



# How to get promoted as a facility manager and beyond

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# Your Speakers

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- *Michael I. Kirk, FMP, holds a bachelor's of science degree in architectural engineering technology. He has 30+ years' facility and project management experience. He managed and directed over US \$1.2 billion in new construction and over US\$600 million in renovations. He specializes in the Integrative Design Process and Leadership Building.*



# Are you a...?

1. Facility/Building/Property Manager?
2. Maintenance Engineer-Supervisor-Technician or Technical Manager?
3. Contract-Procurement Manager?
4. Project Manager?
5. Service Manager?
6. Other?

# What is a promotion?

It is the act of raising someone to a higher position.

Synonyms = advancement, elevation, step up, upgrade

# What is a fast way to give your self a promotion?

- Transcend your self-concept. Remember, you're much more than your title. e.g. My Life Purpose, as identified via the Science of Hand Analysis, which I'm trained in, is: Passionate Spiritual Leader, Teacher and Speaker.
- **Benefit:** You become empowered from the inside out.



# What is a fast way to get a career promotion?

- Upgrade your relationship with your employer... to partner.
- **Benefit:** Boosts your communication, creativity, productivity and progress.

# Career Curve Jump



The Curve Jump is most powerful  
when you are at the apex.

# Career Curve Jumps

## Types of Career Curve Jumps:

1. Same field, increased responsibilities: e.g. Facility/ Building/Property Manager – Rating = 1
2. Same field, specialized role: e.g. Technical Manager, Maintenance Engineer, Supervisor or Technician; Contract/Procurement Manager; Service Manager – Rating = 1

Feasibility level: 1 = Most feasible; 2 = Feasible; 3 = Least feasible



# Career Curve Jumps

## Types of Career Curve Jumps (cont'd):

3. Same occupation title and field, different state–  
province or country – Rating = 1
4. New occupation title, same field: e.g. Consultant,  
Designer or Speaker – Rating = 2

Feasibility level: 1 = Most feasible; 2 = Feasible; 3 = Least feasible

# Career Curve Jumps

## Types of Career Curve Jumps (cont'd):

5. New field, same occupation title: e.g. Project Manager – Rating = 3

6. New occupation title and field: e.g. Got any ideas? – Rating = 3

Feasibility level: 1 = Most feasible; 2 = Feasible; 3 = Least feasible

# Which Career Curve Jump?

Which Career Curve Jump best aligns with your desired promotion?

1. Same field, increased responsibilities?
2. Same field, specialized role?
3. Same occupation title and field, different state–province or country?
4. New occupation title, same field?
5. New field, same occupation title?
6. New occupation title and field?



# 7-step process for career success

Career success and getting promoted:

Step 1: Identify your “why”.

Step 2: Brainstorm solutions for fulfilling your “why”.

# 7-step process for career success

## Whys and how to fulfill them:

- More meaningfulness **Solution:** Identify what you find meaningful and integrate that into your work, relationships and life.
- More adventure **Solution:** Ask to work on projects that require travel.
- More focus **Solution:** Develop your own mission statement.

# 7-step process for career success

## Whys and how fulfill them:

- More impact **Solution:** Influence more people, a bigger sphere (people; place: local, national, global; workplace to industry wide) e.g. Professional Speaker.
- More independence **Solution:** Become self-employed: e.g. Consultant, Designer. Become more financially self-sufficient.
- More risk **Solution:** Transition from employee to self employed e.g. Commercial Real Estate Investor.
- Other?



# 7-step process for career success

Career success and getting promoted:

**Step 3:** Identify your partnership strength: what you bring to the negotiating table. (Tool: Collaborator Strengths Reference Guide)

# 7-step process for career success

Most Used Daily Words	Collaborator Type & Strengths
<b>See</b> , Appear, Bright, Clear, Cloudy, Dim, Display, Envision, Flash, Focus, Foggy, Glance, Graphic, Imagine, Look, Perspective, Preview, Picture, Scan, Show, Sight-See, Sparkle, View, Watch	“V” - Visual Type: Big picture visioning, Leading... being seen, Organizing, Planning, Project management, Timing
<b>Hear</b> , Announce, Answer, Argue, Ask, Attune, Boom, Call, Complain, Cry, Discuss, Explain, Harmonize, Harsh, Inquire, Listen, Noisy, Resonate, Scream, Shout, Sound, Talk, Tell, Whisper	“A” - Auditory Type: Ideas and inventions (including the stage), Like to be leaders, Prefer to be implicated at the start or finish of a project or other activity (get bored in the middle)
<b>Feel</b> , Angle, Bounce, Burden, Comfortable, Concrete, Connect, Crumble, Exciting, Fits, Fun, Grounded, Handle, Hug, Play, Pressure, Relationship, Share, Smooth, Solid, Together, Touch, Warm, Work	“K” - Kinesthetic Type: Creativity, Decision making, Details, Final touches, Quality control, Team rapport and morale
<b>Think or Sense</b> , Compute, Conceive, Consider, Data, Detail, Evaluate, Facts, Know, Learn, Logical, Meaning, Methodological, Orderly, Precise, Process, Rationalize, Relevant, Sequence, Specific, Study, Thorough, Words	“D” - Auditory Digital Type: Analysis, Complex problem solving, Details, Ensuring order and maintenance, Planning and sequencing, Project development and prevention-safety

# 7-step process for career success

## Career success and getting promoted:

**Step 4:** Brainstorm solutions for upgrading your career: e.g. You are a "D" craving more independence and adventure.

**Step 5:** Set specific intentions for Step 4, as applied to your newest or next business quarter.



# 7-step process for career success

**Career success and getting promoted:**

**Step 6:** Become aware of, seize and create opportunities to realize your intentions.

**Step 7:** Regularly track the fulfillment of your intentions by noting your progress and milestones reached.

# 7-step process for career success

Your ego has one goal in mind: to stop you from growing. It views growth as a big threat, and therefore does everything in its power to keep you “safe”.

To make your promotion sustainable, you need to wear shoes that you can grow into. As you do, you'll need to exercise belief in your self and have faith.

# Final tips...

1. Stay focused on, and seize opportunities to advance on your career intentions and goals every day.
2. Believe in, continually improve and promote yourself, in a highly visible way.
3. Persevere!

*You will jump the curve to the next exciting chapter in your life, including promotion!*