



# 3 Minute Mentor

Episode 42: Show Notes



## Episode 42: I am doing a good job, why am I not an executive yet?



While many have worked on the three essential skills for success already, content, approach and network (see episodes 10, 13 and 17), there are two more things: hunger and presence.

### 1. Hunger

The company doesn't want you to keep saying you want to be an executive – prove it. I am not talking about ambition, you can have that, it's showing it in a positive way.

- Do you take jobs or assignments that others refuse?
- Are you willing to do tasks because they are important not easy or will gain praise?
- Do you work the longer hours and are reliable when an extra set of hands is needed?

When candidates are being looked at, the one with hunger gets the job.

Although to keep asking to be made an executive is wrong, never saying something is also a mistake.

If you don't think of yourself that way, why should they?

### 2. Presence

Most senior managers and executives have a certain presence or aura.

I would tell you at most senior levels; verbal not written skills are key.

Who you are speaking to and what and how you say things matter.

Take the time to improve and get good speaking skills.

Learn to communicate quickly and efficiently.

Learn to ask good questions and be able to answer questions clearly.

You may get some other ideas from episode 32.

**Bottom line:** Not everyone wants to be an executive and not everyone who wants to be one will become one – you need to stand out from the crowd as someone the company should invest in.