

Hack Your Career

Tips & Tricks from a 20+ Year Veteran

@JeremyLikness



Selfish

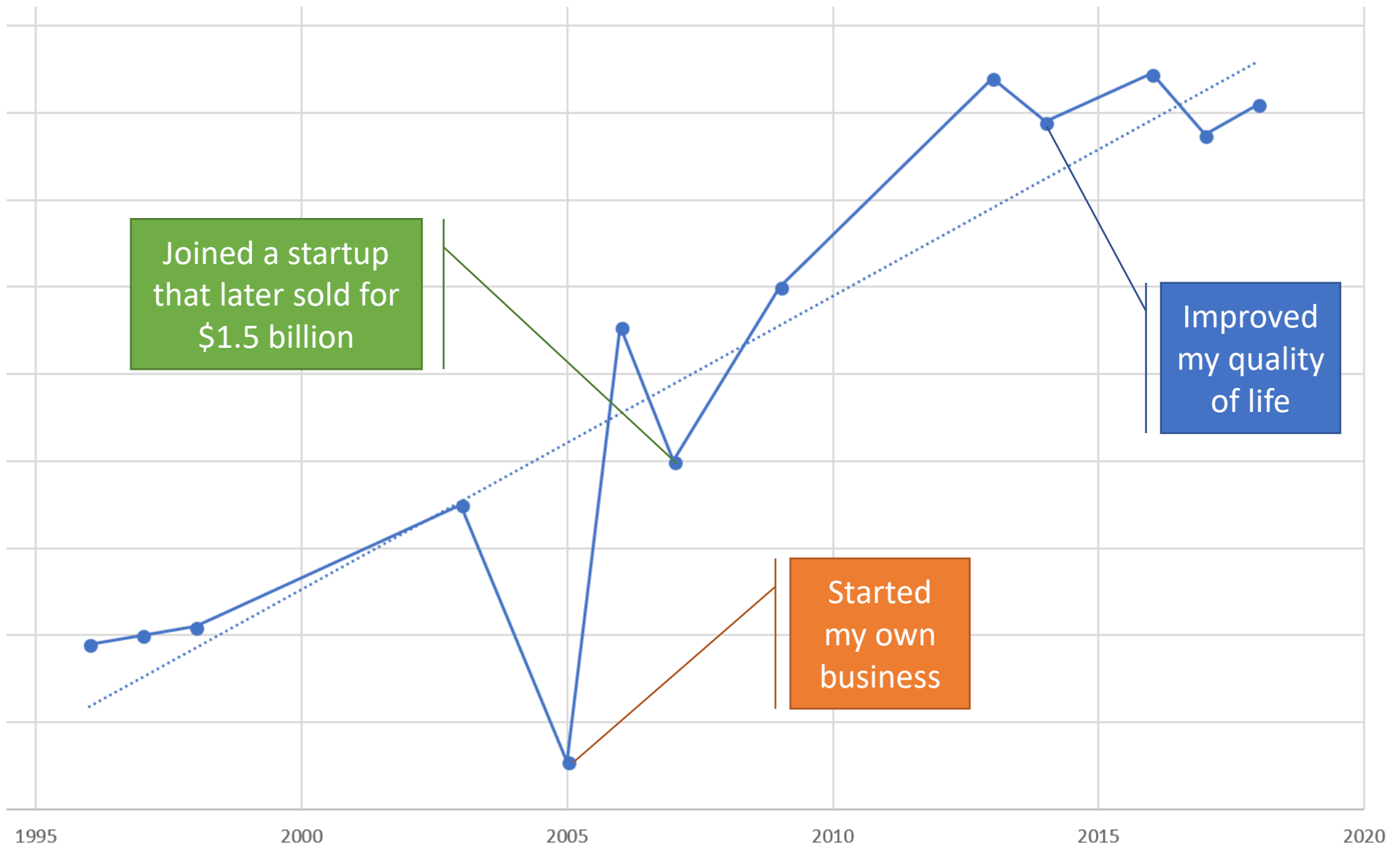
Discussion

Feedback

The Times



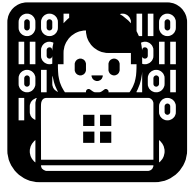
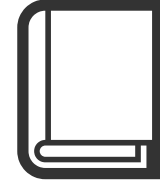
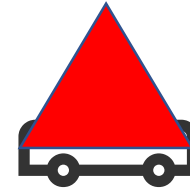
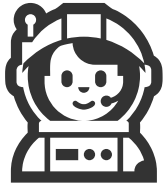
“Computer Man”



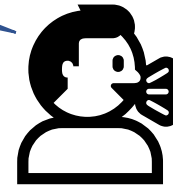
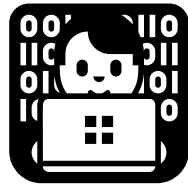
Career Milestones



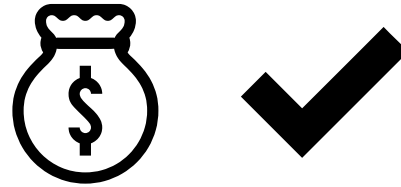
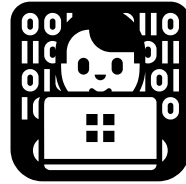
"The Early Years"



¿Cuál es su número de póliza?



"The Early Years"



1994

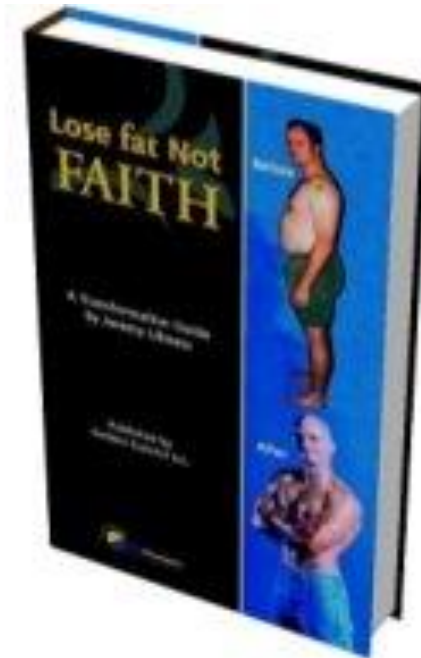
"The Cash-focused Years"

- 1996 – moved to Atlanta for a small healthcare company
- 1996 – realized the company was going under
 - “Aced” one interview (didn’t get the job)
 - Floundered in another interview (got the job, got a raise my 2nd week)
- 1998 – Transferred internally from AS/400 midrange work to work on one of the earliest Internet-based business platforms
 - Published my first “professional article” in a print magazine

"Learning to Fly" (The Challenge)



"Don't get it perfect. Just get it going."



<https://amazon.com/author/jeremylikness>



Building Windows 8 Apps with C# and XAML (2013) (Korea Edition)

6 Editions

Current Sales Rank: Unknown

Average Review: ★★★★★ (29 reviews)

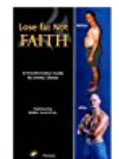


Designing Silverlight Business Applications: Best Practices for Using Silverlight Effectively in the Enterprise (Microsoft .Net Development) by Jeremy Likness (29-Mar-2012) Paperback

6 Editions

Current Sales Rank: Unknown

Average Review: ★★★★★ (11 reviews)



Lose Fat, Not Faith: A Transformation Guide

4 Editions

Current Sales Rank: #3,332,009 in Books

Average Review: ★★★★★ (17 reviews)

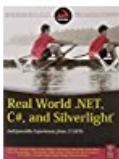


Programming the Windows Runtime by Example: A Comprehensive Guide to WinRT with Examples in C# and XAML (Microsoft Windows Development Series)

3 Editions

Current Sales Rank: #2,532,917 in Books

Average Review: ★★★★★ (3 reviews)



Real World .Net, C# And Silverlight: Indispensible Experiences From 15 Mvps

2 Editions

Current Sales Rank: Unknown

Average Review: ★★★★★ (3 reviews)

"The Entrepreneurial Years"

- 2002 – left to become Director of IT for a company focused on translating medical websites to Spanish and providing a multilingual experience
- 2004 – started my own business
- 2006 – ate some “humble pie” and jumped into a start-up in Atlanta, sold my business

"The Work-Life Balance Years"

- 2009 – left the Atlanta startup (later sold for \$1.5 billion) to join a small consulting firm and work out of my house
 - Saved my relationship with my wife and daughter
 - Wrote and published 3 books
- 2014 – updated my personal mission to “empower developers to be their best”, took a month hiatus then started a job to build the app dev practice for a consultancy
- 2017 – celebrated 20 years of marriage in Italy, followed by a trip to Seattle for an interview loop and became a developer advocate

What did I
Learn?



Stop doing what
you're told



Stop doing what you're told

- College dropout – can't do computer science
- No degree, can't be manager
- Fitness trainer – what hourly rate?
- A request for an intern
- Upward management
- "Team management" article



Don't assume
anything



Don't assume anything

- Silverlight™ will last forever!
- I hated Spanish
- I “aced the interview”
- I bombed the interview
- The ad said “beginner level intern”
- I had no director level experience
- No one wants to hear what I have to say
- eBook example (marketing)



change your
mind



change your mind

- You have an inner dialog every day
- Sometimes those dialogs are rough – imposter’s syndrome
- Thoughts are creative
- You can change your thoughts
- “I’m fat” ... “I’m getting fit”
- “I’m going to crash in this interview” ... “I know what I know”
- “This talk isn’t going to go well” ... “I really want to share this with everyone”
- “The more I like myself the way I am, the more I am the way I want to be.”



Fear is your
COMPASS



Fear is your compass

- Every major milestone in my life was preceded by fear
 - Move to Atlanta
 - First Director position
 - Starting my own business
 - First book
 - Speaking at my first conference
 - Managing my first major project
 - Right NOW
- Fear and faith are mutually exclusive
- Courage isn't a lack of fear, but moving forward in spite of fear
- Successful people rarely say, "I avoid all risk."
- Will you say, "I wish I had" or "I'm glad I did?"



Get out of your
own way and be
genuinely you



Get out of your own way and be genuinely you

- “Faking it” makes everyone uncomfortable
- Learn and grow, don’t copy
- “You know what you know what you know”
- Don’t try to project or act in your interview (I know they try to coach otherwise)
- It’s OK to say, “I don’t know, but I think it might be...”
- Write in your voice
- Blog that thought, because no one else is you

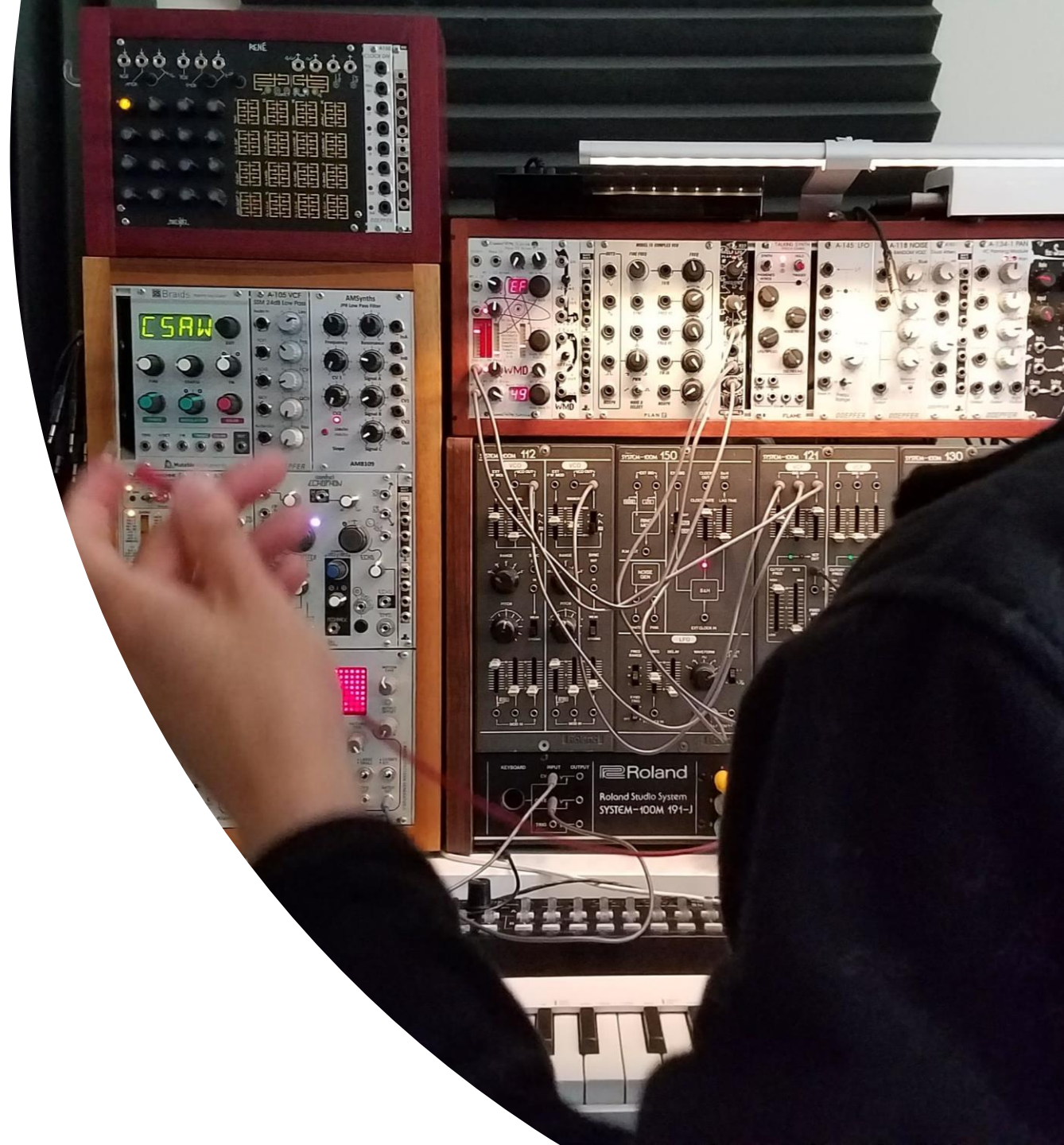


Raise the signal-
to-noise ratio in
your life



Raise the signal-to-noise ratio in your life

- Television
- Movies
- Games
- Social media
- DRAMA
- Take time to learn and grow
- Don't read emails as they come in
- Mute drama from your social feeds
- "You be right, I'll be successful."
- <https://medium.com/that-conference/raise-your-signal-to-noise-ratio-333ebc8ec49d>



Network "for real"



Network “for real”

- Conferences and meetups
- Networking events
- Online to maintain
- It’s not about friend counts or followers, but your real connections (followers vs. engaged)
- It’s also not about politics but relationships
- 15 years of networking: books, jobs, presentations, and more
- My Microsoft interview
- <https://meetup.com/> develop new
- <https://linkedin.com/> maintain existing



PAUSE. RÉSUMÉ.



PAUSE. RÉSUMÉ.

- What is your mission?
- Strengths at the top (I don't list education)
- Skills must always tie into experience
- ~~Responsibilities.~~ Outcomes.
- Projects, publications, and presentations

perienced entrepreneur, prolific author, seasoned presenter, technology executive, and coder who has successfully shipped commercial enterprise software for 20+ years. I focus on catalyzing growth, developing ideas and creating value through delivering solutions to enterprises. My roles as business owner, technology executive and hands-on developer have provided unique opportunities to directly impact the bottom line of multiple businesses and increase their organizational capacity while improving operational efficiency. I've helped several initially small companies like Manhattan Associates and AirWatch scale and experienced their transition from good to great while helping direct vision and strategy to embrace changing technology and markets.

I focus on quickly adapting to new paradigms and helps technology teams endure change through leadership, working with team members "in the trenches" and mentoring. Skills that are key for engineers to bridge the gap between business and technology are to learn technologies quickly and rapidly produce functional prototypes to spearhead

I have been leading and mentoring IT resources for almost 20 years. I am a team player who encourages the team to improve productivity by working together and increasing activity. In addition to technology-focused training, I help team members manage and prioritize their time and become more involved with speaking, writing, and volunteering.

10-year Microsoft MVP, published author (books, articles, and talks), speaker at conferences, user groups, and webinars.

Author and developer for Agile, DevOps, .NET (full stack), JavaScript, and Python source projects and packages, Azure, SharePoint, ASP.NET Core, JavaScript, Angular, Entity Framework, and Docker.

Just say "NO"



Just say "NO"

- Sometimes it's not the right fit
 - Job in St. Petersburg
 - First Atlanta job
- The earlier, the better
- Don't take on too much
- Have you heard about the hero?
- Know your priorities and live by them



It's not only about
the Benjamins



It's not only about the Benjamins

- “Love makes the world go round...”
- “...but money pays for the trip.”
- Money isn't the **thing**, it's the thing that gets you the **thing**
- It's very important to know what the **thing** is
- Sometimes you have to go backwards to go forwards
 - Transfer for Internet
 - Self-employed
 - Book
 - Microsoft



My mission is to empower developers to be their best.

What's yours?

Summary of career hacks

- Stop doing what you're told
- Don't assume anything
- Change your mind
- Fear is your compass
- Get out of your own way – be genuinely you
- Raise the signal-to-noise ratio in your life
- Network “for real”
- Pause. Résumé.
- Just say “NO”
- It's not only about the Benjamins

Thank You!

- <https://blog.jeremylikness.com/>
- <https://medium.com/that-conference/raise-your-signal-to-noise-ratio-333ebc8ec49d>
- <https://csharperimage.jeremylikness.com/2010/12/signal-to-noise-ratio-roi-and-roa-in.html>
- <https://blog.jeremylikness.com/technical-presentation-tips-and-tricks-11189a1c9d09>
- <https://blog.jeremylikness.com/30-years-of-hello-world-6f2982d8ee83>
- <https://blog.jeremylikness.com/celebrating-twenty-years-of-open-source-d1fed4be6907>