

How to Survive as a Contractor — April 2012

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Biography

- Queensland Health 1981 – 1997
 - HR (over \$100M, 150 staff)
- Mincom – HR
- Condol International - Singapore
- University of Southern Queensland
- Justice Queensland
- Justice New South Wales (over \$200M, 250 Staff)
- Oracle - University of Queensland
- Santos

How to Secure Your First Contract?

- Skills & Experience
 - Technical Skills
 - Domain Knowledge
 - Client / Industry Experience
- Availability
- Location
- Contacts



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How to Secure Your Next Contract?

- Hardest
- Contacts
- Build experience first contract
- Rate
- Travel

How to Keep Contracting in a Tight Market?

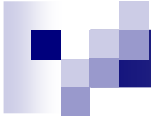
- Plan for 6 months break
- Contacts
- Recruitment Agent
- Over 100 applicants each contract
 - Which Recruitment Agents have the Contract
 - Who is the Clients Preferred Agent
 - Ring Agent (Elevator Conversation)
 - Preferred Candidate
 - Rates
 - Travel



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How to Choose Right Contract in a Buoyant Market?

- Build Skills
- Client Prestige
- Project Profile
- Vendor / Client
- Rate
- Contract Length



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Q & A TIME

