



## Career Newsletter Winter 2010



Every day I get up and look through the Forbes list of the richest people in America. If I'm not there, I go to work.

- Robert Orben

### Where to Find the Money

The amount of money you need is relative. What may seem sufficient to one person may seem like small change to another. As you research career opportunities, polish your resume, ponder educational choices, and read "how to interview" articles, you should also consider what size of salary you want and need.

There are several websites that can assist you in researching the average wages for different types of employment. [www.salary.com](http://www.salary.com), [www.bea.gov](http://www.bea.gov), and [www.payscale.com](http://www.payscale.com) are just a few examples of where to find this information. Most likely, your salary will depend on how valuable you are to a business. According to Dan Miller, author of 48 Days to the Work You Love, if you are easily replaceable, your salary will be lower. The more "in demand" your particular skills are, the higher your salary should be.

Miller shares several other interesting ideas regarding a job search. First, in order to be hired, a company must believe you are going to make them money. He suggests a rule of thumb – an employee must make a company 3 to 5 times his or her salary. Secondly, Miller states that few salaries are set in stone. Starting salaries are always up for negotiation.

What all this means is that you must have an accurate assessment of the unique abilities and credentials you are bringing to a place of employment. You must know yourself well! Before applying for a job, take

time to review your skills – what do you do best? How are the skills you developed at previous places of employment transferable to the next opportunity? Where will they add value to a company?

#### Top Paying College Degrees

1. Chemical Engineering (\$59,218)
2. Electrical Engineering (\$55,333)
3. Mechanical Engineering (\$54,057)
4. Computer Science (\$53,051)
5. Civil Engineering (\$48,998)
6. Economics (\$47,782)
7. Management Information Systems (\$47,407)
8. Finance (\$46,442)
9. Accounting (\$46,292)
10. Business Administration/Management (\$43,256)

source: [www.fastweb.com](http://www.fastweb.com)

Once you have the answers to those questions, research businesses that would benefit from your skills. You should be able to articulate how your abilities will improve a business' bottom line. Remember that a company does not need to have an advertised job opening for you to submit an application. Most open jobs are filled by networking and by an applicant who convinces a company that their bottom line will benefit by hiring that individual.

Finally, consider returning to school or gaining trade-related certifications to enhance your abilities. Many public libraries offer free programs in computer-related technologies. Local community colleges are another good source of short, career-specific training. The more unique skills you can offer, the more desirable you become to a company.

[KathrynMarch.com/resources](http://KathrynMarch.com/resources) recommends exploring these additional websites for salary information: [www.collegegrad.com](http://www.collegegrad.com), [www.careeronestop.org](http://www.careeronestop.org), [www.salaryexpert.com](http://www.salaryexpert.com)

For more information on Career Advisement visit [www.kathrynmarch.com](http://www.kathrynmarch.com)

