How to Land Work as a SAS® Professional

Notes

Western Users of SAS Software WUSS
September 2018

Charu Shankar
SAS Institute Canada

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How to Land Work as a SAS® Professional Course Notes

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Chapter 1 How to Land Work as a SAS® Professional

Introduction **1-3**

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Introduction

By 2018 the United States could face a shortage of 140,000 to 190,000 people with deep analytical skills as well as 1.5 million managers and analysts with the know-how to use the analysis of big data to make effective decisions (source: McKinsey Report). This is a 50-60% gap between the supply and demand of people with deep analytical talent.

So, it must come as no surprise that finding SAS work is the question I am asked the most. Daily I am inundated with resumes and requests to connect on LinkedIn and offers of coffee, tea, and dinner. SAS is a highly valued skill, and everyone wants the juice on what steps to take to land work. Time magazine rated SAS as the # 1 career skill in the data world. (http://time.com/money/4328180/most-valuable-career-skills/) SAS is also the #1 skill to land a bigger paycheck according to this study.

To help fill the gap, at SAS I started helping our users to land work by creating a 21-day SAS challenge to identify their strengths.

In this informative session, I will share the 21 tips that you can take away. I will also share tips from my own job search and how I landed work as a SAS professional. At the end of this session, you will also be provided an activity sheet for action items to do during the conference.

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Section 1: Know Yourself

1.1 Who Do You Want to Be?

Knowing yourself inside out is the most valuable part of your offering to a job.

As you get clear on yourself and your best strengths and yes, even weaknesses, you can start to isolate and pinpoint exactly what you need in the form of a SAS job.

For the next two minutes, you need to be undisturbed. Try not to get on the internet during this time. Use your preferred form of media-notebook, Excel sheet, or smartphone.

Begin your journey with writing out who you want to be. Here are some ways to jog your memory:

- Go back in time to the best times you ever had. What made you come alive and smile?
- Was it in your childhood, when you were having fun either playing with someone else or by yourself?
- What made you so happy that you wanted to go back to work on Monday with a big grin on your face?
- What work kept you so fueled that it didn't seem like work?

Be Unstoppable! Bon chance as they say in French. ☺

When you have completed the work, go ahead and put this page aside. You will not have to review it again until I ask you to at a much later stage.

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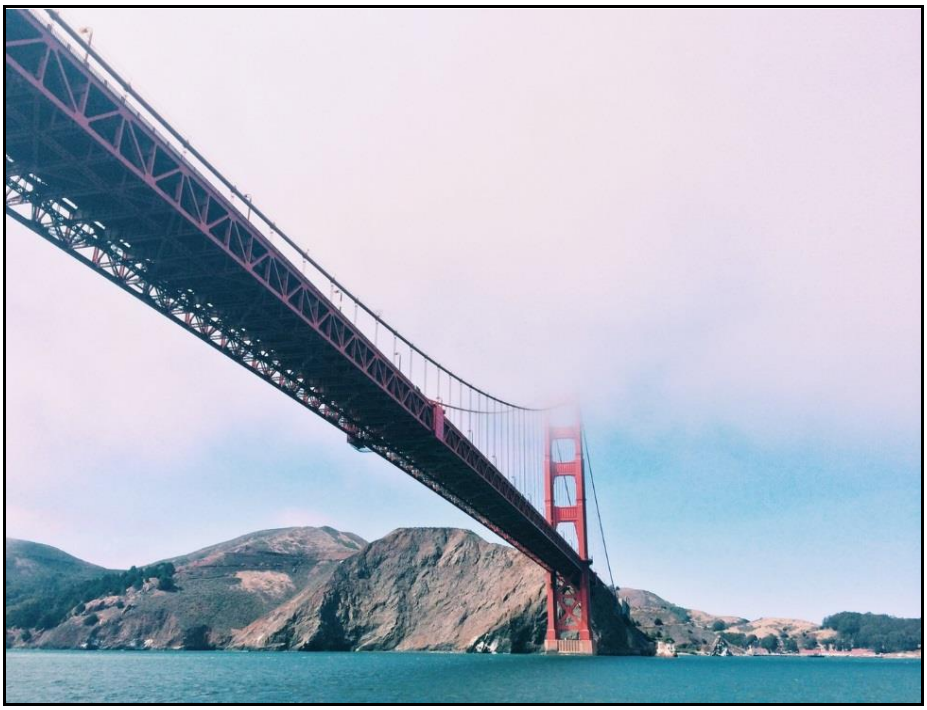
1.2 Back to the Beginning – Who Are You?



Now that you have a picture in your mind of who you want to be, let's move to Tip 2.

You are going to craft your 30-second elevator pitch on getting clear about yourself, on who you are today, not someone in the past or someone in the future.

A good 30-second commercial would answer these three questions:

- Who are you?
- What do you want?
- What are you looking for?

Now because you've already done the work in Tip 1, you are in a good position to create your own 30-second commercial.

Having trouble coming up with words? Here's a sample Forbes' template I borrowed:

"Hi. I am Joe Blow. I am a SAS consultant with more than 20 years of experience in training and education in various industries. I have successfully increased customer satisfaction with my SAS programming skills and improved efficiencies by ____. I'm looking for opportunities in the San Francisco area with both insurance and finance companies."

Action: Take the MBTI test. Practice your 30-second elevator pitch with friends and colleagues at the conference.

Writing this elevator pitch might take you some iterations. When you are satisfied with it, you are going to practice saying it aloud in front of a mirror. Then take it out to the world, Practice with friends and family at the conference. Get feedback and polish your pitch.

Happy creating!

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1.3 Shine Up Your Online Presence

Time for a professional image makeover. In an increasingly online world, your online presence must shine on your best qualities.

1. **Activate your online presence.**
   - Google yourself

     What does the search reveal? Does your name show up anywhere? If no, then we have work to do, my friend. Consider joining LinkedIn groups, but don't play a passive role. Get active, comment, and provide your insights to solve problems. Yes, you are a job seeker, but you are not desperate and needy. You are going to find your dream work. Isn't that why you signed up for my seminar?
   - Do you find your name listed anywhere on directories?

     Can you find online directories related to your industry? Find one! Here is a SAS online directory for you to join if you are a certified SAS professional: http://support.sas.com/certify/directory.html
2. **Shine your online content.**
   - LinkedIn profile: What does your summary say? Does it convey your 30-second elevator pitch?
   - Facebook public profile. Try to remove any unnecessary details or likes.
3. **Get visual.**
   - Do you have a recent picture on your LinkedIn profile?

     Don Harrison of NetworkOrDie.Com *"*Personally and professionally, I rarely even view profiles without an avatar/profile pic. I believe that a pic is the first step in saying, "Hey, here I am, view my profile and let's network!"

     Action : Share your Tip 3 summary work with the LinkedIn group I created SAS Canada Training and Career Development.

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1.4 Stay in Touch

The people that you have worked with in the past are going to be a big help.

Let's get started on creating this rich community of support.

1. Take a good look at your LinkedIn resume again.
   - Jot down all the past organizations that you worked with. List names of people that you connected with.
   - Against each name, write what you know about them: the work that they do and what their interests outside work might be, such as horseback riding.
   - Begin researching both their work and their outside interests. You are doing two things here:
     – learning the latest news on technology so that you can have an intelligent discussion when you meet
     – understanding them better so that when you meet your, chat is not intensely focused on just work
2. Contact the references with a request to meet up socially. Offer to buy their coffee. Make at least two appointments per week to meet up.
3. Stay active on LinkedIn groups that you are part of. Do this elegantly. Add insights that will help the group. Use the SAS Canada Training and Career Development Linked In page as your landing group. It's a safe place to practice.

Why is staying in touch important?

1. **Reference**
2. **Networking**
3. **Opportunity**

These actions will keep you engaged in your job search, keep the momentum going, and keep you abreast of latest technology news.

Action: Share your Tip 4 work with the LinkedIn group.

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1.5 Find Your Calling

What is your purpose in life? Seems like a big question. For some it takes years, sometimes a whole lifetime, to figure it out. But we don't have that. We have 21 tips with which to nail down your purpose and be very clear on it so that you can invite the type of SAS job that you are looking for into your life.

Let yourself be silently drawn by the strange pull of what you really love." ~Rumi

As a kid I loved language. In grade 7, our regular teacher was away on vacation, but we had a substitute, a lovely French teacher. She asked us to write an essay. We submitted it and the next day to my surprise when my teacher returned my notebook, I saw that she had circled "Très Bien". That meant very good in French. I returned home with a shy smile on my face as I showed my parents my notebook. My observant Dad tucked this away in his brain. Later after finishing university, when I was stuck about what to do: My dad came up with 'remember how good you are in language. Why don't you try out computer systems?" I did sign up for a post-graduate diploma in computer systems, only because he suggested it. I really didn't put the link together. I never thought that being good at spoken language could translate itself to my finding my work in computer language and loving it.

I was lucky enough to have a parent who was intuitive enough to put two and two together.

Now your turn, can you find your passion? Here's a hint to get you started:

- **Ask others what they think.**

  Put it out there, the next time you meet your friends or family. If you are comfortable with social media, put it out there as a question. Ask others and you will be surprised with their answers, just like I was with my dad's observation. I would never have dreamed that my loving French and just language in general would translate to having a career in computer language.

  This self-awareness exercise is an important one on your journey to finding work. Later we will put it together with everything else you find out about yourself to weave yourself your dream SAS job.

  Action: Share your Tip 5 summary work with the LinkedIn group.

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1.6 Find Your Blind Spot

I have always had difficulty remembering names of people. Here's how I overcome it:

1. I look down at the floor before stepping out of the elevator so that I can recall my coworker's name.
2. I ask my class to put on their name badges so that I can address them by name.

Why is it important to find your blind spot in a SAS job search?

Blind spots are an indication of something that we tend to ignore. They are an opportunity for improvement. In your quest for SAS work, its valuable to list your blind spots. What is it that you don't have sufficient knowledge on? What lack of knowledge makes you become scared?

For a start, take this SAS self-assessment to see how you fare.

Now your turn:

1. **Identify your blind spots.**

   These are things that you find yourself thinking about a lot before answering. Things that don't seem to come naturally or easily to you, maybe due to a lack of training. Maybe you have self-imposed limitations and you might feel that you cannot do any SAS since you don't have a computing background.

2. **List your SAS blind spots on a sheet of paper.**

   Against each one write out actions that you will take to resolve those blind spots.

   Action: Share 1 blind spot and how you will overcome this one with the LinkedIn group.

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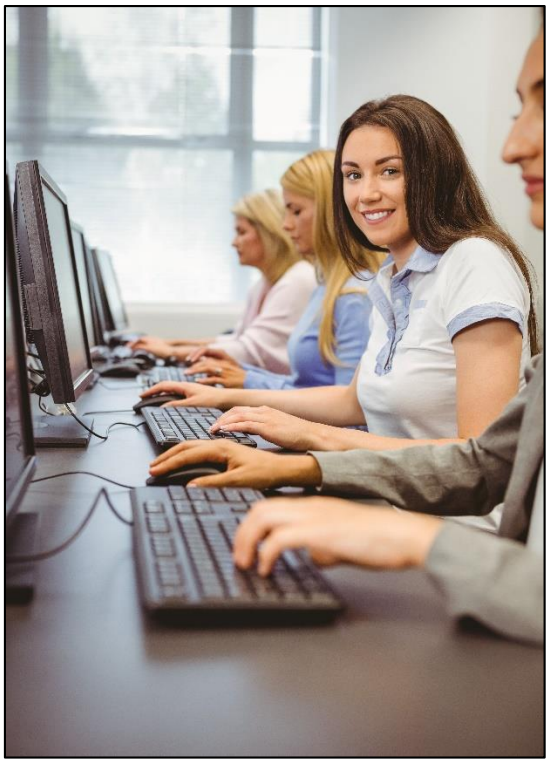
1.7 Select Your Work Likes



In this tip, you get to select your work likes. Take a good luck at what gets you going. What is your work culture, solo or teamwork ? Do you like to work from home or in an office? Do you want to travel? How much money do you want to make?

1. **List all your work likes.**

   Write it out in as much detail as you can. With each description, write out how that makes you feel.

   For example, I like to travel a few days in a month. It keeps me energized when I visit new locations and learn about new cultures and food and meet new people. Not everyone enjoys travel, so feel free to craft your own working atmosphere.

   Later, your challenge will be to watch a video tip I'm making for you to break down SAS into smaller bits so that you'll know all the languages then for sure.

   Action: Share your Tip 7 summary work with the LinkedIn group.

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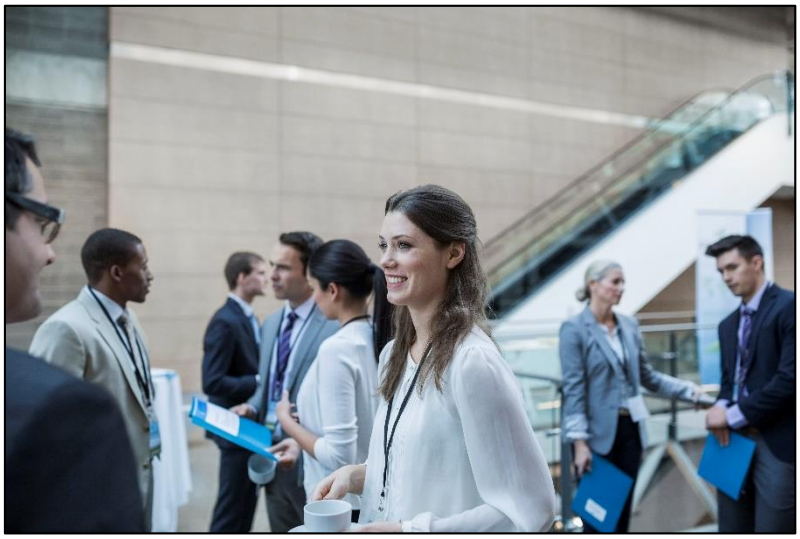
Section 2: Know Your Industry

2.1 Know Your Tribe



Studies show that we're happiest in a group of people with common interests that we can hang out with and do business with. Life becomes that much more pleasurable and work that much more effective.

1. **Find your tribe.**

   One way to find your tribe is to use social media to create a virtual tribe. I created my tribe of brilliant SAS professionals with this LinkedIn group.

   Start looking for ways to meet in the offline world. Did you know that Twitter enables you to search for people who share common interests? Use topics and activities that you're interested in as key terms.

2. **Create your tribe.**

   Begin a blog on a topic of your interest. Five years ago, I started writing for the SAS Training Post sharing SAS tips. Three years ago, I started blogging about my other passions -- yoga and cooking!

   If writing is not your forte, can you find a meetup group or host a meetup group? I have joined several meetups and had huge success meeting like-minded people.

   Have you ever heard of the popular one-third rule? ***One-third of the people that you meet will hate you; one-third of the people that you meet will be indifferent toward you; and one-third of the people that you meet will love you.***

3. **Start sharing.**

   Helping others is the best way to create your tribe. Can you look at your social media network to see how you can begin connecting people who have common interests? Provide them information and let them know that you are available to help them. My friend Connie is a great connector who constantly looks for ways to help her friends. With her connecting skills, I was able to secure a job teaching yoga in a physiotherapist's office.

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Action: Share with the SAS Canada Training and Career Development LinkedIn page what groups you joined.

2.2 What Organization Matches Your Work Culture?

Believe it or not, we spend one-third of our life at work. We spend the best part of our day at work, creating goods and materials to benefit the economy. We hang out with coworkers five days a week.

Doesn't it then become super important that we focus our attention to our working culture and match it up with organizational culture.

1. **Know your heart's desire.**

   This is a tough one for many. For me it was easy. Seeing my Dad travel the world on assignments for the United Nations, I became fixated on a job working in the UN. One day, he took me to meet someone that he knew, introducing me as someone who wants to work in the UN. I had to start from ground zero in a lowly clerical role. I loved the principles that the United Nations stood for: international cooperation, peace and security, developing friendly relations among nations.

2. **Do your homework.**

   Research and observe people as they come out of offices. At one job interview, I even took the advice of my recruiting agency and showed up in the parking lot close to 5:00 p.m., just to observe what the dress code was. Before you think I'm just a clothes horse, which I have to admit I have a fondness for, you'll have to agree that clothing already speaks about the cultural values of a company. Were they formally dressed or casually? Were they smiling as they left or grumpy? These are the important body language cues I was watching for.

3. **Share your findings on the LinkedIngroup.**

   The very act of sharing means that you are going to have to consolidate your thoughts and become crystal clear. Every time you share, you are also going to help another job seeker's journey, win-win. It doesn't get any better than that. You give and you receive.

   Action: Make a list of organizations that match your work culture. Make your heart's desire list on what you love in an organization? Share one finding from this tip on the LinkedIn group.

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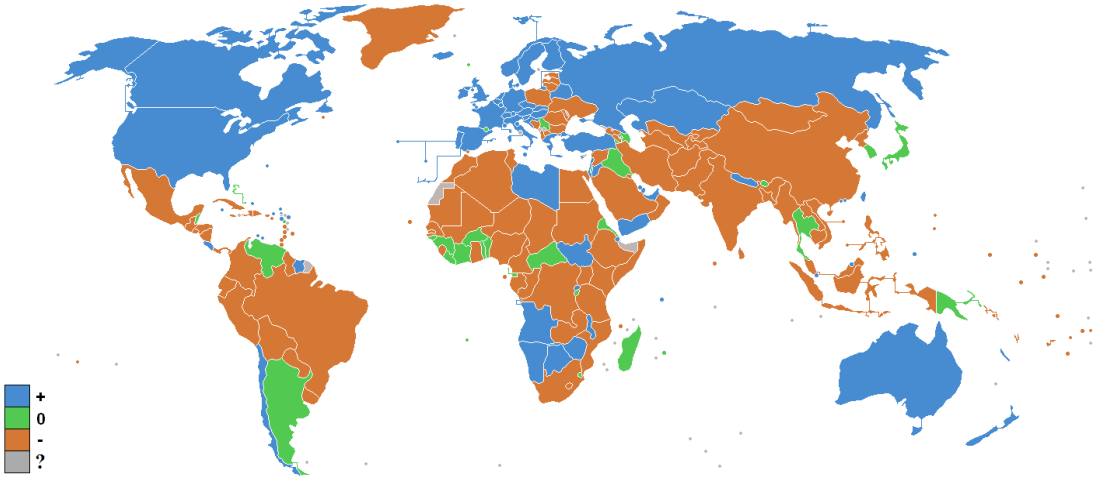
2.3 How about a Move?

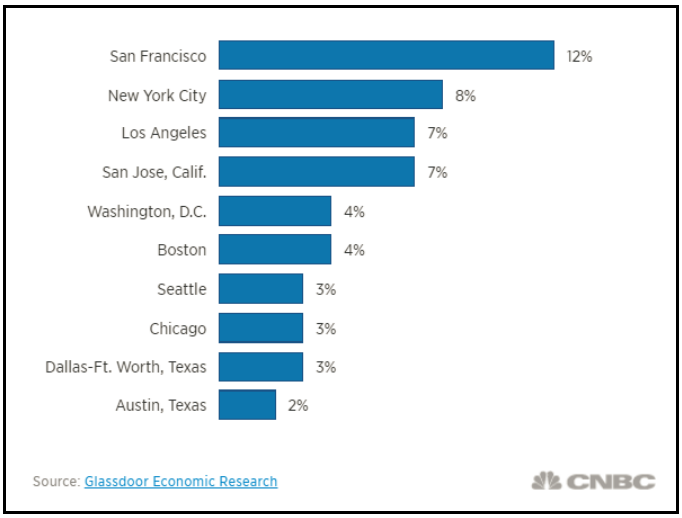
According to the Census Bureau, 18.5 percent of Americans who moved in 2017 did so for job-related reasons — the third most common factor, after housing reasons and changing family situations.

1. **Volume of migration across countries: orange is a negative, blue is high volumes.**



2. **Geographical location**

   Does a move look like something that you would consider? List out for yourself pros and cons of moving. Here is an infographic showing where the jobs are. Why are people moving in droves to San Francisco? Would you feel good about relocating there? U.S. job seekers are overall moving to these 10 cities. Data is based on a sample of more than 668,000 online job applications from the 40 largest U.S. metro areas in January 2018.



Action: Make a list of states that have the most and best paid jobs in your country around technology-as our search is revolving around a SAS job. Share your findings on the LinkedIn page.

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2.4 What Is Your Industry?

What moves you? Yes, I know you are looking for SAS work. Can we fine tune that? Any industry that works with big data uses SAS. So, you already know that SAS is in demand. But each industry has its own ecosystem, and its own set of values and mission.

1. **Perform industry analysis.**

   Take the time to analyze industries to find your best fit. Finding the right industry for yourself is important. It's not enough to say I want to work with SAS. You need to put clarity around industry.

   When I got my job with SAS, I didn't think about the company. I didn't even know it existed. I researched myself, my strengths, my weaknesses, the type of industry I wanted, and finally when I landed my work at this organization, it just matched up with all that I wanted. So, getting more specific about your specific industry is more important in my humble opinion than being fixated about working for a company.

2. **Take the time to write it out.**

   Taking the time to analyze it, think about it, and taking the time to get it right is important so that you can avoid mistakes in the long run. Writing it out is one of the best ways to get crystal clear on your dream industry. The very act of taking pen to paper is a mechanical one, but it triggers an important part of your brain into action and enables you to create your own reality with words.

   Writing stimulates a bunch of cells at the base of the brain called the reticular activating system (RAS). The RAS acts as a filter for everything your brain needs to process, giving more importance to the stuff that you're actively focusing on at the moment—something that the physical act of writing brings to the forefront.

3. **Find your optimum salary.**

   Along with industry, you also want to start your salary comparison chart. But before you begin that, review for yourself, based on your skills, experience, knowledge, and past salary, what would be an optimum salary level for you.

   After you have done this work, go ahead and do some comparative analysis. www.glassdoor.com is a good site that does comparative salary analysis.

   Action: Research industries using your favorite search engine. (Hint: Mine is Google.) Write out what industry you want to work in on a clean sheet of paper. On the same sheet of paper where you had written out your dream industry, write out what would be an optimum salary for you. As always, share something from this tip with the SAS Canada Training and Career Development LinkedIn group. Sharing is going to help you get clear, show you as a leader, and help others in the process.

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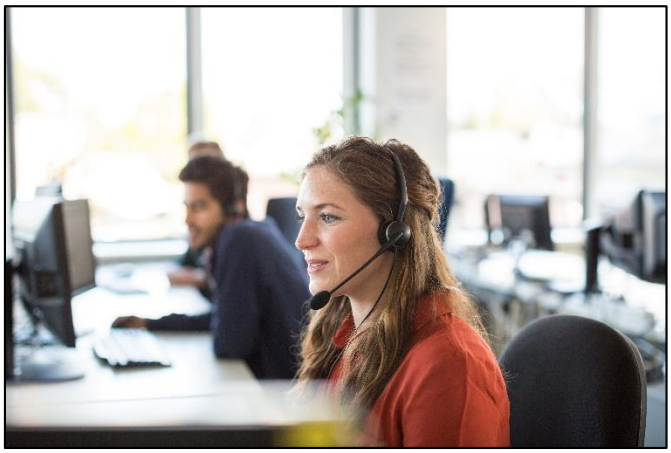
2.5 Offer Your Time

1. **Reach out.**



From the work that you have done so far on the challenge, you should have a clear idea of where you want to be, industry wise.

Reach out to make a connection to a hiring manager in your preferred industry. Human Resources is always a good place to go to. However, HR might not know the ins and outs of technical needs of various departments.

Research the industries that you listed in the last tip. Narrow down a few and then start an online search project for papers written by experts in your industry. Connect with them. Start a conversation with them. Follow them on social media. Comment on their posts, intelligently offering your insights.

2. **Help out.**

Now that you have connected with them, offer them your time. This will automatically happen when you have done the right reaching out.

Pay careful attention and listen carefully to their comments so that you can offer the right suggestions. There is always a need to be met anywhere and everywhere.

3. **Volunteer**

Together with staying connected with industry experts who have the right connections and network that you need, you also need to be practical.

Ultimately you are looking for that dream SAS job. Can you research organizations in your chosen industries? Where is the need? You will have to do some work to find out what their need is. But as an analytic SAS professional, you will find it easy to do.

Offer your time in an area where you see a need. Just do it to help as you are between jobs. Let them know you are between jobs and have the time to help out. Let them know you are aware summer is a slow month with people being away and that you are happy to chip in. Don't mention payment. Let it come from them. If it doesn't, don't push it and do the work for free. It will create enormous goodwill. And then when they need help, guess who they will call on? You!!

Action: Find three industry experts to follow and comment on each of their posts insightfully. Volunteer your time and expertise to at least one industry expert.

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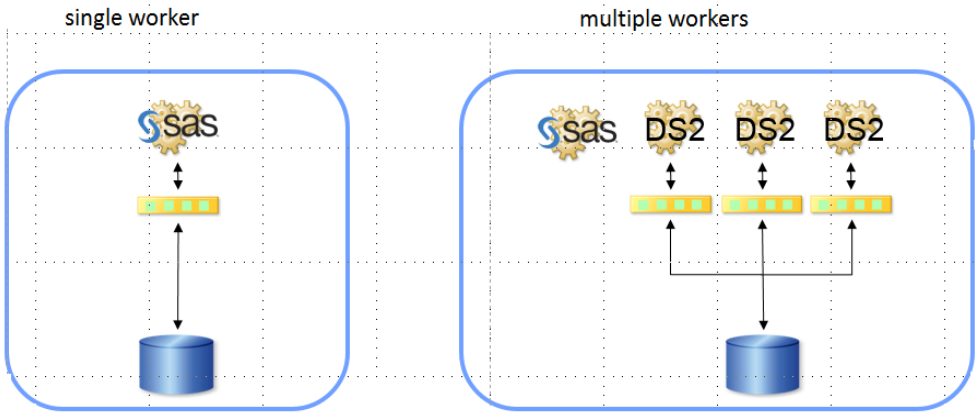
2.6 Tap into Your Network

You don't have to go it alone. In fact, companies value workers who know how to work in collaboration. Many of the best projects involve teams that collaborate to bring an excellent idea into fruition.

You already know this as a technology worker. If a job is run in single thread, it takes more time than a job that has multithreads working in parallel.

Take that technology analogy to your Job search. If you are going to go solo, then it's going to take you longer. If you have help, you will get to your end result faster.



1. **Join technology groups.**

   Have you joined technology groups yet? Then it's time to.

2. **Tell everyone.**

   When I was between jobs, a career coach gave me some advice that I will never forget. She said that whenever you meet someone, just tell them your 30-second or shorter version. Enable others to help you.

   I did exactly that. I was singing in a concert, and in between two pieces, I inserted a quick humorous mention about my looking for work. Very short, nothing long. During break time, a couple of audience members walked up to me and gave me their business cards, saying call me, I can help you.

3. **Speak up in job search networking groups.**

   Have you joined job search networking groups? I joined one that didn't seem to help me in the beginning. But as I stuck it out, I realized that job searches need work and it's not easy to keep motivation levels up.

   Having a group of people with like-minded goals kept the momentum going. We met weekly over coffee. First, a structured presentation. Then we would all pull out our business cards and share round-robin style around the table. It allowed me to practice my 30-second commercial. It allowed me to widen my network.

   Action: Find at least one technology group to sign up for on LinkedIn. Speak up in at least one public place. It could be a family party, a gathering with friends, or a networking group. Tell people your 30-second commercial or a variation of it. Join a job search networking group. There are several you can find.

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2.7 Put the Word Out

Your job search is a consistent piece of work, though.

It is small bite-sized pieces of work that you do daily so that it doesn't get overwhelming, much like best practices around coding where you test bite-sized chunks of code.

1. **Tell your friends.**

   This is a repeat from the last item.

2. **Put your resume out there.**

   Have you signed up for job search websites that help put your resume out?

3. **Relax**

   Take it easy. Do some yoga, listen to some relaxing music. Try to soak in some sun.

   Action: Tell at least three friends that you are looking for work and share your 30-second commercial. Sign up on Monster or Workopolis and put up your resume on it. Action: If you would like to try, here's a meditation video I made that you might like to listen to.

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Section 3: Know Your SAS

3.1 Know Your SAS

You've gotten to know yourself.

You've gotten to know industry.

Next is getting to know your SAS.

SAS is many things to many people.

It's software and it's a language.

Because our group includes individuals from many different backgrounds and skill levels, I thought it would be helpful to share a little bit about SAS with you.

Watch this video tip I made for you.

Action: Share your findings in a summary from the SAS Canada Training and Career Development LinkedIn group. Sharing is going to help you get clear, show you as a leader, and help others in the process.

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3.2 Join a SAS Users Group

Your job search is going to happen with the help of community. You have already done the work in reaching out to past coworkers, neighbors, and friends in the Put the Word Out tip.

Now let's work on another community that's going to be of immense support and assistance in your job search: SAS User Groups!

SAS User Groups are groups of SAS users that get together and collaborate on SAS knowledge exchange.

This topic brings a smile to my face. Would you like to know how I get all these opportunities to speak at conferences? Years ago, I started writing for the SAS Training Post. I'd take a customer problem and do a 360, providing SAS solutions and then suggesting the best possible way. I've always loved language and storytelling, so I kept weaving tale after tale, story after story about how SAS helps customers get more efficient with data. I'd share closely guarded secrets to help our worldwide SAS community of users.

Before I knew it, my blog became quite popular. It started to climb the charts. Year after year it made the #1 most read blog post in the SAS Training Post. Readers were inspired to share their knowledge by commenting, sharing their own insights. That was when my blog really became a success in my eyes.

1. **Research SAS user groups.**

   There are many SAS user groups, online and in person. My colleague Matt Malciewski manages a SAS Canada Ning group. Find a group like this as a fast track way to know everything about SAS user groups.

2. **Join a SAS user group.**

   Based on my 11th tip, know your industry, you already have a fair idea who you want to hang out with.

3. **Share your insights.**

   Back to the reason why you need to share your successes with the group. You are going to the finish line by collaborating. It's a well-known fact that a group of people can move mountains. I keep tirelessly asking you to share your insights on the SAS LinkedIn Group, but I have seen very little interaction. Remember that your interaction level is directly proportional to your level of dynamism in getting a SAS job. I'll leave you with that as everyone here is a professional.

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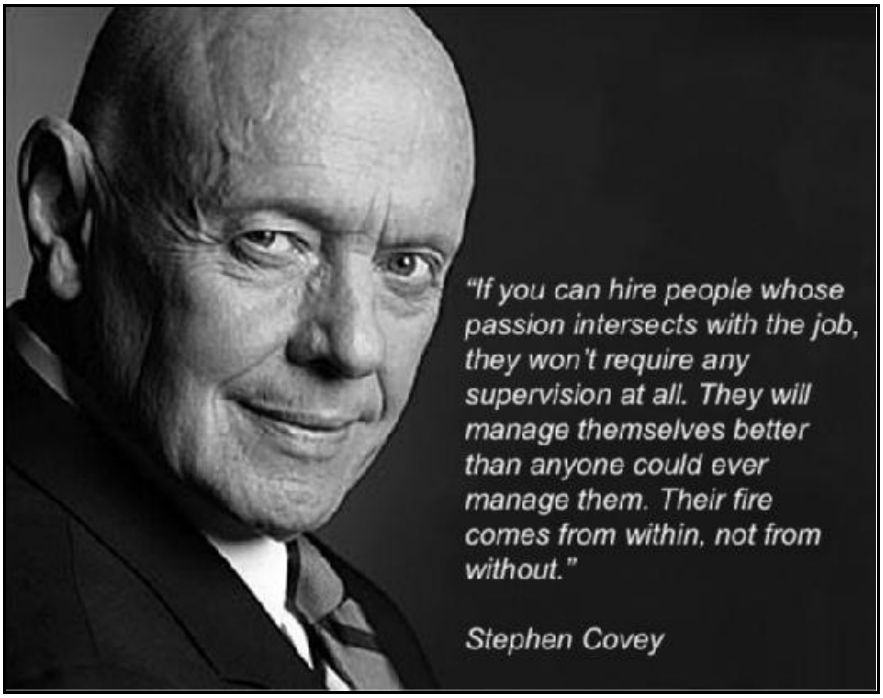
Action: Research SAS user groups and ask on the LinkedIn group for recommendations of interesting ones. Sign up for a SAS user group that matches your requirement for industry position. Share your findings on the LinkedIn group. Tell others what user groups you found and why you found them helpful. Its Tip 16 and only a few tips left. Still not too late to begin collaborating and creating your own community with this LinkedIn group through sharing your insights.

3.3 Follow Your Passion



Through these 16 tips, you will have gotten closer to your passion. We want to focus on that passion.

Ultimately your goal is to land paid work. We have a living to make and bills to pay -- those are realities of life.

However, how we approach that end goal can make a huge difference in your job search. Approaching it from a money-making goal can result in your getting work, but would that work satisfy you? Wouldn't you rather go to work every day performing and using your special skills to benefit customers and the world?

1. **Follow your passion.**

   What are all the best times you have had at work when you felt that your day was productive. What is it that you were doing when you felt that way?

   Action: List all the tasks you did, even volunteer projects, that made you get excited about work.

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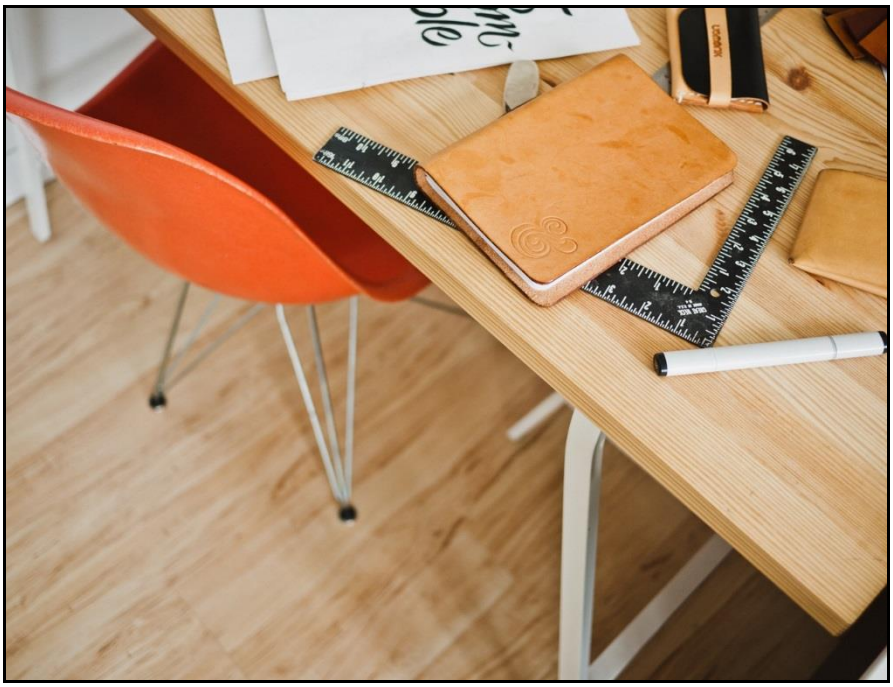
3.4 Define SAS Roles



In this tip, you get to play mix and match. You'll match your desired industry using SAS with the role that you would like to land.

To give you a head start, here's a blog post where I wrote out industry roles.

1. **Research job roles.**

   Look up multiple internet resources to figure out names of job roles and their definitions. Get comfortable with the names of these roles and what they mean.

2. **Get still and quiet.**

   When I was looking for my dream job (you know, the one that would use all my skills and experience, the one that would help me grow, the one that would pay what I need to live life and offer me a fair market value for my skills, the one that would help me have a thriving community of coworkers who readily help one another), I took my time to arrive at this.

   My best practice was getting very quiet. This involved getting up an hour early each day. I would then reflect on what I wanted. I did this for a period of about three months before things started to get clear.

3. **Put pen to paper.**

   During the three months of waking up early, my job was not only to be in thought and reflect. Those are a good start, but I put pen to paper right away to capture all the insights I received when I was in quiet mode.

   Action: Write out at least 10 job roles whose names excite you and get you thinking about working with SAS. Tomorrow, set your alarm to wake up one hour early. Climb out of bed and wander over to your desk or kitchen table. Your next task will be done seated, not lying down.

   Lay out three sheets of letter size paper, and on them, just write whatever comes. This is coming from your intuitive self. You have already quieted your mind with the silence practice above. Allow the words to flow. You have already set the intention to find roles and job titles that you love, and this will happen organically.

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3.5 Karma Points – Give Back Your Time

Karma (Sanskrit: कर्म;) means action, work, or deed; it also refers to the principle of cause and effect where the intent and actions of an individual influence the future of that individual.

Karma is nothing other than the following in plain English:

Give and it shall be given to you! What goes around comes around! The more you give, the more you get!

Well it's time to hop onto this insightful bandwagon. Take a look at research findings. Consider the happiness effect of volunteering. When researchers at the London School of Economics looked at the relationship between volunteering and measures of happiness, they found that the more people volunteered, the happier they were. Compared with people who never volunteered, the odds of being "very happy" rose 7% among those who volunteer monthly and 12% for people who volunteer every two to four weeks.

1. **Serve others by using your skills.**

   Having identified your strengths, your desires, your dream industry, turn your attention to serving others. You've already done a variation of this challenge with tip 12. However, this is such an important element of finding your next job that I had to offer it up again.

   Networking is arguably one of the best ways to find your next job. But just simply going up to someone, shaking their hand, and asking for work doesn't cut it in today's world. Everyone is swamped at work. No one has the time or energy to look for work for you. No amount of marketing your skills and selling yourself is as powerful as the simple act of volunteering your time to help someone else.

   It's your job search, so if you can help others by providing your time, skills, and energy on a volunteer basis. There is no better calling card. I like this last statement I wrote so much that I'm going to go ahead and make a quotation out of it:

   "There is no better calling card to advertise your services than volunteering your time."

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Action: Reach out to three of your groups that you are actively involved in. Examine their current process and offer your help to improve that process. Be clear about the challenge that you see and the offering that you would like to make. Spell out the benefits for the group. Make it easy for them to want to take your voluntary work. Hopefully they will either hire you some day or help connect you to your next job. We each have a skill that is unique and cannot be replicated by anyone else. Find your skill and connect it with your group's problem to make a compelling case for the group to want to take up your offer to serve.

3.6 Tone That SAS Muscle

Have you watched the SAS 101 video I made for you? Can you now look to what area of SAS you would like to work in based on that video? Hint: I divided SAS into three streams for you to pick from. We're really heating it up as we go for the home run. Lots and lots of work for you!

1. **Tone that SAS muscle.**

   Write out what stream you would like to be in. Then figure out if you have the necessary skills based on job postings for this dream stream. If you feel confident about your SAS skills, take a test anyway.

   The prerequisites page on the SAS website tests your knowledge on fundamental SAS techniques.

2. **Flex that SAS muscle.**

   If you see that your SAS skills have gaps in them, then have you considered certification? One good certification to consider is the Base SAS certification program.

   Base SAS certification tests you on the combined content of two of our most popular and fundamental courses, SAS Programming 1: Essentials and SAS Programming 2: Data Manipulation Techniques.

3. **Test that SAS muscle.**

   Have you ever considered certification or other SAS courses? In the next tip, I guide you to a training plan unique for you.

   Action: Try out the free assessment to see for yourself how toned you are. Review the content in the SAS Programming 1 and SAS Programming 2 courses. Evaluate honestly your ability to have a strong grasp of the content of these two courses. Try out the sample certification exam questions here.

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3.7 Hit the Home Stretch

Finally, you've made it to home! It's tip 21, your last tip. You've gone through a tremendous amount of self-evaluation, skill assessment, and growth just by staying on track in this challenge.

What obstacles would you have met on the way in trying to stay on track and not let any negativity get you down?

I hope you realize how much effort you have put in. It was simple wasn't it? By doing your work daily and breaking it down into bite size chunks with my challenge, I know I'm repeating myself, but this valuable work is not going to be wasted.

You should now have sheets of paper or Excel sheets or smart phone memos, depending on whether you like to write out on pen and paper or are more online. These notes draw a useful picture of you, your skills, your strengths and gaps, and your community that you have started to create for yourself.

You should have made a solid plan of action. You probably notice subtle changes in your job search.

Do you find yourself more aligned with your true skills and values?

Have you found gaps in your SAS knowledge? If yes, then write to me. I am happy to help suggest training that you can take.

Action: Now that you know so much about yourself and skill sets, write out on a sheet of paper your dream SAS job. Outline everything that these 21 tips have revealed about you. Don't leave out any details -- nothing is too trivial. Write to me if you need help with suggestions on SAS training.

Share your findings on the LinkedIn group. Tell others what user groups you found and why you found them helpful. Its tip 21: Write to us, tell us how you did. Tell us how we did in supporting you in your dreams.

And watch out for a post-challenge survey that you will receive from us so that we can continue to help and support you in your goals to land your dream SAS job.

GOOD LUCK!

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Handy Link

SAS Canada training and career development LinkedIn group
https://www.linkedin.com/groups/5095978

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