

# A Tech Guide for Private Practitioners

Melissa A. Venable, PhD NCDA CPI - February 2023

#### slido



Join at slido.com #2259078



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**Audience Q&A Session** 



Setting the Stage:

The. Struggle. Is. Real.

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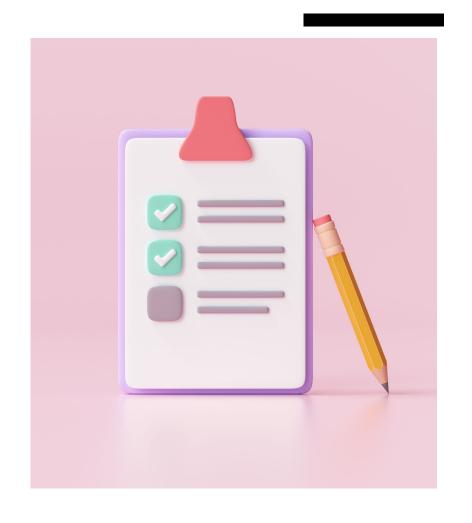


What business-related problem are you trying to solve right now?

#### Before Adopting a New Tool

Conduct an inventory of your existing tools, accounts, licenses, subscriptions, etc.

- ☐ What do you use regularly?
- What could you start using?
- What could you give up?
- What's working/not working?
- What features and functions are available?





#### Before Adopting a New Tool

#### Ask yourself a few questions ...

- □ Does it solve a problem?
  - Increase efficiency?
  - ☐ Free up time and/or resources for other tasks?

- Will there be a learning curve?
- ☐ How much will it cost?





#### Before Adopting a New Tool

#### Ask yourself a few questions ...

☐ How does the tool integrate with my existing tools, processes, and systems?

- What platforms does it work with?
- Where can I get support?













## How can technology *help* your practice?

- > Run your business
- Grow your business
- > Work with clients
- Complete daily tasks





#### Scheduling

- Time management
- Task management
- Appointment booking
- Meeting invitations
- Real-time chat
- Video calls

But ... can it handle *multiple* calendars?

And ... is it *mobile-friendly*?







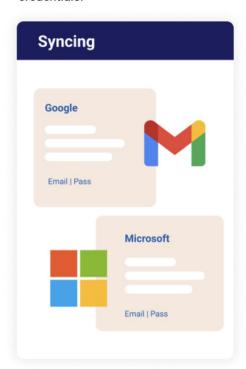






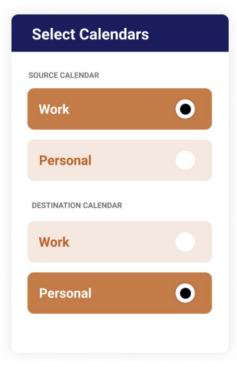
#### Step 1

Link your Microsoft and Google accounts. We never see your credentials.



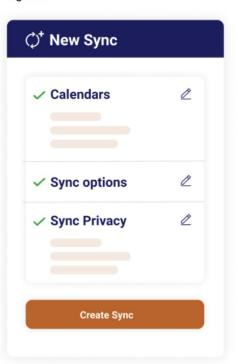
#### Step 2

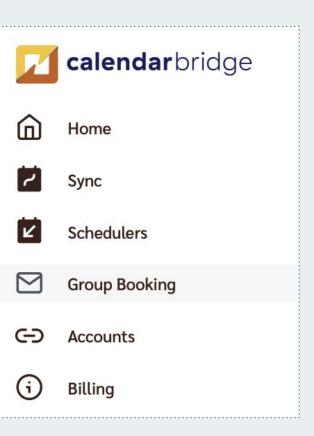
Select calendars to sync and set your privacy controls so your peers never see sensitive calendar data.



#### Step 3

You're done! CalendarBridge keeps your calendars in sync in real time so you never get double-booked again.







18 12 13 15 17 14 16 Second Sunday on Kin Saint Leo Office Hours Salesforce Regional Kickoffs (copy) Valentine's Day BDC TECHConnect(53) Coffee w/ EB (copy) BDC ED / Board Chair M EDU No Zoom Podcast heads-up (copy 9 - 10am Meetings Block (copy) Vet - Griff and Cat Ginger - 10:30 (copy), 9 9am - 12pm Stevens (copy) NCDA On-Demand: Allergy Shot (copy) CDCV - Check In NCDA Staff Meeting (co NCDA Touchbase Zoom You're Invit NCDA - Dig Pubs chat with Deneen Kindred Wa 12pm, http: (copy) 12 – 2pm **BDC Board Interview -** RV4 Plaza 1pm, https://us02web.ze Hub Video (copy) **BDC Board Interview - J** Podcast Prep (copy), 2: 2:15pm, https://us02we NCDA Podcast Recordin BC Editorial Monthly (co SLU (copy) TECHConnect (copy) 5:30 - 7:30pm

WED

THU

FRI

SAT

SUN

MON

TUE



#### Billing and Invoicing

- Payment schedules and reminders
- Integration with other apps (e.g., PayPal, Stripe, Apple Pay, Google, Quickbooks)
- Contract generation
- Branding
- □ Billing history
- Reporting

Categories, Ratings, Reviews:

https://www.getapp.com/



HoneyBook



Jobber



Odoo



Zoho Invoice





## Build Your Reputation as a Career Development Expert

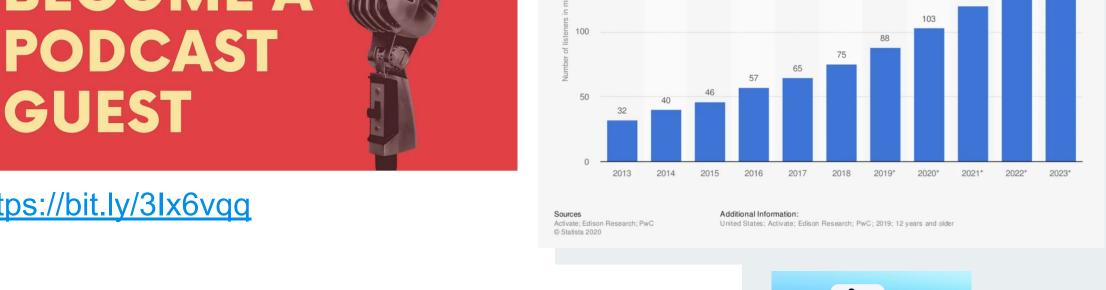
- Join conversations
- Provide quotes
- □ Talk to the media
- Share your story, opinions, and insights





### DIGITAL MARKETING LAB PRESENTS HOW TO **BECOME A PODCAST GUEST**

https://bit.ly/3lx6vqq



200

- 1. Podcast Reaches Out to Guest
- 2. Guest Reaches Out to a Potential Podcast
- 3. Guest and Podcast are Connected by Third Party Platform



Number of monthly podcast listeners in the United States from 2014 to 2023 (in

millions)



## qwoted

https://app.qwoted.com/

- Create your profile
- Get email notifications

Respond to writer / reporter inquiries



#### **Melissa Venable**

•••

Education Advisor and Principal Writer at BestColleges.com

- in https://www.linkedin.com/in/melissavenable/
- **y** @Melissa\_Venable
- Peaufort, SC, USA

#### **EXPERT ON**

#College #University #DistanceEducation

#AlternativeEducation #CareerCoach

Melissa A. Venable, Ph.D. is an education advisor and principal writer for BestColleges.com where she leads a research initiative reporting trends in online education, student demographics, and car...





Clear Search

Q careers



Dr. Kyle Elliott Founder and Career Coach at CaffeinatedKyle.com

Santa Barbara, CA, USA

**EXPERT ON** 

#LinkedIn #Unemployment #MentalHealth #LGBT

#Stigma

...leading publications. Frequently write and speak about high tech and Silicon Valley; job search and careers, employment and labor trends; mental health and stigma; and diversity, equity, inclusion, and belonging...



Quick to Respond Frequent Source



James 'JR' Lowry Founder / Investor at Pathwise.io

Q London, UK

**EXPERT ON** 

#ChiefOperatingOfficer #FinancialServices #COO

#Substitute #Investor

J.R. founded and began backing PathWise in 2021 as a "passion project" to help others find purpose and joy in their careers. He has had the fortune of participating.



Frequent Source



**Mary Guirovich CEO/ Holistic Career Advancement** Strategist at My Promotion Plan

San Antonio, TX, USA

**EXPERT ON** 

#GlassCeiling #Christianity #Negotiation #Leadership

#PersonalDevelopment

...creator of the My Promotion Plan® career advancement system, empowering women to advance their careers and increase their income; impact while creating a life they love! Mary is the.



**Frequent Source** 



Linda Greenfield Owner, Career Counselor at Essential **Career Counseling** 

O Los Angeles, CA, USA

**EXPERT ON** 

#LinkedIn #JobSatisfaction #CareerDevelopment

#CareerCounseling #Interview

Linda Greenfield, M.S., M.B.A., the owner of Essential Career Counseling, is dedicated to assisting her clients with positive change in their careers. She provides assistance with best...





Joseph Liu Host at Career Relaunch® podcast

Q London, UK

**EXPERT ON** 

#PublicSpeaking #Selfemployment #VirtualWork

#Career #ConferenceSpeakers

Joseph Liu is dedicated to helping people relaunch their careers to pursue more meaningful work. He's a career change consultant, professional speaker, and host of the Career Relaunch Podcast...



Frequent Source



**Laura Smith-Proulx Executive Resume Writer; LinkedIn** Writer; Job Search, Interview, & Career **Expert at AnExpertResume** 

Denver, Colorado, United States

**EXPERT ON** 

#LinkedIn #Job #Career #Jobs #JobHunting

Job search, careers, resume, and LinkedIn expert. Former recruiter with passion for personal branding and successful job search techniques. ...





#### **FORTUNE**

**Fortune** 

ONLINE/PRINT EXPERT REQUEST

Looking for advice on how to negotiate a severance package

I am looking for advice on if/how you negotiate your severance package if you are laid off....

#Unemployment #Layoff #SeverancePackage

#InvoluntaryUnemployment #Layoffs

Filed: Thu Feb 16(21 hours ago)

Deadline: 1:00 pm Feb 20(in 3 days)

#### Newsweek

#### Newsweek

ONLINE/PRINT EXPERT REQUEST

US employment/career expert needed for article on unfair termination

...has a quick turnaround time. Please only pitch if you can get your response across by 09:00am Friday, EST. #careerexpert #career #HR #employmentexpert #fired #wrongfultermination #mentalhealth #mentalhealthatwork #toxicboss #toxicworkculture ...

#Unemployment #Employment #HR #Career #Workplace





#### The Forage

ONLINE/PRINT EXPERT REQUEST

Top business ettiquette tips for professionals new to the workplace

Looking for *career* coaches and HR managers to share tips on business etiquette, specifically for people who are entering the workforce. —What are your top 1-3 business etiquette tips...

#HumanResources #Business #CareerCounseling #HR #Workplace

Filed: Wed Feb 15(2 days ago)

Deadline: 11:00 am Feb 20(in 3 days)







#### 6 Ways to Stop Saying 'I Don't Know What Job I Want'



Written by <u>Zoe Kaplan</u>
Edited by <u>Emily Courtney</u>
Updated on January 25, 2023

Wolfe goes on to say that your work should also be connected to your personal values, who you like working with, and the organization — not just the job title, as career tests will typically only give you.

Others say career tests can help you in numerous ways, "whether you are in the exploration stage, looking to widen the options available, or in the decision-making stage, trying to narrow your focus," Melissa Venable, education advisor and principal writer at BestColleges.com, says.

## Articulate Your Business Model

#### **Lean Canvas**

"The lean canvas ... template provides a straightforward way to evaluate your business opportunities.

It helps you break down your business idea into key factors and gives you a visualization of your business idea.

It's also easier for others to read through and give feedback on than a standard business plan."











Problem	Solution	Unique		Unfair Advantage	Customer Segments
Top 3 problems	Top 3 features	Single, c compelli message states whate	lear, ng that ny you	Can't be easily copied or bought	Target customers
	Key Metrics  Key activities you measure	worth bu	ying	Channels  Path to customers	
Cost Structure  Customer Acquisition Costs  Distribution Costs  Hosting  People, etc.			Revenue Streams  Revenue Model Life Time Value Revenue Gross Margin		
PRODUCT			MARKET		

Source: Running Lean

More info:

Intro to Lean Canvas

<u>@Steve Mullen</u>

Mapping a Career You Love Michelle Histand

Career Guidelines Business Canvas Model Canvanizer



Career Design Canvas



#### Online Platforms

- □ Teaching courses, workshops
- Building communities or groups
- Communication tools

Materials - access, storage





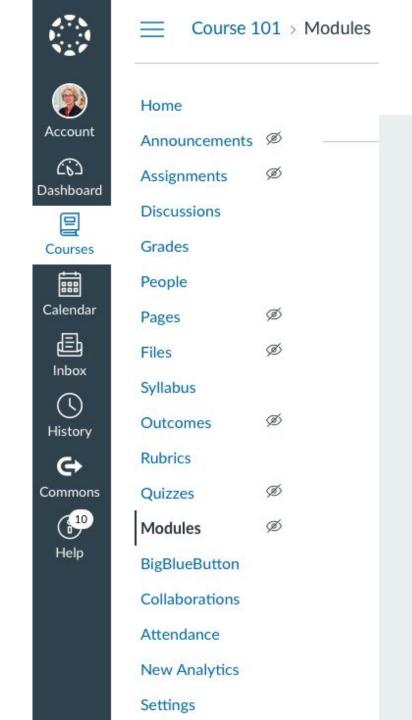




#### Canvas

#### **Canvas Free for Teachers**

- Course creation
- Quizzes and assessments
- Mobile app
- Learning tracking
- → 50 MB/course file storage

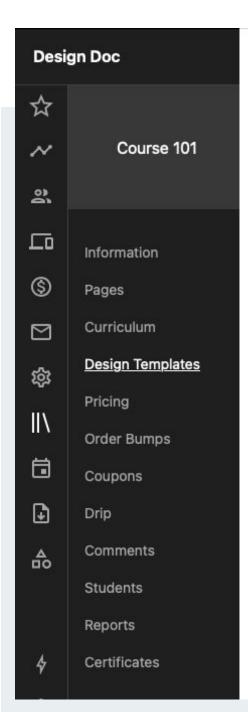




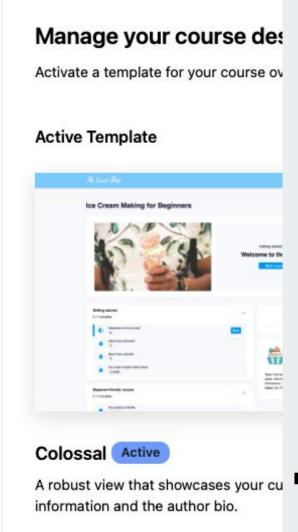
#### Teachable

https://teachable.com/

- Landing page
- Payment processing via PayPal
- Custom domain
- Subscription-based membership
- Email lists
- Coaching function 1:1, notes, milestones, tracking



#### Design Templates





## What is the best online course platform?

~ Zapier

- <u>Udemy</u> for launching your first course
- Skillshare for teaching creative skills
- <u>Teachable</u> for creating an online school with advanced marketing
- Podia for selling digital products and memberships
- Thinkific for building a course from scratch
- Kajabi for marketing a course on autopilot
- Mighty Networks for building a paid community
- Simplero for managing your business
- <u>TrainerCentral</u> for a simple online course platform



### Project Management Systems

- Automated tasks
- □ Timelines, Milestones
- ☐ Integration with other tools (e.g., Slack, Google Calendar)
- Communication tools
- Collaborative workspace
- Kanban boards









\_zapier





#### https://todoist.com/app/

- ☐ Sub-tasks, comments
- Templates
- Sync across devices
- Set goals

#### You can create projects to:

- Make a teaching plan
- Track a marketing campaign
- Share a grocery list



#### 1-on-1 Meeting

Ensure priorities are clear and keep a pulse on how your...



#### **Accounting Tasks**

Create a system to keeps your books, receipts, and invoices...



#### **Annual Review**

Use this template to review everything – big and small –...



#### **Appointments**

Never forget (or forget to prepare for) another meeting o...



#### **Blog Post**

Go from inspiration to publication with this template...



#### **Book Writing**

Plan your writing and organize your schedule as you draft you...



#### **Bug Tracking**

Craft an organized bug tracking system to keep things in order...



#### **Business Travel Packing**

Never forget your laptop charger, lucky shoes, or...



#### Campaign Tracker

Track ad campaigns and keep a pulse on your marketing...



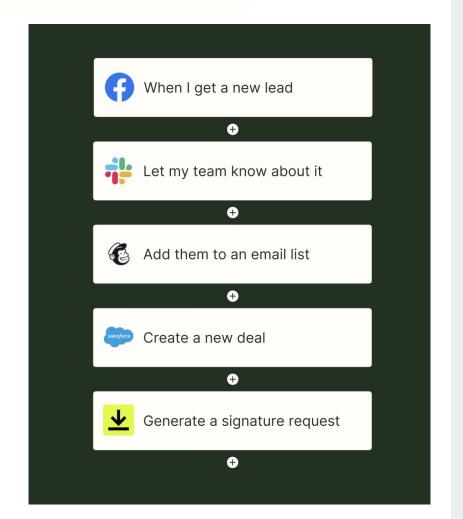
#### Class Planning

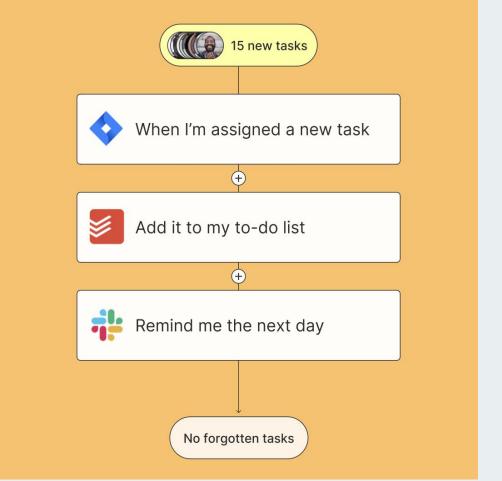
Keep all the many details of your class plans organized an...





Zapier empowers you to automate your work across 5,000+ apps—so you can move forward, faster.





# Automation for all From side hustlers to enterprise leaders, Zapier connects your work apps so you get more focus and less frustration. Marketing Business owner IT

#### What should I automate?

Not sure where to start with Zapier? Take our quiz and get a personalized automation recommendation.

Take the quiz

**We recommend:** Send reminders to everyone who needs them based on your calendar.

Check your inbox for more info and resources. Or click the button below to learn more right now.







**Get started** 

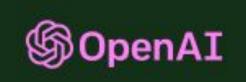
press **Enter** ←





## Artificial Intelligence (AI) Tools

- Social media posts
- Press release drafts
- Draft a meeting agenda
- Outline a blog post
- Website copy
- Newsletter copy
- Email drafts
- Image creation
- Image editing
- □ Transcribe audio
- **□** ...?







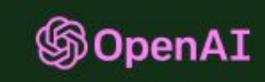




DALL·E 2







#### **ChatGPT**



#### Examples

"Explain quantum computing in simple terms" →

"Got any creative ideas for a 10 year old's birthday?" →

"How do I make an HTTP request in Javascript?" →



#### Capabilities

Remembers what user said earlier in the conversation

Allows user to provide followup corrections

Trained to decline inappropriate requests



#### Limitations

May occasionally generate incorrect information

May occasionally produce harmful instructions or biased content

Limited knowledge of world and events after 2021



## Avoid Tech Fatigue



#### Try a TECH-Free Retreat

CD CAREER CLASS ONLINE LEARNING WORKSHOPS & TRAINING



ABOUT SHOP RESOURCES CONTAC

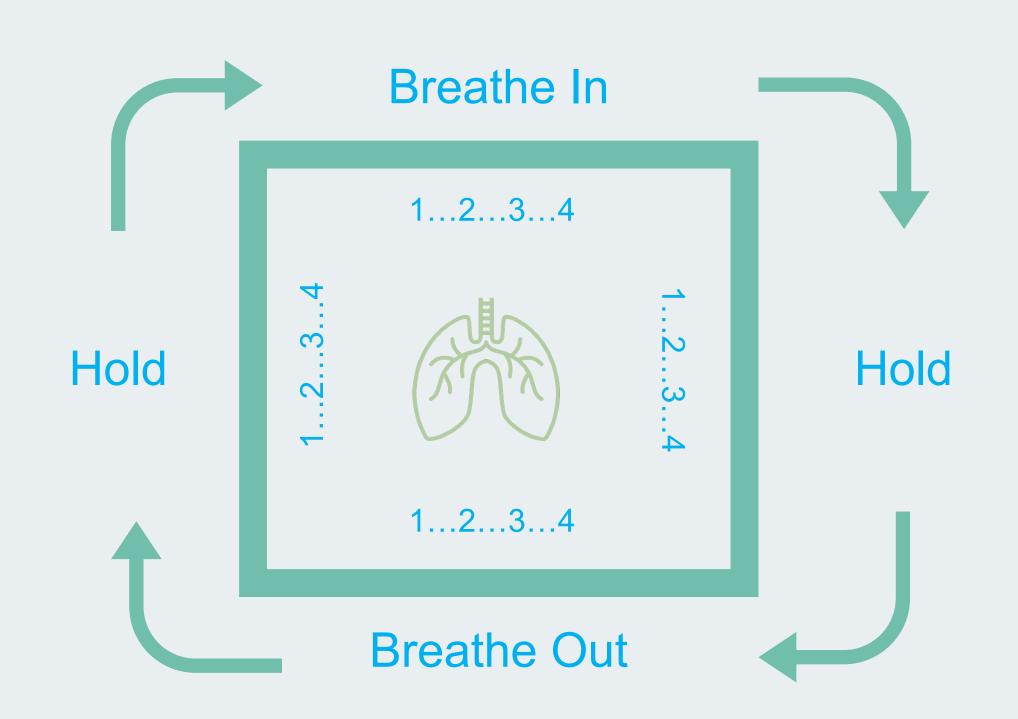
## Six reasons why I do a tech-free retreat

August 10, 2020 by Jim Peacock - 1 Comment

- 1. Simplifying
- 2. Create/Review your plan for next 90 days
- 3. Look at the big-picture work, career, life
- 4. Writing
- 5. Stretch out of comfort zone
- 6. Reading



https://peak-careers.com/tech-free-retreat-2/



# Set Realistic Expectations & Take Care of Yourself



Self-Care Tips for Career Development Professionals: Managing Stress and Building Resilience – Dr. Sharon Givens & Marty Apodaca – NCDA Webinar (recorded, free access)



Wellness for Educators – <u>well4edu.org</u> – Explore the online collection of events, microcourses, resources, and podcast episodes.



The Mayo Clinic's Guide to Stress-Free Living – Dr. Amit Sood



## Technology Committee Chairpersons:

Jaana Kettunen
Kathyy Battee-Freeman

#### **Career Convergence Web Magazine**

Independent Practice Column
Tech Tips Archive

#### **Webinar Series**

The Age of Social Media
Tried and True or Something New?
What's New on LinkedIn?
Self-Care Tips for Career Professionals





#### Thank you!



in/melissavenable



https://designdoc.me/

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#### slido



**Audience Q&A Session**