

MY **SKILL AUDIT.**

What skills do I have?

SKILL

Think of this like a shopping list of things you can do.
(Don't think about whether you enjoy them or not).

ENJOYMENT LEVEL

Allocate a number towards how much you enjoy them.
1 = loathe, 10 = love.

What skills do I have? Example.

SKILL

ENJOYMENT LEVEL

Think of this like a shopping list of things you can do.
(Don't think about whether you enjoy them or not).

Allocate a number. Eg 1 =
loathe, 10 = love.

- Marketing
- Presenting
- Project Management
- Budgeting
- Managing a team
- Stakeholder Management
- Communications
- Sales
- Administration
- Performing
- Analysis

- 9
- 10
- 8
- 4
- 6
- 6
- 8
- 10
- 2
- 10
- 3

Highest enjoyed / good at skills:
Least enjoyed skills:

Sector or industry experience

The objective of this exercise is to outline your accumulative experience. Often sector specific experience can be transferrable to other industries who need the skills, expertise and relationships / networks only you have.

INDUSTRY

NETWORKS

What industries have you worked in and using what skills?

What are your networks like in these industries?

Sector or industry experience: example.

INDUSTRY

What industries have you worked in and using what skills?

- Government
- Not for Profit
- Finance
- Property
- FMCG

NETWORKS

What are your networks like in these industries?

- I have excellent networks and contacts in Government
- The bulk of my relationships are in the NFP sector
- I have excellent personal relationships with decision makers
- My networks are exceptional in my local area as I have lived in the area for 20 years and have a good reputation
- My Australian based contact list of suppliers has been honed for the last 20 years.

Putting it all together:

**MY TOP RANKING
SKILLS ARE:**

**THE INDUSTRIES THAT WOULD
BENEFIT FROM MY SKILLS
ARE:**

**WORKPLACES / ORGS WHO
WOULD BENEFIT FROM MY
SKILLS AND NETWORKS:**

Putting it all together: example

MY TOP RANKING SKILLS ARE:

THE INDUSTRIES THAT WOULD BENEFIT FROM MY SKILLS ARE:

WORKPLACES / ORGS WHO WOULD BENEFIT FROM MY SKILLS AND NETWORKS:

Examples:

- FMCG brands, maybe ones that need some big business experience to grow?
- Educational institutions looking for industry specific experience. Maybe education providers looking to expand their expertise in my area?
- Private sector could do with my Government skills.
- Any business that would benefit from someone who loves sales and marketing.

Examples:

- Private organisations looking to connect with government for commercial outcomes. My relationships with government could be helpful here.
- Philanthropy led organisations looking for fundraising support. I know so many big brands' decision makers looking to support good initiatives.
- NFP's looking for commercial guidance, public sector looking for governance. I can help!
- Developers looking to connect with community groups I know.

Homework!

WHAT BUSINESSES OR ORGANISATIONS CAN I START SHORTLISTING THAT FIT MY BRIEF AS A STARTING POINT?

WHO IN MY NETWORK KNOWS PEOPLE? WHO'S THE CONNECTOR PERSON IN MY NETWORK?

Tip: often this is the person in your network who works in marketing in sales. It's literally their job to know people. That can be a good start.

THANK YOU.

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