

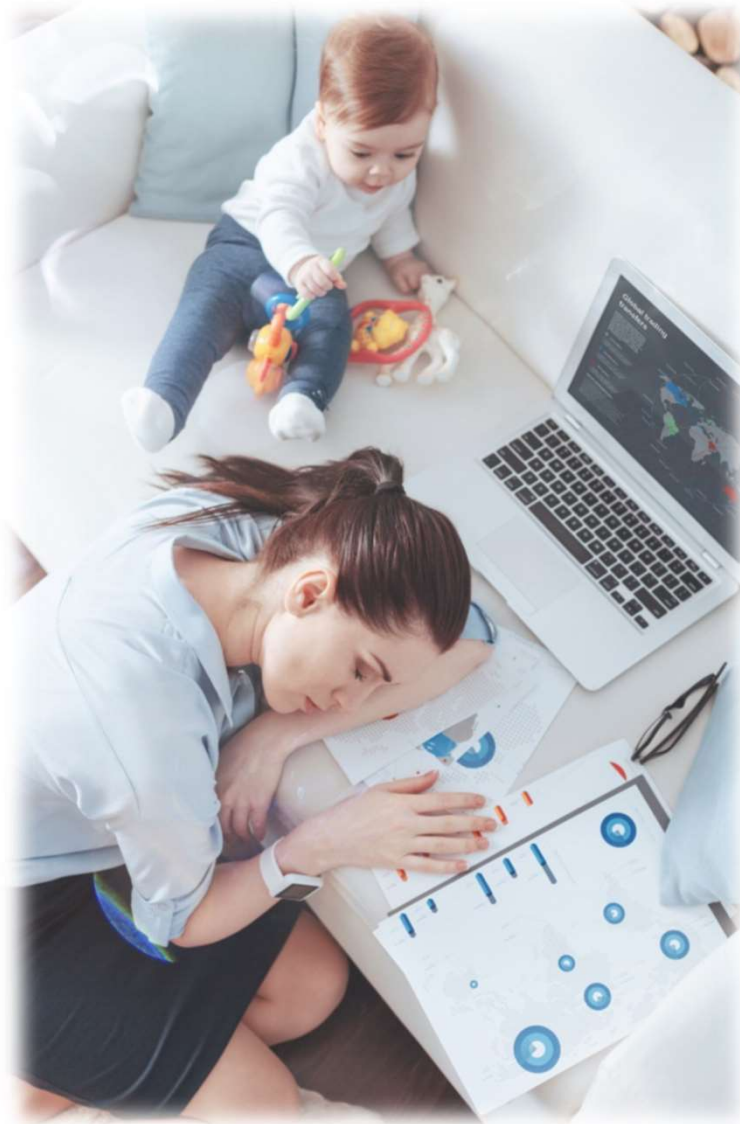
PMO Career Advice from a Natural Born Planner

Sunchana Johnston,
MAPM













CAREERCOACH SAYS

From Redundancy to Freelance Consultancy in 5 Easy PMO Steps

is a complete, easy to read and practical guide to coping with redundancy and starting your own successful freelance business.

Follow Career Coach Says' advice on how to make losing your job the best thing that ever happened to you. Learn from a professional freelance contractor with a proven track record of success within change management in today's uncertain and demanding environment. This 5 step approach is your indispensable guide as you come to terms with the shock of losing your job; discover who you really are and what you'd like to do; and achieve a satisfying new freelance career. Just go for it!

You can find me at www.careercoachsays.com – log on, register and let me know what you think.

I'd love to hear from you!

Yes, I got the
JOB!

I'll find
the job I
like!

Yes
I can!

Just go
for it!

CAREER COACH SAYS



5

FROM
REDUNDANCY
TO FREELANCE
CONSULTANCY IN
EASY PMO STEPS

SUNCHANA JOHNSTON

The Career Coach Says is Born



- Am I going to stick to the same **type** of work?
- Am I actually any **good** at my job?
- What if I can't find any **work**?
- Who is there to **advise** me and point me in the right direction?
- How can I **start** taking the 1st steps?
- What are the 1st steps to go **freelance**?
- Would I actually **earn** any money again?
- Can I visualise **success**?

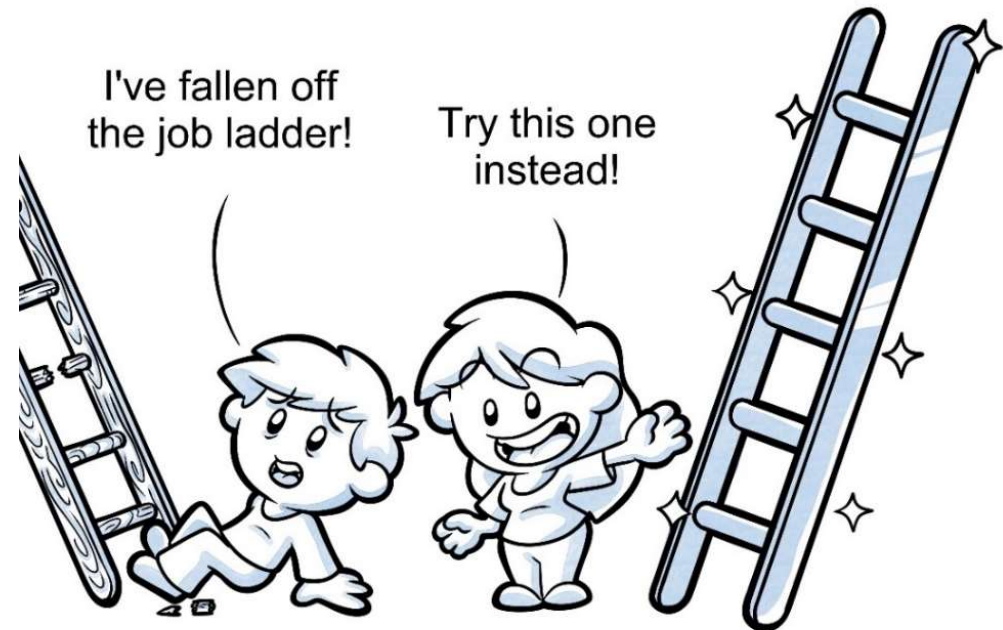
Who Dares Wins

Dear X,
You may not be aware of this right now, but the job that's perfect for you is much closer than you think. And if you're honest and you're willing to dig deep for answers, you'll find what it is. Just don't be afraid to reach for it.

And remember that you're more skilled than you think you are. You will be an asset to any business or company. So don't hold back. Be yourself, and go for it.

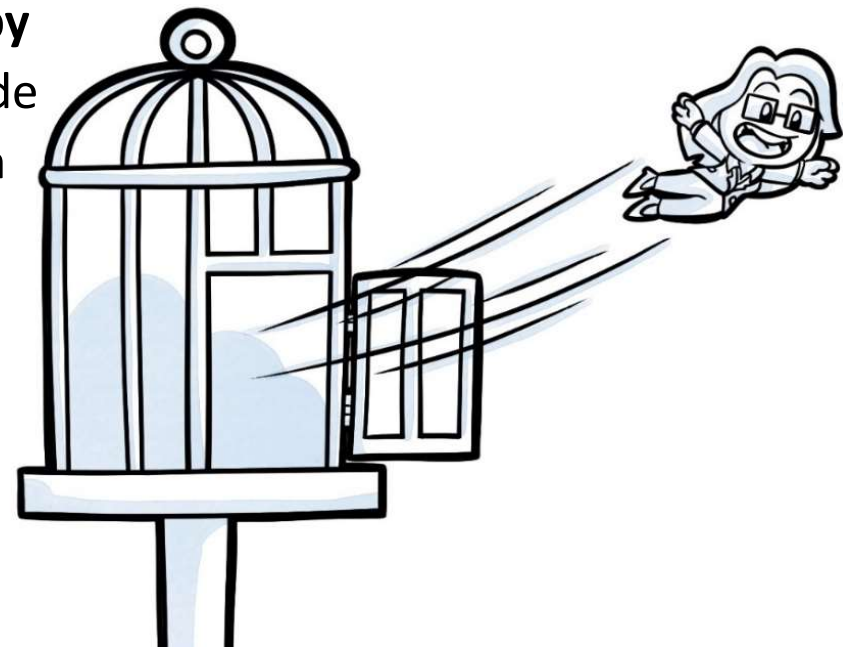
I'm always here if you need a word.

Yours,
Career Coach Says



Moving On - Top Tips

- Believe in yourself**
- Look for **positives**, things that make you **happy**
- Let your inner **Career Coach Says** be your guide
- Take **time out** before making a major decision
- Refocus the attention **away** from yourself
- Talk to people who **support** you
- Move away** from people who criticise you
- Listen to **constructive** suggestions
- Look after yourself**: get fit, eat well, find friends, relax & get enough sleep
- Sort your **finances** & any **entitlements**
- Visualise** successful outcomes



Q&A: Who Am I & What Do I Really Want?

- When was I the **happiest** in my working life?
- What was I doing, who with & where?
- What is my **SWOT**?
- Who are my **stakeholders (stakeholder maps)**?
- What aspects of my roles did I **enjoy** or **dislike**?
- What are my **RAIDs**?
- Which work experiences gave me the most **satisfaction, fulfilment & confidence**?
- What is **exciting** about going back to work?
- What skills do I need to be **successful**?
- How can I achieve my **goals (Roadmap)**?

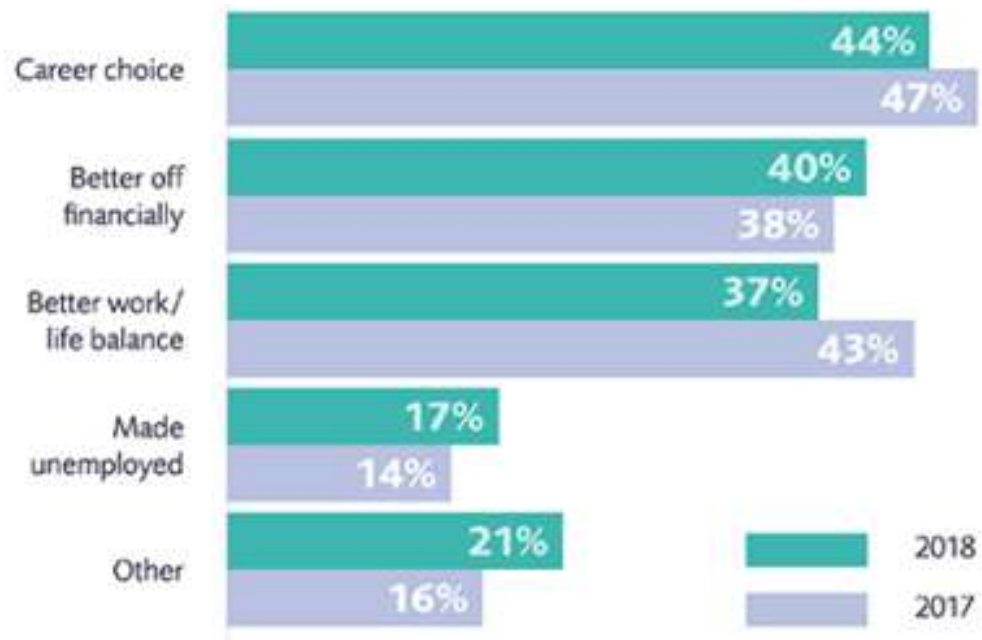


How I Found My Niche



Why Freelancing?

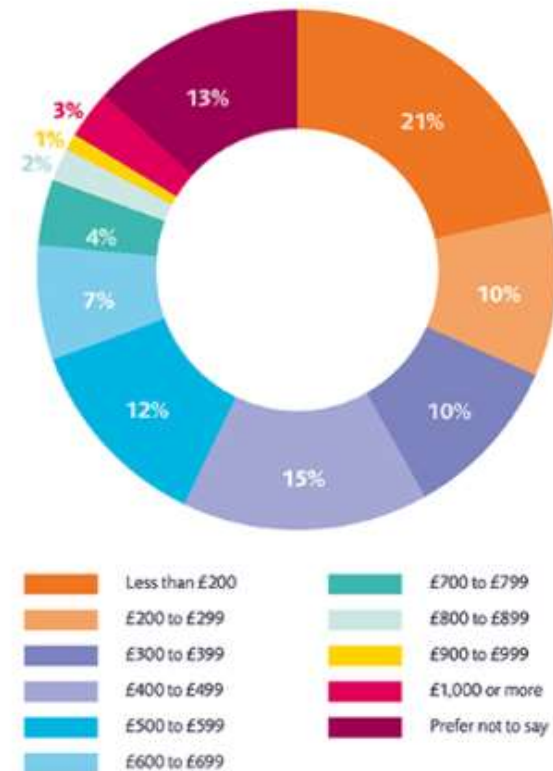
Rationale for Contracting



Sources:

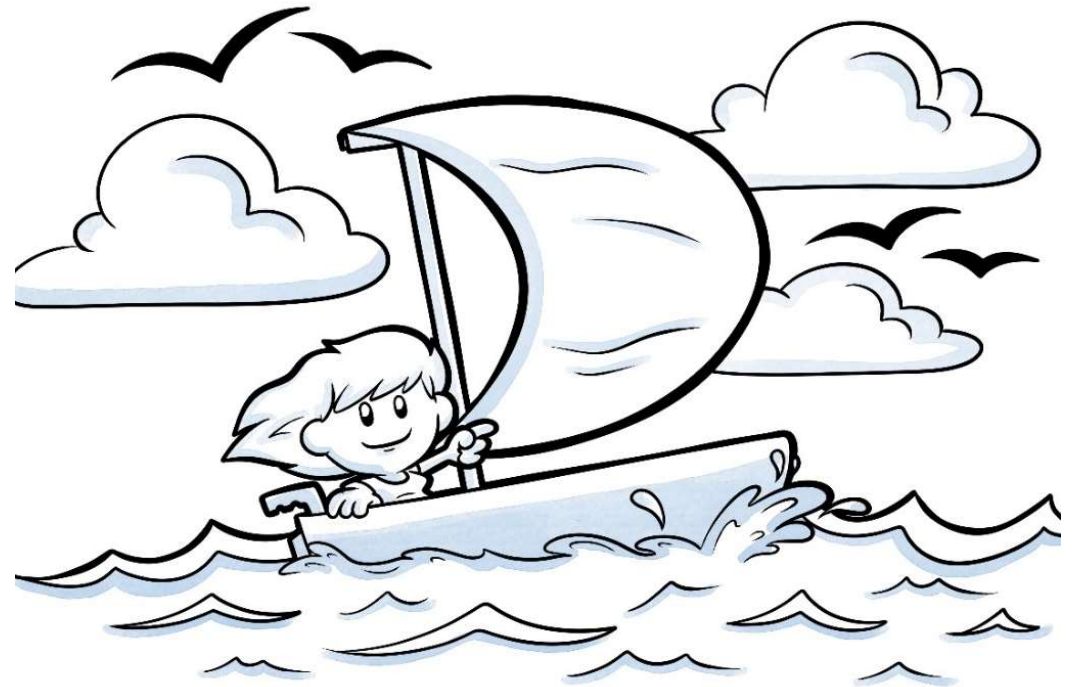
<https://www.apm.org.uk/resources/find-a-resource/project-management-salary-and-market-trends-survey/2018/>

Average day rate



Set Yourself Up as a Freelancer

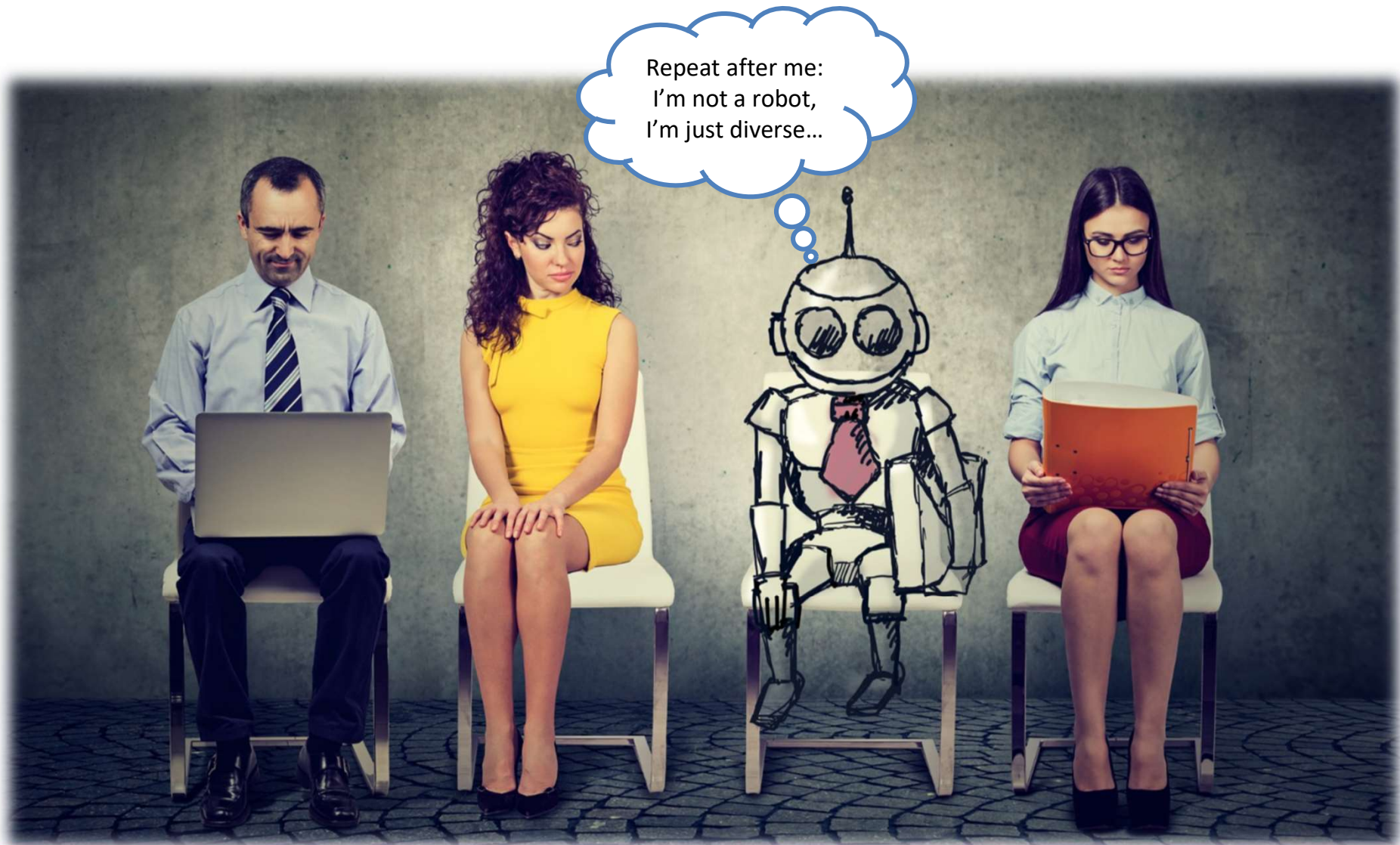
- Set up a company** with Company's House, London
- Create a **business plan**
- Polish the **product & branding**
- Secure **start up cash** & start **professional networking**
- Open a **business bank account**
- Register for VAT** & understand your **legal obligations**
- Purchase IT equipment** & organise **professional indemnity insurance**
- Appoint **business Accountants**



Winning My 1st Contract

- My sizzling **CV revamp**
- Getting the **recruiters** in
- Using **Social Media**
(networking & recommendations)
- Pulling off a **great interview**





Why Are Freelancers So Attractive to Companies?



Global Gig Economy of Freelancers

- ❑ **Freelancers contribution** is significant (£119bn in the UK, 2016)
- ❑ **Digital labour platforms** on the rise (50% of the U.S. workforce in 2020)
- ❑ **Fastest growing segment** in the EU labour market (45% Growth to 9 million in 2013)
- ❑ **The future of empowered entrepreneurs**
- ❑ **Talent, expertise & creativity**

Sources: <https://www.ipse.co.uk/uploads/assets/>



Freelancing in PMO



The Freelance Code of Conduct

- Have no **political agenda**
- Stay on **good terms** with your peers
- Keep a **cool head** & know how to **plan**
- Be prepared to work with **everyone**
- Be open to every good **opportunity**
- Learn to live with **financial uncertainty**
- Keep your **skills** updated
- Be loyal to your **clients**
- Get noticed for the **right reasons**
- Become an **Advocate**

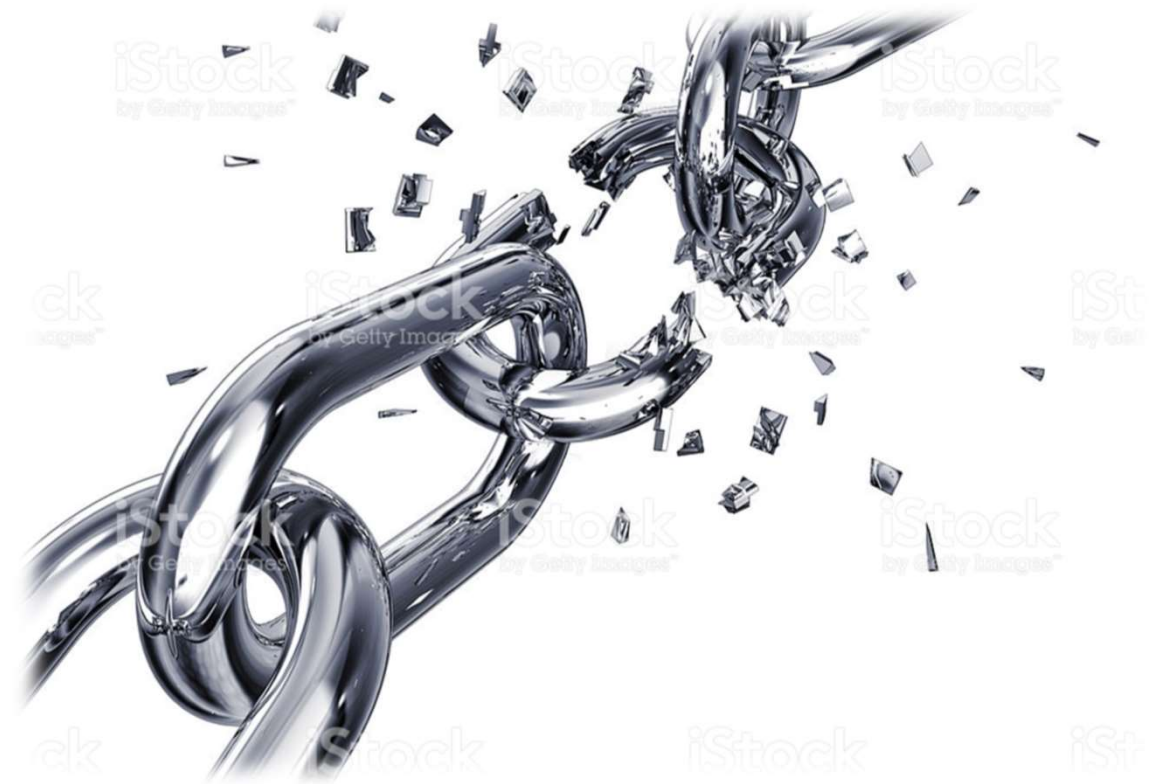


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Do You Have What it Takes?

Are **YOU**....

- a **self-starter**
- positive & proactive**
- highly **organised**
- skilful** in **PMO**
- truly **collaborative**
- a **problem solver**
- good with **technology**
- a great **communicator?**



Conclusion



**Successful
PMO Freelancers
Are Like
Gold Dust**

SIGN UP