

### YOUR HIGHEST AND BEST USE

We all have many skills and can perform many tasks well, but in talking about ourselves to our network or to a prospective employer it is vital that we always talk in terms of our highest and best use of our skills. How do we determine what is the highest and best use of our skills? In determining this, we most always think in terms of our prospective employer's needs, problems he/she may be facing. In preparing for networking or an interview it is important to do as much research as possible about the challenges the industry you are interested in is facing. If you are interested in a particular organization, spend time researching that organization in order to determine the potential challenges that exists at this time.

Your highest and best use will always be as a **problem solver**. How can you use your skills and experience to solve problems **facing your industry or a particular organization in your industry?**

List 1 potential problem you anticipate or know that your target industry or target organization within the industry is facing.

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Now list a skill that you have used in the past to solve similar problems, backed by a success story

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Next, frame a question you can ask your network person or your potential employer to determine if this is a problem or challenge that he/she is facing, in order to confirm that you are on the right track

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Assuming you get a confirmation that this is a challenge being faced, deliver a success story that highlights your "highest and best use" in solving this problem.

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Now, show how the method you used to solve as similar problem in the past, relates to your ability to solve this present problems.

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## YOUR POTENTIAL HIGHEST USES BASED ON YOUR SKILLS AND EXPERIENCE

**Think of your skills and experience.** Of all the things you can do, determine which skills would be most **valuable to a potential employer.** Use your imagination, be creative in determining potential uses and the results that can be expected from the use of these skills. Please state them in "I am \_\_\_\_\_ who \_\_\_\_\_."

Example: "I am a general manager who turns around problem businesses, makes them profitable and puts them on a growth track."

Now fill in the blanks below, get creative!!!

I am a \_\_\_\_\_ who \_\_\_\_\_

I am a \_\_\_\_\_ who \_\_\_\_\_

I am a \_\_\_\_\_ who \_\_\_\_\_

I am a \_\_\_\_\_ who \_\_\_\_\_

I am a \_\_\_\_\_ who \_\_\_\_\_

I am a \_\_\_\_\_ who \_\_\_\_\_

I am a \_\_\_\_\_ who \_\_\_\_\_

I am a \_\_\_\_\_ who \_\_\_\_\_

I am a \_\_\_\_\_ who \_\_\_\_\_

I am a \_\_\_\_\_ who \_\_\_\_\_

From the statements you made above, determine your highest and best use and write it below with a success story to prove the statement.

I am a \_\_\_\_\_ who \_\_\_\_\_

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