



HOW TO UP-LEVEL YOUR BUSINESS ANALYST CAREER {HANDOUT}

HOW TO INCREASE YOUR VALUE

The Law of Sacrifice tells us...

In order to **receive** something of a higher nature, we must **let go** of something of a lower nature.

(This is how you add more value without working more hours.)

Let go of...

Examples include:

- Over-investing in certifications, or one course after another.
- Endlessly tweaking and revising your resume.
- Waiting for an official business analyst role to get started.
- Model tweaking and perfecting (straight lines matter less than you think).
- Constant email checking, IM, meetings you aren't needed for.
- Going back to operational duties, or other previous roles.

In order to add more value by...

Examples include:

- Applying what you are learning to gain experience.
- Networking to find opportunities.
- Clarifying your transferable skills.
- Actively engaging stakeholders to get early feedback on draft modules.
- Focused work time to make quick forward progress.
- Improving your BA process and framework.

THERE ARE 3 LIMITING PATTERNS THAT STOP BUSINESS ANALYSTS FROM GETTING TO THE NEXT LEVEL

When you are stuck in these patterns, something always happens to keep you stuck where you are at.

Pattern #1: Lack of Opportunity

- Presents as waiting for your environment to change, instead of taking personal responsibility for your career.
- **The antidote:** Your environment will change when YOU change your environment.

*“The support from the team is amazing. The prompts we receive from Laura as the facilitator really challenge us to **dig deep at ourselves and deal with limiting beliefs**. Laura is a great coach, she knows how to ask powerful questions that lead to insights.”*



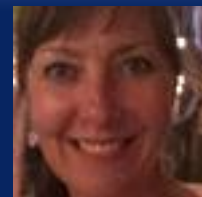
– Thabi Zikalala

Pattern #2: Lack of Confidence

- Presents as not feeling smart enough, good enough. Or, perfectionism and overthinking.
- **The antidote:** It's safe to make mistakes. In fact, if you are not making mistakes regularly, you are not growing.

For an excellent example, check out Diana Sofariu's success story – Taking Action through the Fear.

>> [Click here to watch Diana's Success Story](#) <<



Pattern #3: Lack of Clarity

- Presents as not knowing what you want career-wise, constantly shifting directions, or having a big-picture goal but not knowing (or taking) the next **step**.
- **The antidote:** Not knowing is an untruth. Take immediate action, no matter how small. Action creates clarity.

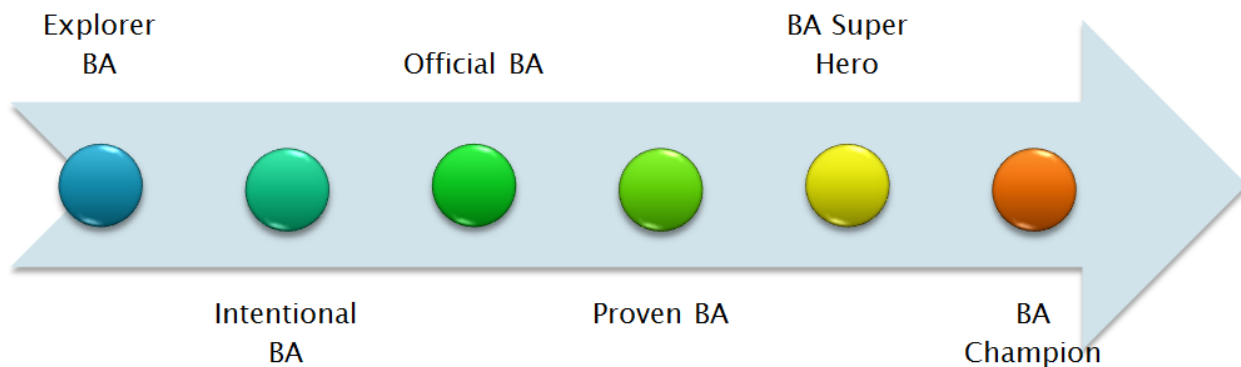
“Laura’s Circle of Success program has helped me dig into the goals I really want to go after, and what’s keeping me from achieving them. What Laura has helped me discover is that there’s so much more within my control than I thought! I can now see the roadblocks I’ve put up for myself, and I know the steps I need to take to get past them.”

– Emily M.



THE BUSINESS ANALYST SUCCESS PATH

What stage are you in? What does your next level look like? Use the Success Path to guide you to the next level in your career.



YOU COULD GO THIS ALONE. OR, JOIN US FOR THE CIRCLE OF SUCCESS

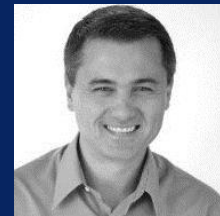
Take the proven path for business analysts yearning to grow personally and professionally.

This is the final opportunity to join at our Founding Members Rate and lock in your savings, as long as you remain an active member in good standing.

Join by Tuesday, July 16, 2019, to lock in your discount.

<http://bridging-the-gap.com/circle-of-success>

“When I started Circle of Success I was incredibly busy and already an incredibly productive person, but it never seemed like I was doing enough. As a father with active children, I was hoping to find some even better time management tips to get even more done.



What I learned instead, however, was how to trade checking items off my to-do list for making a bigger impact, how to create space in my day for the activities that actually fill me up, and that people on my team would step up to take on new responsibilities when I let go. As an added bonus, I have brought this spaciousness around time to my family as well. Instead of me telling everyone what to do, I hold the vision for our family projects and they figure out how to contribute.”

– Kenji F.

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