**Being an Available Tiger!**

So, you have gotten over that awkward feeling of self-promotion, and you are marketing yourself globally on LinkedIn, or ‘Xing’. You have also produced a great CV and have been sending it out far and wide. But, is the job for you closer to home?

**Consulting?** Be a lion tamer, it’s safer, but then again, independence is the new, new thing. If you have sufficient finances to live for six months with no other income, then that is the time to try. If you decide to be an independent consultant, set rules for yourself. It is a difficult discipline to master, but you must do it.

Avoid the 4D’s of **D**iscord, **D**isappointment, **D**esperation and **D**aydreams. Not one of them is a good reason for going it alone.

There are more competitors but also opportunity as companies seek to outsource non-critical work. Technology will rule. It is becoming a period of shorter relationships with clients, expect to spend more time seeking and winning business. Guard your intellectual property, it is literally your business.

Consulting is not fun, it’s a business. If you don’t understand that, then you will not get fed, but if you do, then it can be fun as well.

**Minimise your Commute:** Commuting is **S**tressful**, S**edentary, and a **S**acrifice of time and money. Keep the stress in your life to a minimum, you have had your fill of that serving. Remember to look after yourself, three hours a day in a car will not help. Companies do not pay for you to get to and from work. Time and Team are the most powerful tools that you have, don’t waste them travelling…..

**What is your Expectation and Need?** Nearly everyone leaves the Armed Forces expecting a six-figure package, ‘cos civvies get paid more – don’t they? What do you need to cover, a mortgage, family, car? Look at the jobs advertised in your area and their salaries, and packages if offered. It will come as a surprise to you, so sit down.

**Choose where to Basha Up:** Where you come from or where the job will be? In a town or city, or in the countryside? Will you have to commute to attain the higher salary you expect and need, or can you work at home or in your home town? Typically, many jobs involve travel nowadays, nationally or globally, and of course that is at the expense of the employer.

**Fire and Returning Fire:** Shoot those CV’s at your target jobs, even at unsolicited target employers. Be sure to have an excellent covering letter with each CV. Always follow up after two working weeks with a polite enquiry. If you were successful, you will surely here from them. If you were not, find out why not, what needs changing, and how to improve your aim so as to hit the target next time? Don’t be disheartened, make each shot count for something, either it gets you to interview, or provides you with feedback which you can apply to zero your sights. Most HR departments will provide you with feedback on your application and CV, although you might find that many recruiters will not. Persist but remain professional.

There is a challenge in transition from service in the Armed Forces to civilian life, particularly employment, where forces personnel may lack a comparable employment history and qualification record. Hunt for those that recognise the wealth of transferable skills that you have as a Tiger!

**Good Hunting!**