**JOB HOPPING: AN APTITUDE TO ADVANCE INCOME**

To all the self-proclaimed budgeters out there, I salute you. You’ve taken a stand against the financial hardships that you’ve faced and made an honest effort to rid yourself of that which is holding you back. Keep fighting the good fight!

**Budgeting is an invaluable life-discipline** that can be the difference between doing what you *need* to do and doing what you *want* to do.  Unfortunately, though, every budget runs its course. There are only some many expenses that one person can reasonably cut out of their life.  Once you reach this point, you should refocus your attention on the topline of your budget – your income.

I don’t know about you, but every day I encounter countless people who do nothing but complain about money problems without any indication that they’re seeking a way to advance their earning potential. When it comes to saving money, ***you are your greatest asset.***Regardless of where you came from, **you** **have the ability to generate income**. The tricky part is figuring out how to consistently increase your income.  This is a vital factor in successfully reducing debt, accumulating savings and growing investments.

For those of you who are content with where you are both in your career and in your financial life, don’t change a darn thing.  But for anyone who longs for more, you have to be prepared to get out of your comfort zone.

**THE FINE ART OF JOB HOPPING**

If I were to hand you a copy of my resume from the start of my career in 2002 to present day, you would notice a theme. Every 4-5 years, I was at a new company. It’s not that I was chasing money or a more impressive job title; rather, I was on the hunt for new opportunities that called for an increase in compensation and above-market benefits. Nothing can contribute more to my [net worth](http://www.mymattressmoney.com/net-worth/) than my career.

So, what are these elusive, high-paying, dream job opportunities?

The fact of the matter? They don’t exist.

At face value, all of the opportunities I’ve had up to this point sound impressive. In reality, they required true grit and an intense desire to better my situation.  The catch for such big increases in compensation (both base salary and incentives) was above average work weeks, tight deadlines and being on-call on weekends, during vacations and on holidays.

Keep in mind that job hopping isn’t for everyone. I**f you aren’t thorough with the decisions you make, you run the risk of reaching too far too fast and pricing yourself out of the market**. But for those who are searching for more, get ready to break out of your comfort zone and explore your true worth with one of the following examples:

* *Distress Companies* – I’ve encountered far too many people who have a knee-jerk reaction to bad news. As soon as things begin to look glum, they abandon ship for safe harbors.  If you’re patient, you will often find that you can be rewarded significantly for your loyalty. Retention and severance packages can be quite lucrative. ***Bonus Tip🡪*** *If you find yourself with a severance package, supercharge your money by timing your next gig soon after your termination date and bank that windfall.*
* *Start-Up Companies* – Check your ego at the door for this one.  Running lean is essential to survival for these types of entities, so be prepared to work around the clock and perform junior-level tasks – whatever it takes to get where you’re going.  If you are someone who loves to take risks, there is no better opportunity than this. When executed correctly, the payoff can be substantial. Just remember that 90% of startup companies fail. This is mainly due to a lack of capital, so choose wisely.
* *Apply One Level-Up* – One of the best moves I ever made was to apply for a position that I really had no business competing for. Believe it or not, I got the job. You are more than capable at operating at this level. **If there’s one thing I’ve learned, it’s that no one really has a clue what they’re doing**.  For the most part, we tend to figure it out as we go.
* *Be Transformative* – A few years back, I came across a really fantastic opportunity to help a company turn things around. The biggest problem I faced was that the effort involved in the position wasn’t really worth the salary I was offered. I decided that rather than walk into the interview as a job candidate, I would be [interviewing as a consultant](http://www.mymattressmoney.com/bet-on-yourself-interview-like-a-consultant/).  In this way, I was a therapist, a problem-solver and a bloodhound for risk.  If you are someone who can deliver results as well as direct the conversation in your favor, true intellectuals will pay for real value.

**POSITIVELY SPINNING A NEGATIVE CONNOTATION**

Ask any hiring manager what they think about employees who only work for a company for a brief period of time. You’re bound to be met with nothing but resentment and distrust regarding these types of workers.  You can’t blame them for thinking this way. It reflects poorly on the hiring manager when the people they take a chance on are constantly seeking employment elsewhere.

Even so, not all job hoppers live up to the stereotype of being disloyal, selfish and unstable employees.  In fact, employers can often benefit from these types of candidate’s in ways such as:

* Gaining a constantly expanding perspective of the industry
* Becoming more familiar with day-to-day processes
* Obtaining a deeper understanding of the challenges and strategies that numerous other companies face
* Working harder with no sense of complacency
* Building a [valuable network](http://www.mymattressmoney.com/be-helpful-become-valuable/) of contacts that span across the industry due to connecting with more people over the length of one’s career.

**THE VALUE PROPOSITION**

Creating coherent and progressive jumps in your resume enables you to make more money at a faster pace than if you stayed with the same company for your entire career.  You gain insight that you otherwise wouldn’t have by seeing the industry from various perspectives. Most importantly, you make valuable connections that can exponentially expand you network and serve you well in the future.

So, don’t be scared to leave your comfort zone. Your true worth is out there waiting for you.