

# FIRE YOUR BOSS ...And Hire Yourself STEPHEN POLLAN and MARK LEVINE

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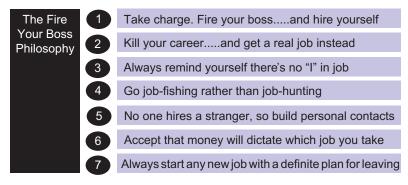


moment's notice.

### **MAIN IDEA**

Creating the job of your dreams is an "inside" job – it depends more on what you're thinking and doing than it ever does on external factors like the state of the economy, the strength of the job market or even what your current boss thinks about you. If you adopt an attitude that acknowledges you're in charge and act accordingly, you can control your present and future success.

This fire-your-boss philosophy has seven key elements:



In short, you can take charge of your work life and create your ideal job situation. It's entirely up to you. All it takes is a change of attitude on your part. Instead of seeing yourself as the victim of the workplace, get into the driver's seat and change your work life for the better. It's your call because in the final analysis, nobody else but you can ever take full responsibility for building your own career. So be proactive and act intelligently to increase your income.

1. Take charge. Fire your bossand hire yourself
2. Kill your careerand get a real job instead
Abandon the unrealistic concept of building a career that will provide you emotional or intellectual satisfaction as well as financial rewards. Instead, look for a job that provides as large a steady income as possible and get emotional satisfaction from your personal life rather than your job.
3. Always remind yourself there's no "I" in job
Following the rules and even giving 110-percent won't guarantee you job security. Instead, concentrate all your efforts on helping your boss or immediate superior reach his or her goals. The more you do for your boss, the more secure your job will become and the more you'll be rewarded.
4. Go job-fishing rather than job-hunting
The traditional approach was to go job-hunting only when needed which was usually two or three times during a lifetime. Today, that's changed. Everyone is a contingency worker, and the job market evolves rapidly. With that in mind, a better approach is to be constantly fishing for a new job offers that you can choose to accept or decline. This puts you in control rather than being forced to accept an offer out of desperation.
5. No one hires a stranger, so build personal contacts
When it comes to finding a new job, networking is now as outdated as newspaper advertising. A better idea is to use your personal life to generate employment opportunities. Become active in community groups. Increase your social activism. Get well known – but also be prepared to accept an undesirable short-term job if the need arises. Someone who is already employed will always come across as a more attractive candidate than someone who is unemployed.
6. Accept that money will dictate which job you take
The job of your dreams is the one that pays the most, not the one that provides a pleasant work environment, a corner office or other nonfinancial rewards. When it comes to deciding which job offer to accept, be perfectly blunt and acknowledge it's the money that counts. Look to your job to provide money and draw your emotional, psychological and spiritual fulfillment from your personal life.
7. Always start any new job with a definite plan for leaving
Any time you start a new job, you should also be planning how you will leave this job for another that will pay you more. Think about where you need to be heading next and start preparing for the shift. That way, if any negative developments arise in your existing job, you're ready to move onwards and upwards at a

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