call)

For more details, please visit

<https://www.talendis.global/interview-coaching/>

Thank you for our attention 

If you want to take the next step
in elevating your leadership,
get in touch!

Connect with me on LinkedIn:

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<https://www.linkedin.com/in/laurapeli/>



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