

NKECHIE ILORI

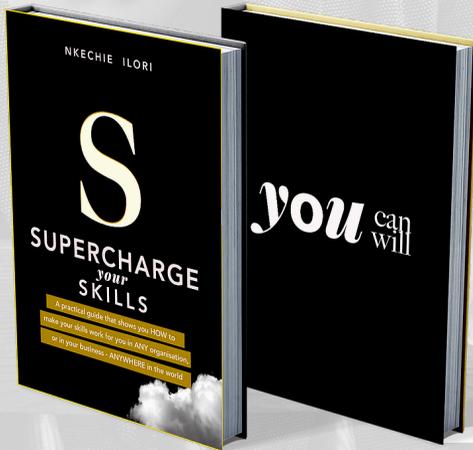
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SUPERCHARGE
your
SKILLS

A practical guide that shows you HOW to
make your skills work for you in ANY organisation,
or in your business - ANYWHERE in the world

FREE CHAPTER

This resource is dedicated to the many who have so much to offer their world, but have found it a bit of a challenge showing the world what they have to offer. *Go, be super amazing, and make your value known ... unapologetically.*



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**You can't solve a
problem at the same
level where it was
created.**

**You will need to stand
outside to see the
solution within the
problem.**

~ Nkechie Ilori ~

THIS DECADE

One of the many lessons this decade will teach individuals who unconsciously go through their work-life with little or no regard to where they are headed is this: **if you sow blindly, you'll reap a truckload of disappointments.**

So, the fulfilment of your today, tomorrow and future work-life journey is solely dependent on your conscious, calculated and well-planned efforts to reach a destination within a specified period of time.

Interestingly, the world of work today is progressively accepting this reality. You have multiple options to choose from using a handful of related and non-related skills. However, it'll take a certain degree of understanding to know how to transfer the skills you already have into that work path you so desire to embark on/ are already on.

So, like any great work of art that is put together by a skilled painter, I dare say, you are the architect of your work-life journey, including the destination where you land. You can curate the career path, work-life and the overall wellbeing you want.

This guide will help you unpack the VALUE and STRENGTH of the skills you already have, and you will see the possibilities that lie before you - even if you think what you have is insignificant.

01

FREE CHAPTER

01 What Can You Solve?

The sustainable key to any business, organisation or brand



02 Your Problem Solving Skills

If you don't know what you have, you can't deliver 100%



03 What Is The Value?

People will pay anything for great value



04 Understand The Gaps

Gaps create opportunities



05 Identify The Opportunities

Don't assume, *research*. What you have can deliver in more ways than you think



06 Experiment, Learn, Evolve

Experiments aren't just for scientists!



07 Value Can Be Under-Valued

Engineer your value for impact



08 Before You Start a Business

The charge to you



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There is **power** in what you've got. You first need to understand what you have, and then **dig** up the treasure within.

~ Nkechie Ilori ~

WHAT PROBLEMS CAN YOU SOLVE?



If you couldn't answer the above question in 20 seconds, then, let's begin here.

Having listened to a number of people talk about what they've done in previous roles or what they did when they delivered on a job, I will sum up what i've come to know;

- about **70%** are well aware of what they were brought in to do.
- about **80%** just performed the required tasks within the roles and didn't push or stretch the skills used to perform those tasks. About **65%** of these were completely dissatisfied with the direction of their career and wanted to figure out how to become satisfied.
- about **15%** of these pushed their skills beyond the boundaries expected of them, and over delivered even when it wasn't necessary.
- only about **7%** understood the potential of the skills they had and how to **transform** what they have into a gold mine.

The word here is TRANSFORM.

In today's world of work and through this decade we are going to see an increase in hybrid job types and hybrid solutions from small businesses to large multinationals. What that means is, organisations will begin to press-in to gain a better understanding of the skills they have within, the skills they need now and in the near future, and what needs to be shaved off. The resulting effect will be the cut down on specific roles and job types, the expansion of automative solutions and process led solutions. Guess what? If you run a small business, you'll need to understand the skills you have within your team too.

Why? Because, increasingly in the next few months, you will see that businesses will only retain skills that have the power to transform their productivity and profit margins.

You are here to SOLVE a problem! There is a total mindset shift that happens when you begin to think from this perspective: your career journey takes a whole new tangentry.

So, as a business owner or hiring manager, the question you'll ask your employee would be *"What problems can you solve for us?"* You will want to know that they are actually solving a problem in your business, and not taking up space and resources. The same is required of you if you are employed (or running a small business): *what problem are you solving?*

Consider these questions, as they tell if what you have to offer anyone, can actually solve a problem(s) or meet their need;

- What problem can your skill or skillset solve for us?
- How will your product or service meet my need as a customer?
- What can you do that an automated solution can't? If an automated solution can do what you do, what other advantage can you bring to the table?

So what does solving a problem look like?

You solve a problem when...

1. *You are there to close a gap*
2. *You are there to innovate so that a brand can thrive*
3. *You are there to conceptualise and birth/build on an idea*
4. *You are there to invent/revolutionise a solution or product*
5. *You are there to manage a project that'll directly or indirectly increase revenue and/or productivity*
6. *You are there to create a problem you'd want to build a solution for*



What problem is your in-office skill/skillset solving/ what need is it meeting?

Here are some ideas to help shape your feedback;

1. Your skill/skillset improves customer experience
2. Your skill/skillset improves customer retention
3. Your skill/skillset helps streamline internal customer processes that support the organisations all round revenue generation
4. Your skill/skillset helps senior leaders have an improved visibility of what is happening within the organisation, so they can make better, well informed decisions
5. Your skill/skillset protects organisations from external malicious data breeches that could cost the organisation tens of millions of dollars in compensation payouts
6. Your skill/skillset generates/builds forecasts^① for future performance and decision making

What problem is your skill/skillset solving? What need is it meeting?

***If you aren't solving a problem,
you are most likely not meeting a
need.***

This list is not exhaustive, but you get the idea.



What problem is your small BUSINESS solving/ what need is it meeting?

Here are some ideas to help shape your feedback;

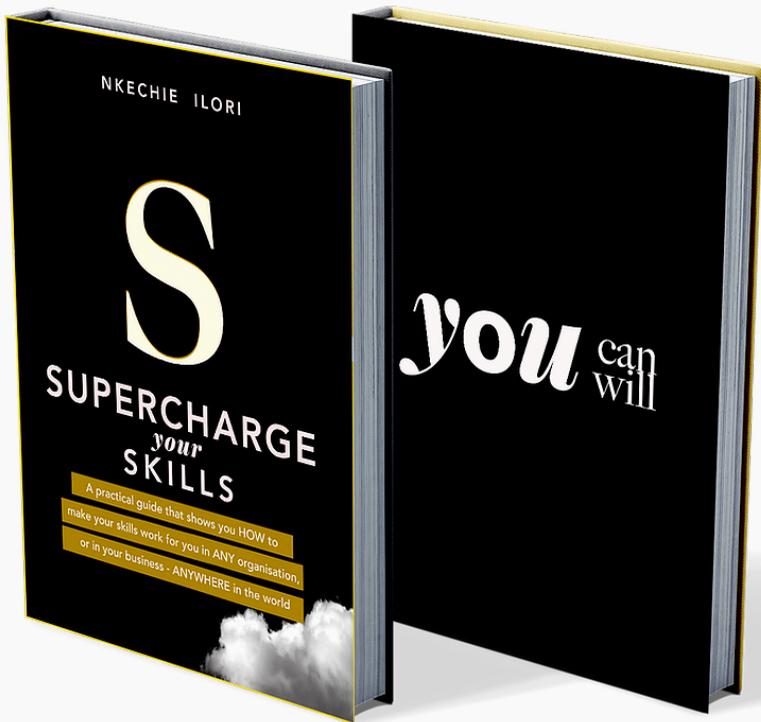
1. Your solution or product can save me money
2. Your solution or product can save me time
3. Your solution or product can save me space (commercial or living)
4. Your solution or product can improve my productivity
5. Your solution or product can improve my performance
6. Your solution or product can help me improve customer retention
7. Your solution or product can increase my revenue
8. Your solution or product can support my vision
9. Your solution or product can buy me freedom
10. Your solution or product can help me feel more self-accepting
11. Your solution or product can help me sustain customer loyalty

What problem is your business solving? What need is it meeting?

If your business isn't solving a problem or meeting a need, it is possibly a hobby or a pass-time activity.

NOTES

BLANK NOTES



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