

# 11 Steps to Break Into a New Industry

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**01** Research - Gain Knowledge

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**02** Network - Connect to learn

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**03** Define your transferrable skills & experience

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**04** Identify skills experience you don't have that can be attained without being in the job

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**05** Take a class, course or certification to gain the credentials and knowledge

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**06** create a skill based resume

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**07** Create a Unique Value Proposition statement or your elevator pitch

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**08** Attend events - make sure to make introductions

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**09** Create a kick ass cover letter and tailor it to each company/position

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**10** Network - Connect - Outreach

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**11** Follow up!