**CAREER ADVICE #368 | Chris Rodgers | Construction\_Colorado\_22 April 2021**

**LinkedIn Premium Group**

\*\*\*\*\*\* MESSAGE TO PREMIUM GROUP \*\*\*\*\*\*

Hello everyone,

I am in a bit of a situation and need some professional advice. I have spent the last five years training to make the Olmpic Wrestling team. I was a resident athlete at the US Olympic Training Center. I went back to school for Project Management while I trained for the last 5 years, I also have an associates degree in architectural drafting. I had quit my job as an electrical designer in 2016 in order to chase my Olympic dreams. I had recently retired in October and I am graduating from school in November. I have a 3.9 and I an having a very hard time getting any traction at getting interviews for either a job or internships. Most of the feed back I get is the gap in my employment history. I want to get into the commercial real estate field specifically in development. However, I want to start with project management in commercial or residential construction to get my self some base knowledge. The entry level positions I keep finding and still applying for all want 2 years of experience. What I am asking here is if anyone has any advice on how to get my foot in the door so I can gain some knowledge because I have been trying for the last 6 months and I'm having a hard time getting a chance to prove my worth anywhere.

Thank you
Chris Rodgers

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Hi Chris,

Some ideas for you to consider:

Gary Vaynerchuk

Active Interviewing

Denver startups

Angel List

Construction innovation

Clubhouse

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Gary Vaynerchuk

You may want to consider listening to Gary Vaynerchuk to help trigger ideas for you. Gary repeatedly speaks about branding, awareness, social media, entrepreneurship, hustle, patience, persistence and a whole host of advice during his key note presentations, podcasts, FB live, TikTok live and Clubhouse chats with students, business owners, musicians, corporate executives and others.

You may find one or more of the following links beneficial towards building your own personal brand and create awareness of your work and education experience (including your Olympic athlete training).

Crushing It. Here is the link to the audiobook: <https://adbl.co/2YfafaS>

There are many inspiring stories included in this book:

Lewis Howes | from pro football to broke on his sister’s couch | https://lewishowes.com/

Rich Roll | from overweight to ultramarathon | https://www.richroll.com/

Sean O’Shea | from just surviving artist to The Good dog | https://www.thegooddog.net/

Please see post 2 of 9 | Gary Vaynerchuk (continued)

POST 2

Hi Chris,

This is post 2 of 9

Gary Vaynerchuk | continued

Key Note Speech at Web 2.0 Expo in New York

link to podcast: <https://apple.co/2WCXZMX>

link to YouTube: https://bit.ly/3etqMP0

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Inside 4D’s | High School Party Concept

The basis for this idea is around the person who hosted the parties in High School could easily go from a “D” on the “Popularity Scale” to a “B” or “A”. Gary provides some practical examples as to how this concept can be applied to virtually any business situation:

Apple Podcast | [https://apple.co/2XVGfMD](https://podcasts.apple.com/ca/podcast/the-garyvee-audio-experience/id928159684)

Sound Cloud Podcast | <http://bit.ly/2kO6MgO>

YouTube link | [http://bit.ly/2kNlaG4](https://www.youtube.com/watch?v=rkZXlHCQ0mQ)

NOTE: Please see my suggestions under “Clubhouse” that will seek to connect the High School Party concept to your personal situation in Colorado Springs.

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Active Interviewing

When you do find yourself preparing for an interview – live or on Zoom – you may want to consider the “Active Interviewing” book written by Eric Kramer. Eric wrote this book approximately 10 years ago and in my view, the principles remain relevant today. The book provides useful and practical tips to improve your chances before, during and after a job interview.

Please see post 3 of 9 | Active Interviewing (continued)

POST 3

Hi Chris,

This is post 3 of 9

Active Interviewing | continued

There are many “Interviewing” resources on-line and in fact, if you Google key “interview” words you will receive millions of possible results. After I Googled: “interview questions” (1.5 billion results returned); “Interview answers” (542 million), “strength and weakness interview answers” (10.3 million).

These are some links to the “Active Interviewing” book for you to consider as you navigate through the millions of resources available on the internet:

Eric Kramer on LinkedIn | https://www.linkedin.com/in/erickramercareerexpert/

Website | https://www.activeinterviewing.com/

Audiobook on Audible / Amazon | <https://adbl.co/2PFfugF>

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Denver startups

During my investor relations work from 2018 to 2020 with tech and non-tech startups UnCloak (UK), Digipharm (Switzerland), AI Vali (Toronto) and TimberWise (Vancouver), I came across many funding announcements that cover venture capital and private equity investments in startups across the globe. Denver has been well-known as a tech hub for several years. Some examples of recent funding announcements confirm this fact.

Please see post 4 of 9 | Denver startups (continued)

POST 4

Hi Chris,

This is post 4 of 9

Denver startups (continued)

19 April 2021 | StrictlyVC newsletter

**Soona**, a three-year-old, Denver-based digital content studio for e-commerce companies (it stages shoots, then delivers photo or video within 24 hours it says), has raised $10.2 million in Series A funding led by **Union Square Ventures**.

Techcrunch: https://tcrn.ch/2Pb8jww

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31 March 2021 | FinSMEs Newsletter

**Spekit**, a Denver, CO-based digital adoption and enablement platform provider, closed a $12.2m Series A funding round | https://bit.ly/3sGVk3m

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11 March 2021 | StrictlyVC newsletter

**Flatfile**, a nearly three-year-old, Denver, Co.-based startup that makes data onboarding software, just raised $35 million in Series A funding. **Scale Venture Partners** led the round, joined by **Workday Ventures** and previous investors **Afore Capital**, **Gradient Ventures** and **Two Sigma Ventures** | https://flatfile.io/

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You may want to consider subscribing to various tech news feeds that feature funding announcements covering innovation and startups in Colorado.

Please see post 5 of 9 | Denver startups (continued)

POST 5

Hi Chris,

This is post 5 of 9

The free tech publications I subscribe to include funding from a multitude of sectors and regions:

StrictlyVC | [https://www.strictlyvc.com/](%22)

Techcrunch | https://techcrunch.com/tag/newsletters/

VentureBeat | https://venturebeat.com/newsletters/

UKTN | https://www.uktech.news/

FinSME’s | <https://www.finsmes.com/the-daily-deal-newsletter>

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Angel List |https://angel.co

This site is primarily used by tech startups to list tech & non-tech roles here. Quick search revealed:

24,900+ startups globally list open roles on the site

10,400+ across the USA (non-remote only)

474 across Colorado

349 in Denver

13 in Colorado Springs

NOTE 1: The global total is down from the pre‑Covid19 period in which 30,000+ startups listed open roles on the Angel List site.

NOTE 2: Consider spending time on the site. Startups may not always use traditional recruiting sites to find staff. When they scale, they tend to need experienced staff. Consider reaching out to any relevant companies to see if there is common ground to work together.

Please see post 6 of 9 | Construction innovation

POST 6

Hi Chris,

This is post 6 of 9

Construction innovation

During my time as CFO at Qatar Solar during the commissioning and construction of the polysilicon plant, I came across several innovative startups in the construction and project management space, including:

Assignar | https://www.assignar.com

Bridgit | https://bridgitsolutions.com

eSub Construction | https://esub.com/

MākuSafe | www.makusafe.com

Procurify | www.procurify.com

Project Management Academy | https://projectmanagementacademy.net

RealWear | https://realwear.com/

Reconstruct | http://www.reconstructinc.com/

Rhumbix |<https://rhumbix.com>

Sitetracker | www.sitetracker.com

Skedulo | www.skedulo.com

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During my investor relations work from 2019 to 2020 with various tech and non-tech startups including Uncloak (UK), TimberWise (Vancouver) and AI Vali (Toronto), I spent a lot of time researching the venture capital funding announcements across North America.

Please see post 7 of 9 | Construction innovation (continued)

POST 7

Hi Chris,

This is post 7 of 9

Construction innovation | continued

Two recent examples of investments in construction-related startups include:

15 April 2021 | StrictlyVC newsletter

**Canvas**, a San Francisco-based construction startup whose robots optimize the process of drywall installation, has raised $24 million in Series B funding led by **Menlo Ventures**. Other investors in the round include **Suffolk Construction**, **Alumni Ventures Group**, **Innovation Endeavors**, **Brick & Mortar Ventures**, **Obvious Ventures** and **Grit Labs**.

Forbes | https://bit.ly/2QrKEs0

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30 March 2021 | StrictlyVC

**Gryps**, a New York-based robotic process automation (RPA) startup focused on the construction industry, has raised $1.5 million in seed funding from **LDV Capital**, **Pear VC**, **Harvard Business School Graduate Syndicate** and individual investors.

VentureBeat: https://bit.ly/2QMZXvJ

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You may want to consider subscribing to various tech news feeds that feature funding announcements covering innovation in project management, construction, real estate development in Colorado and possibly trade publications around manufacturing, procurement, logistics and supply chain.

Please see post 8 of 9 | Clubhouse

POST 8

Hi Chris,

This is post 8 of 9

Clubhouse

Website | [https://www.joinclubhouse.com/](%22)

You may be aware of the Clubhouse App that is increasingly becoming popular and frequently being used by celebrities and influencers to talk about everyday issues with everyday folks. In fact, it became even more popular when Elon Musk and Mark Zuckerberg separately blew up the chat rooms when they came “Clubbing”.

Tanisha Cherry, a #podcaster here in Calgary was a guest on my podcast to talk about her chatroom “Welcome to Clubhouse”. This is a link to that podcast: <https://bit.ly/37k9TC9>

Tanisha also prepared a #YouTube explainer video: [https://bit.ly/2Z41e2e](%22)

How is all of this “Clubbing” relevant to you?

You could take the “Highschool Party Concept” of Gary Vaynerchuk and create a chat room to invite experts from one of the real estate development firms in the Denver-area or construction firms you worked with in the past (CH2M Hill or Allen & Shariff). Get their views on current practices around project planning, construction & contract management, scheduling of trades; spare parts & supply chain management (including Covid impact); other topics they feel are relevant.

See post 9 of 9 | Clubhouse (cont)

POST 9

Hi Chris,

This is post 9 of 9

Clubhouse | continued

You could invite students from DeVry University in the BBA Project Management department to talk about their ideas for job search upon graduation: types of roles they are applying to; job search ideas; remote working; relocation across Colorado or US; innovation or technology they are learning; Covid impact on their degree and/or job search or any topic you feel is relevant to Project Management roles.

You could invite the professors from your University “on stage” to give their views on the same subjects.

You could invite recruiters and job board experts that are placing students from your faculty to provide their advice on the same subjects.

NOTE: You may want to consider first reaching out to Tanisha Cherry to obtain her advice on inviting such people. She recently hosted an influencer marketing session which included Cristina Cordova, the head of Product, Platform & Partnerships at Notion (https://www.notion.so/)

How does a Clubhouse chat room relate to job search?

Imagine the discussions you will have with recruiters and potential future employers AFTER running these thought-leader sessions over the next 6, 12 or 18 months?