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## Get the Job by Having It

By Janet White

The Traditional System of job hunting is all about the process of getting hired – the minutia of resume writing, the intricacies of structuring your cover letter and the detailed dynamics of pitching yourself in person.

This process can take months, in some cases, a year or more. But it doesn't have to be that way. In fact, you can have the job of your dreams – not just any job, but the one you'd really love to have – in a matter of days or weeks.

And that's starting from scratch with nothing – no contacts, no qualifications, no resources – nothing at all. Let me tell you how I got one of my dream jobs:

Ever since I discovered Top 40 music at the age of ten, I had longed to work in radio production. For years, I would imagine myself at a radio station, producing shows, working with the disc jockeys and being involved in the running of the station.

I did college radio, indulged in records of radio shows from the 1930s and 40s. I was a local radio junkie, listening to half a dozen local stations a day, and could tell you which station played what kind of music, which disc jockey was on the air when, and who was worth listening to and who wasn't.

By the time I was 24, the closest I had gotten to actually being at a radio station was working as a secretary at a company that sold commercial air time to advertising agencies in midtown Manhattan.

I worked for "Ed," one of the sales reps, but something in me said to talk to "Rob," one of the other account executives. I barely knew Rob – he was on the other side of the office – but he was always nice to me on the few occasions we said hello to each other.

I learned a long time ago to follow my instincts, so I went and talked to Rob:

Janet: *“Rob, I’ve been here five months and I really want to work for a radio station. Do you know anybody?”*

Rob: *“My best buddy is the program director of WABC (Note: at that time, WABC-AM was the #1 radio station in America and was three blocks from our office).”*

Rob then picked up the phone, and right in front of me, called his best buddy at WABC:

Rob: *“Glenn, this is Rob. Listen, I got this really great girl here, and she really wants to work for a radio station. You got anything?”*

Glenn: *“Yes, and she’d better get down here right away because we’re about to hire.”*

I met Glenn at the studio the next morning. He was three years older than I was but had been with WABC for six years. It turned out that Glenn was a local radio station junkie like me, so we spent our meeting talking about – what else? – radio!

Although I had never worked at a radio station before, had no formal training in broadcasting, didn’t even have a basic engineer’s license, had no experience in radio production other than college radio which didn’t count, and they had another candidate who knew what she was doing – I became WABC’s new Operations Assistant.

As I sat in my first music meeting, I thought,

*“I’m not just at any radio station; I’m at WABC, the number one radio station in America! How did this happen? How did I get here?”*

How I did it was by using the Law of Attraction, even though back then I didn’t know it existed. Since I believed I already was in the business radio production – even though I wasn’t – the Universe created a demonstration of my belief. The WABC job literally showing up out of nowhere wasn’t luck; it was just the Law of Attraction at work.

Here’s what I did to build my belief:

- \* I held the vision of already being at radio station, and could feel myself there.
- \* I indulged in my passion for radio, especially Top 40.
- \* I got as close as I could to being at a radio station by getting a secretarial job at a company in the radio business. This job came to me through an employment agency, which just “happened” to receive the job listing that day.
- \* I followed my instincts by speaking to Rob, who I barely knew. Logically, I should have talked to my boss, Ed.
- \* I showed up at WABC the next day and listened to some funny stories for an hour (well, Glenn thought they were funny.)

\* I didn't worry about which station I would work at. I would have been thrilled with a tiny station out on Long Island or a hole-in-the-wall in the Bronx. What I got was the brass ring – simply by reaching out for it.

\* I didn't have any expectations of what would happen from talking to Rob. Our company represented independent, unaffiliated stations around the country and only had one local station that had just gone through a format change. Everyone – from the general manager to the program director to the disc jockeys – was from out of town.

\* I didn't worry about any consequences of talking to Rob; if Ed had his nose out of joint or was concerned I was looking for another job, he never mentioned it. Besides, this all happened so quickly that even if he had something to say to me, he didn't have time.

\* I didn't do anything remotely like job hunting – I never read the want ads (the Internet didn't exist then), didn't have a resume, didn't send cover letters and didn't have a formal interview. Other than talking to Rob, I didn't "network."

So, if you want to get the job of your dreams, think, speak and act as if you already have it. And as you move towards it, allow it to come to you, and it will show up in your life and be given to you.

After all, that's what you've been asking for, isn't it?