

You used to work in ...

By Ava Chin

EDUCATION



YOUR NEW GIG ONLINE COLLEGE COURSE INSTRUCTOR

WHY Online education is booming. Most instructors get paid by the course, and you need to spend a certain amount of "classroom hours" online during the week. But nobody says you can't spend those hours in your pajamas.

HOW TO GET IT:

- 1 Finally finish that degree. Even on a virtual campus, you'll need an M.A. or Ph.D.
- 2 Don't be coy—be available. "Our faculty is passionate about student learning," says Todd Cunningham, University of Phoenix's VP/director of the Jersey City campus. "It's their ability to take phone calls and e-mails at different hours that make our faculty stand out."
- 3 Familiarize yourself with the online educational platform Blackboard, as University of Phoenix and other online learning centers use similar technology (you'll get trained on the job, too).
- 4 Many traditional colleges are expanding their online course options, so call the department of your discipline to find out about new additions.

YOUR NEW GIG CORPORATE TRAINER

WHY You're used to being in front of large, antsy groups, developing your own curriculum and making sure everyone learns something.

HOW TO GET IT:

- 1 "Go to a site like Indeed, which pulls jobs from hundreds of sites," says career coach Jeff Aulenbach (careercoachnewyorkcity.com), who's helped many NYC teachers start other careers.
- 2 Reorganize your résumé. "If you use a chronological résumé, you're DOA," Aulenbach says. Instead, he suggests putting relevant job skills and your list of accomplishments first, with teaching experience mentioned after.
- 3 Use language targeted to the employer and avoid the word *teacher*—you want to appear like an insider. A prospective employer should think of you as a trainer first. Aulenbach suggests language like *presented information and materials* and *presented to eager learners* versus *taught students in class*.
- 4 Network, even if it's just on LinkedIn (which is free and has groups devoted to corporate trainers). The goal is to meet, schmooze and learn from those already in the field—you have something to offer, you just need to let them know it. "We seek educators coming out of traditional teaching careers," said John Budriss, regional head of recruiting at Thomson Reuters. According to Budriss, "the experience is actually critical."

YOUR NEW GIG AFTERSCHOOL PROGRAM ADMINISTRATOR

WHY You have classroom-management and curriculum-development skills that will come in handy in these programs, which often have educational themes, like arts, athletics and math. "Teachers have experience with youth and are good talking with parents," says Aulenbach.

HOW TO GET IT:

- 1 Start the search. Aulenbach recommends the list of local programs at pasesetter.org.
- 2 It pays to speak another language. Learn Spanish if you're trying to be marketable.
- 3 Hone your leadership skills by enrolling in a program like Columbia Teachers College's Summer Principals Academy (212-678-3727, tc.edu/summerprincipal).

I did it!

Each of these plucky New Yorkers left one career to start another. See how at timeoutnewyork.com/jobs. By Lisa Freedman



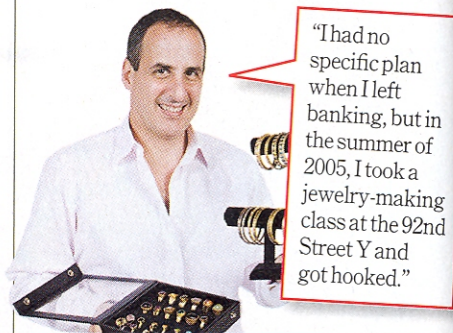
"I wanted to do something that incorporated my hobbies and turn it into a job that would pay me."

▲ **Stacey Toussaint**, 35, securities lawyer turned Inside Out Tours entrepreneur (insideouttours.com)

"I was riding a bicycle frantically around town to save money. I had a Secret Service-style earpiece connected to a police scanner on my hip. I'd turn up to mayoral press conferences drenched in sweat. I went from the *Sun* to the *Daily News*, and now I shoot mainly for *The New York Times*."



▲ **Rob Bennett**, 33, Wall Street bond seller turned photographer (robbennett.com)



"I had no specific plan when I left banking, but in the summer of 2005, I took a jewelry-making class at the 92nd Street Y and got hooked."

▲ **Jack Bigio**, 49, investment banker turned founder of Bigio Jewelry (jackbigio.com)

MORE JOB SECRETS!

Find top headhunters, temp agencies, volunteer ops and the truth about those get-rich subway ads at timeoutnewyork.com/jobs.

BUILD CAREER KARMA The number-one thing New York hiring pros suggest while job hunting: volunteer. "That may sound counterintuitive, but it shows us passion and builds soft skills," says Glocap Search recruiter Angela Lewandoski. "Plus, someone who volunteers tends to be a more interesting and well-rounded person." Look for a position that includes skills you need for leverage in the workplace (marketing, graphic design, etc.). Check out nyc.gov, New York Cares and NYC Service.



HIT THE PAVEMENT "Walk around and see who needs you," advises Maxine Martens, CEO of the fashion, beauty and retail search firm Martens & Heads. "If you're a store manager, walk up Madison Avenue and see where there's bad service. Then call up the head of retail and say, 'I was in your store and I have something to offer to improve the customer experience.' Be positive and use the language of the industry to show you've done your homework."

