

# College Transition TIMES

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### Staying Connected (Part 2 of 2)

Now that you realize the benefits of staying connected with your alumni network, you may be interested in some ways that you can help support your alma mater. *See article on page 2*

## CAREER

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### Are You Going to be Underpaid?

How Your Personality Can Affect Your Salary & What You Can Do About It. *See article on page 3*

*Did  
You  
Know?*

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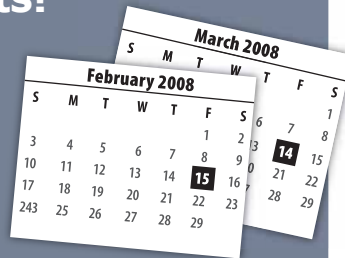
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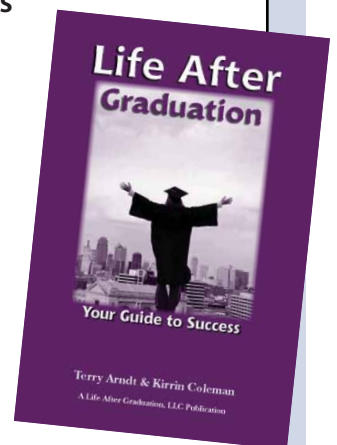
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## Staying Connected (Part 2 of 2)

**As a recently graduated college alum, your attitude may be one of go forth and conquer. And if this is so, then may the wind be at your back, the ground rise to meet your feet, and all that good stuff. Just be sure to keep one thing in mind – it pays to stay connected to your school. By Justine Simon**

Firstly, you should know that the mere act of staying in contact with your school is a big help to the institution. Your school relies on its pool of graduates for statistical information that's used to shape the direction and funding of its programs. Also, by adding your name to the database of alumni, you help the alumni network grow and get stronger.

If you live close to campus, and are looking for the opportunity to connect one on one with present day students, consider mentoring as a meaningful way to give back to your community. College mentoring programs provide students with a way to meet experienced professionals in their field of interest. As a mentor, you can provide invaluable insight and advice.

There are other ways to volunteer your time rather than your money, even if you live further afield. Whether it's helping out at your school's freshman orientation, offering your grant writing expertise, or getting involved with recruitment efforts in your area, the amount of time you're willing to commit is totally up to you, and your efforts are always much appreciated.

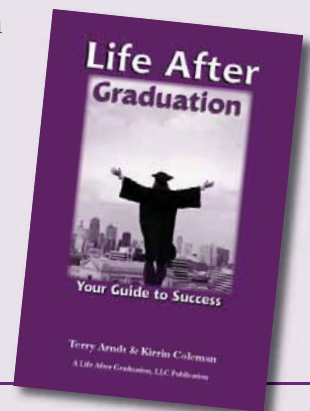
If you do have money to spare, even if it's just a little, financial contributions are important ways to help your institution. If you're the type of person who likes alma mater license plates, then you've found a quick easy way to give to your school. You can also take part in things like college credit cards or phone plans. In products like these, a percentage of your payment goes towards funding your school.

You can also make direct financial contributions in the form of gifts. There are different types of gifts, and cover a wide ranges of values – even as low as \$10. Designated gifts are a great way to help a specific department of your choosing, while unrestricted gifts leaves the decision of fund allocation to your institution's administration, department heads and alumni. If your company matches gifts, this is a great way to leverage the value of your contribution. Just make sure to keep these receipts so you can take advantage of all relevant tax deductions!

So get in touch with your school and find out how you can help. In the end, both you and your college community will benefit.

This is Part 2 of the "Staying Connected" article published in the January 2008 issue of *College Transition Times*. If you missed the first part, go to the website: [www.LifeAfterGraduation.com](http://www.LifeAfterGraduation.com) to download Part 1 of "Staying Connected."

For more information about maximizing the benefits available from your college after graduation, read *Life After Graduation: Your Guide to Success*.



**JUSTINE SIMON** is an intern for Life After Graduation, LLC and a graduate of Western Washington University.



# Are You Going to be Underpaid?

**How Your Personality Can Affect Your Salary & What You Can Do About It. By Sara Ayoub**

Take a quick look at the options below. Choose one from each set of statements. At least 51% of the time, do you tend to be more:

- |   |    |  |
|---|----|--|
| <input type="checkbox"/> tactful and diplomatic               | or | <input type="checkbox"/> direct and frank?             |
| <input type="checkbox"/> apt to avoid conflict where possible | or | <input type="checkbox"/> apt to meet conflict head on? |
| <input type="checkbox"/> empathetic                           | or | <input type="checkbox"/> analytical?                   |
| <input type="checkbox"/> accepting at first                   | or | <input type="checkbox"/> skeptical at first?           |
| <input type="checkbox"/> apt to take things personally        | or | <input type="checkbox"/> objective about criticism?    |

If you've chosen more items from the column on the left, research shows you will probably be underpaid by at least 25% of your true value. This is not because you lack skills or talent, but because you are not asking for your due. The chances are you like the job and the people and when a reasonable number is offered, you accept it rather than create conflict. It is easy to fall into this "funk," but it does not have to be your ongoing fate!

You need to learn from those who chose more items from the right column. These individuals are typically paid more than the previous group; not because they produce superior work, but because they know their worth and demand to be properly compensated.

So if you are in the group on the left, which makes up 50% of the population, and 65% of women, what can you do about it?

- 1. Research Your Position.** Contact your college career center, search salary Web sites, and talk to people who are in similar career professions.
- 2. Determine Your Priorities.** Salary, bonus, vacation, health benefits, technologically advanced equipment, a supportive boss, freedom, and meaningful work are all priorities that are individually sensitive. Perhaps you cannot push on the salary, but you can increase the overall package.
- 3. Get Organized.** Make a list of your skills and achievements. Prepare to present these as well as highlight your past contributions and accomplishments.
- 4. Rehearse, Rehearse, Rehearse.** You know the old saying, "Practice makes perfect." The confidence gained through rehearsal will decrease your anxiety and allow you to remain confident and focused. As a result, you will be less likely to fold early on in the salary negotiation process.

Avoid the costly mistake of starting your career being underpaid. Know your worth and demand to be properly compensated. Your future career and financial success depend on it.

Your approach to money is one of many factors covered in Shoya Zichy's Color Q Model and new book, *Career Match: Connecting Who You Are With What You'll Love to Do*. Others factors include your work-related strengths, ideal work environment and boss, range of suitable careers, entrepreneurial style and interview and job search style. For further information, visit [www.ColorQProfiles.com](http://www.ColorQProfiles.com). You can also find additional career success information in Life After Graduation's career guide – *Backpack To Briefcase: Steps to a Successful Career*.

