JobHacki
OPPORTUNITY GUIDE

⚡ Premium Action Guide

Trades That Pay Well — A Practical Job Guide

Pick a high-earning trade path, build credible evidence fast, and run a simple job-finding system that sources roles, tailors your resume, and gets you to interviews — without fluff.

📌 **Updated for 2026** 🧾 **2¢** Per tailored resume via automation (source-reported/example-only)

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🚀 **Start Fast**
Clear first steps you can take this week.

📋 **Real Sources**
Built from people who actually did it.

💰 **Honest Numbers**
Source-reported pay, costs, and risks.

Get the Full Guide Vault →

🔒 Includes checklists, scripts & source-backed insights

YOU WILL LEARN

- ☑ What you'll build
- ☑ Salary Estimate
- ☑ Step 3 — 🧪 Build evidence that gets offers
- ☑ Platforms & tools
- ☑ Step 2 — 🗓️ Run a 30-day two-path test
- ☑ Step 4 — 🧾 Craft a resume/portfolio built to scan

▸ MODULE 01

What you'll build

A complete path to land a well-paying trade role: choose your lane, build proof fast, and set up a lightweight job-finding workflow that feeds a tracker, auto-tailors your resume, and powers targeted outreach.

You'll blend practical projects with an automation backbone so you spend time interviewing and working, not endlessly applying.

1. Validate the best trade path in 30 days
2. Build hire-worthy project evidence and write-ups
3. Automate job discovery and resume tailoring
4. Track roles in Sheets; outreach to real decision-makers
5. Ace interviews with researched, specific examples

▸ MODULE 02

Platforms & tools

Lead & Outreach

3 free · 5 paid

LinkedIn · Upwork · Loom · Apollo · Cal.com · Smartlead · Fiverr · Instantly

Website Builders

0 free · 2 paid

Lovable · GoHighLevel

AI Models 0 free · 5 paid

ChatGPT · Claude · Gemini · OpenAI · Anthropic

Dev & Hosting 0 free · 2 paid

GitHub · VS Code

Automation 1 free · 3 paid

Make.com · n8n · Apify · Zapier

▸ MODULE 03

Salary Estimate

Shortlist two trade paths (e.g., electrician vs HVAC, welding vs heavy equipment, or digital ‘trades’ like security operations vs governance). Pick based on curiosity, transferable background, what you can evidence fast, local demand, and your 3-year target role.

> **Tip**
>
> Stop asking which path is ‘better’—ask which fits the work you actually want, the evidence you can build in 30 days, and the market you’re applying into.

▸ MODULE 04

Step 2 — 🗒️ Run a 30-day two-path test

Days 1-15: Read 5 job ads for Path A, learn key terms, do one small hands-on task, and write a 1-page summary of what you learned.

Days 16-30: Repeat for Path B. At the end, compare curiosity, clarity, and the strength of evidence you produced. Choose one path to double down on next quarter.

Reflect

Ask: Which work made me more curious? Which could I explain clearly? Which produced stronger resume bullets I can defend in interviews?

▸ MODULE 05

Step 3 — 🧪 Build evidence that gets offers

Create 2–4 small, explainable projects with brief write-ups and screenshots. Field trades: a wiring diagram and safe install write-up, basic HVAC diagnostic with readings and fix, or welding coupons with photos and parameters. Digital security trades (if chosen):

- SOC: basic SIEM/log analysis lab; Windows event log investigation; phishing email analysis; TryHackMe/Hack The Box defensive pathway with notes.

- GRC: sample risk register; basic security policy; mock supplier security review; simple control mapping to a framework.

Document decisions, tools, and results as resume bullets with metrics.

Make it concrete

Avoid vague bullets like “completed labs.” Write specifics: what you built, how you tested it, what you found/fixed, and the result. Build role-appropriate projects.

▸ MODULE 06

Step 4 — 🧾 Craft a resume/portfolio built to scan

Target the next role (not your past). Front-load the first 100+ characters with proof (licenses, projects, metrics). Use a vertical skills list (the check-mark effect). Insert keywords from each posting. For freshers, add education wins and transferable skills.

Polish grammar/tone with ChatGPT. Draft in Markdown ATX (easy Google Docs conversion with headings/bullets). Keep portfolio links clickable—don't attach heavy files.

> **Format insight**
> Recruiters scan in an F-pattern. Make the top line and first bullet count; list benefits and proof, not features. Manually order sections to match the role.

▸ MODULE 07

Step 5 — 📋 Create your job tracker

In Google Sheets, add columns: Position Name, Job Type, Company Location, Description, URL, Customized Resume, Date Created, Posted At, Scraped At.

Add separate columns you'll map from AI analysis: first/last name, email, strengths, weaknesses, risk, reward, overall fit, justification, and a Drive link to the tailored resume.

> **Data you'll re-use**
> Also track lead ID, business name, contact details, and enrichment status when you collect company leads for outreach.

▸ MODULE 08

Step 6 — 🔎 Find roles on each platform

Use multiple channels to spot the best openings, then capture them in your tracker.

Platform	What to do in this step
LinkedIn	Search relevant titles and locations; save alerts; research company pages and interviewers; connect with people in-role for context.

Platform	What to do in this step
Indeed	Search and filter; save roles; copy URLs to your tracker. Use alerts to catch postings early.
Upwork	Build a complete profile (projects, skills, testimonials). Apply to trade-adjacent gigs for quick proof and cashflow.

Reality

Don’t rely on applying inside LinkedIn inboxes—messages after applying often get buried. Target decision-makers via email and warm intros.

▸ MODULE 09

Step 7 — 🤖 Choose manual vs automated job search

You can track jobs manually or automate discovery and tailoring. If automating, pick a workflow builder and wire it to Indeed scraping and Sheets.

Platform	What to do in this step
Make.com	Create two scenarios: (1) run the Indeed bulk job scraper actor on a schedule, (2) watch for completion, tailor resume, and write to Sheets/Docs.
n8n	Build a workflow that triggers Apify, waits for completion, analyzes jobs with AI, and updates Sheets/Docs in one flow.
Manual	Search daily on LinkedIn/Indeed; paste postings in Sheets; tailor resumes by hand.

Terms of service

Do not auto-apply to jobs on Indeed with scrapers—avoid violating platform rules and harming your reputation.

▸ MODULE 10

Step 8 — 🔐 Connect APIs & credentials once

Set up authentication to your tools so flows run unattended.

Platform	What to do in this step
Make.com	Add OpenAI and Google Sheets modules with your API/auth. Add a Google Docs module to create tailored resumes.
n8n	Create credentials for Google Sheets (Google Cloud project → enable Sheets API → OAuth consent → client ID/secret). Add OpenAI API key credentials. Add Apify credentials (copy API key).

OAuth warning

Google may show an unverified app warning during OAuth—use Advanced → Continue after reviewing. Ensure you trust your own project.

▸ MODULE 11

Step 9 — 🧱 Build the scrape → analyze → tailor flow

Orchestrate scraping, AI analysis, resume tailoring, and logging to Sheets. Add long delays or retries with Hookdeck when needed.

Platform	What to do in this step
Make.com	Scenario 1: Run Indeed bulk job scraper (Apify). Scenario 2: Watch for actor completion; OpenAI module to tailor resume (Markdown ATX); create a Google Doc; add a row in Sheets with job data + resume link; optional Hookdeck for > sleep limits; use Set Multiple Variables to sanitize text; schedule posts to LinkedIn if building presence.
n8n	Trigger Apify actor (add API key). Wait for task completion (or use appify's "watch actor runs"). Add an AI agent node to score fit (see next step); use an information extractor node for name/email (don't overload AI); create a Google Doc; write to Sheets with mapped fields; add a Switch for doc/pdf/txt resume formats; integrate Hookdeck delays and exponential backoff logic with break/ignore nodes and stored incomplete executions.

Scraping hygiene

Prefer marketplace scrapers (Appify/Apify) over building your own for LinkedIn—anti-scraping defenses are strong and brittle to maintain.

▸ MODULE 12

Step 10 — 🧪 Test and harden the workflow

Run with sample inputs. Verify rows, links, and tailored Docs appear in Sheets. Test resume parsing across Word/PDF/TXT branches. Add Hookdeck tests and queues; use retry intervals (e.g., 10, 60, 290 minutes). Enable storing incomplete executions to allow retries and break/ignore handling.

If building with an AI dev tool, enable planning mode, then instruct it to inspect recent execution errors and fix the flow. Version changes in Git.

Robustness

APIs fail. Use ignore modules for non-critical steps, break modules for timed retries, and exponential backoff to avoid rate-limit loops.

▸ MODULE 13

Step 11 — 🧠 Add an AI fit-scoring gate

Insert an AI agent node with your resume and the job description. In the system message, instruct it to output strengths, weaknesses, risk, reward, an overall fit rating, and a one-paragraph justification. Parse with a structured JSON schema so each field maps cleanly into Sheets.

Structure the output

Use a structured output parser to return JSON fields for strengths/weaknesses/risk/reward/fit/justification. Feed prompts and request JSON.

▸ MODULE 14

Step 12 — ✍️ Auto-tailor your resume (lightly)

Create a system prompt that fills just the role-specific bullet block in your resume template. Keep 90% templated for predictability; let AI fill the 10% role-specific bits. Save the result as a Google Doc and store its link in Sheets.

Predictability

Don’t have AI generate whole documents. Template most text yourself and let AI fill small sections you review.

▸ MODULE 15

Step 13 — 📹 Create a 60–90s Loom intro

Record a short video explaining your background, why this trade, and one concrete result you've delivered (or a project summary if new). Paste the Loom link into your tracker and any application forms that accept links.

> **Make it feel 1:1**
> While recording personalized Looms for outreach, scroll profiles/pages so the video doesn't look like a static screenshot.

▸ MODULE 16

Step 14 — ✉️ Outreach that gets replies

Apply normally with resume and cover letter. Then email three people: recruiter or hiring manager, someone already in the role, and that team's leader. Keep it short and specific. If asked for an application number you don't have, email the careers/recruiting inbox politely for guidance.

PROMPT — DM (INFORMATIONAL)

```
I'd be very interested to get your expert opinion on this industry and where
it's going, could you spare some time?
```

PROMPT — COLD EMAIL: QUICK QUESTION

Subject: Quick question
Hi I found you when looking for restaurant type in location I love thing about your restaurant we make AI powered order Management Systems specifically for restaurant type and I wanted to see if you we'd be interested in seeing what that might look like our system increases restaurant revenues by 10 to 50% and we just finished raising a $10 million series B round I'm 100% confident it's better than we already have would this be worth a call let me know and I'll set one up thanks Nick

PROMPT — COLD EMAIL: BUILD AN AI AGENT

Subject: Build an AI Agent to Scale Your Business Without Hiring
You as a solo founder or small team want to scale but can’t because hiring more people requires capital and you’re stuck at a ceiling. AI agents and AI automation can help you break free and grow past these limits. Here’s how it works...

PROMPT — COLD EMAIL TO HIRING MANAGER

Subject: [Personalized hook for [Name]]
Hi [Name],

I hope you’re having a good week. I see you might be leading the hiring process at [Company] and I wanted to personally pass along my resume for the business development position you have open. I’m looking to work under a fast growing company like yours and I would love the opportunity to speak to you and share how my sales background could be an asset to your organization as I’m excited about the possibility of joining the team.

Hope to hear from you soon,

[Your Name]

PROMPT — COLD EMAIL TO TEAMMATE

Subject: [Personalized hook for [Name]]
Hi [Name],

See that you've been on the BDR team at [Company] since 2010. Wanted to reach out as I'm interested in pursuing opportunities for the business development team there and I was wondering if you'd be willing to share some thoughts on what it's been like working there in the culture.

Thanks in advance,

[Your Name]

PROMPT — DM TO TEAMMATE

Subject: [Personalized hook for [Name]]

Hey [Name],

I'm glad we got a chance to connect here. I recently switched gears to pursue a sales career currently looking to break into the tech industry. Wanted to reach out as I'm interested in pursuing opportunities for the business development team and I was wondering if you'd be willing to share some thoughts on what it's been like working there and the culture.

Thanks and events,

[Your Name]

PROMPT — COLD EMAIL TO SALES LEADER

```
Subject: [Personalized hook for [Name]]
Hey [Name],

See that you've been leading the sales team at [Company] since 2019. Wanted to
reach out as I'm interested in pursuing opportunities for the business
development team there. I was wondering if you're involved in the hiring
process at all. I would love the opportunity to speak to you and share how my
background could be an asset to your organization as I'm excited about the
possibility of joining the team.

Thanks in advance,

[Your Name]
```

PROMPT — COLD EMAIL WITH REFERRER

```
Subject: [Personalized hook for [Name]]
Hey [Name],

Was just speaking to [Referrer Name] about the role and how great the culture
is over there. They mentioned you would be the right person to reach regarding
the BDR role that's open. Would love to find some time to connect and chat
about how my background might align with the role.

Let me know if you have some time in the coming days and weeks to connect. Look
forward to hearing from you.

[Your Name]
```

Cut the noise

A short, punchy pitch that mentions how you used AI to find the role, tailor your resume, and locate contacts stands out. Recruiters aren't the final decision—reach the hiring manager or their boss.

▸ MODULE 17

Step 15 — 🕵️ Research before every interview

Know the company name, how long they've operated, mission, and key people (check LinkedIn). Re-read the job description and mirror its keywords in your examples. Prepare a crisp "Tell me about yourself" that ties your projects to their needs.

> **Proof beats platitudes**
> If you can't articulate measurable results, you're invisible to current and future employers.

▸ MODULE 18

Step 16 — 🎙️ Interview with specific examples

Bring 2–3 stories showing you solved hard problems, stayed calm under pressure, and went beyond expectations. Use their keywords (e.g., member support, healthcare, communication, organization, problem-solving) where relevant to the posting.

> **Reality of interviews**
> Interviews are brief snapshots; avoid 'volcano answers' that hint at unresolved issues. Read the job posting in detail so you address what the hiring manager actually wants.

▸ MODULE 19

Step 17 — ⏱️ Plan your time like a PM

Build a schedule management plan: define how you'll plan, develop, execute, and control your time. Define, sequence, and estimate activities; develop and control the schedule using

techniques like critical path or critical chain. Track with a simple Excel Gantt (stacked bar; label tasks; reverse order; adjust date axis). Learn key terms (lead, lag, rolling wave, analogous/parametric estimating, effort, duration).

> **Display correctly**
> In Excel Gantts, reverse task order and set a sensible minimum date or your timeline will render backward.

▸ MODULE 20

Step 18 — ✅ Quality, safety, and procurement (if leading crews)

Implement quality management using defined processes/specs. Use an audit team independent from the project manager. Resolve conflicts with approaches that best support project objectives (compromising, problem-solving, smoothing, accommodating). For procurement, evaluate/qualify suppliers and choose contract types (cost-plus, fixed price, time & material) appropriate to risk.

> **Stay objective**
> Project managers shouldn't audit their own quality management. Choose conflict resolution and contracts that protect the project outcome, not preferences.

▸ MODULE 21

Step 19 — 🌐 Build warm leads and social proof

Use your network: ask friends/family about businesses needing help; capture testimonials and case studies. Create simple, regular content—document, don't force creativity. Have a clean, navigable website and be active on a couple of platforms. Schedule LinkedIn posts from a

‘generated posts’ Sheet; sanitize text (replace newlines); auto-space posts by adding an hour to the last scheduled time.

> **Visibility**
> Most people see only the first ~100 characters of your profile/intro—front-load your best proof. Use multiple channels (LinkedIn, Instagram, Twitter/X, email) so messages are actually seen.

▸ MODULE 22

Step 20 — 💵 Prep your finances and constraints

Build a cash runway (3–12 months expenses, comfort-based). Audit your mindset, accountability, net worth, credit, and protection plan. Check role restrictions early (some companies hire only in certain states; some schedules require weekends/holidays).

> **Focus spend**
> Avoid cash flow issues from buying fancy gear/websites that don’t drive job outcomes. Many companies train you on their systems—emphasize learning speed and accuracy.

▸ MODULE 23

Step 21 — 🧰 Optional: Your own hiring pipeline

If you’re starting a small trade team, build a lightweight pipeline: a Typeform intake (required name, phone, email; link field for a Loom intro), ClickUp with custom fields that mirror the form (stage, assigned user, created date), and automations that fire webhooks when stage changes (interview one/two) to Make.com scenarios that email candidates with your calendar link. Map boolean fields (e.g., ‘sold high ticket’) via a Switch to ClickUp dropdown IDs. Optionally add calendar booking webhooks to auto-update stages or comments.

Keep it testable

Use a two-step Typeform pattern in Make.com—watch new responses, then list responses to retrieve mapped answers. It simplifies testing and maintenance.

▸ MODULE 24

Step 22 — 📚 Optional: Data skills for estimating & ops

Start with fundamentals: data collection/cleaning, EDA, visualization, statistics. Preprocess with min-max normalization or z-score (use median imputations for skewed data). Learn supervised learning (regression vs classification), common algorithms (linear/logistic regression, kNN, decision trees, random forest, SVM, XGBoost, CatBoost), feature engineering, cross-validation, regularization, hyperparameter tuning, ensembles, and evaluation (RMSE/MAE vs accuracy). Know semi-supervised basics; recognize reinforcement learning's complexity and sample needs. Use Python + pandas/numpy/matplotlib/seaborn to analyze bids or performance.

Scope it right

Unsupervised learning won't classify new examples; reinforcement learning is advanced and not needed here. Most learning happens on the job—apply these when they pay off.

▸ MODULE 25

Step 23 — 🛠️ Advanced automation (optional, power users)

If you're auto-building flows with an AI dev tool: install it; enable planning mode; create a new chat and describe your n8n workflow in plain English; install n8n skills from a GitHub repo; set an n8n API key (no expiration) and update local JSON paths; interrupt/resume AI agents as

needed. Keep shared context files for multiple AI tools; use multiple initialization files for IDE compatibility; commit changes to GitHub; end sessions with a script that summarizes progress and updates context files.

> **Security posture**
> Treat creative automations like code—use version control and clear privacy controls. Consider longer, memorable passwords (sentences/quotes). NIST allows memorized secrets up to 64+ characters.

▸ MODULE 26

Step 24 — 👨‍💼 Optional: Upwork self-applying agent

For contract work, build an AI agent that creates proposals fast. Expose a chat box where you paste a job post plus context. Use three subflows to generate application copy, a Google Doc proposal, and a Mermaid diagram of your approach. Configure the agent to auto-produce all three from one posting.

PROMPT — UPWORK APPLICATION WRITER

System prompt: You are a helpful intelligent Upwork application writer.

User prompt: Your task is to take as input an Upwork job description and return as output a customized proposal.

Template example: Hi, I do [thing] all the time. I'm so confident I'm the right fit for you that I just created a workflow diagram plus a demo of your {{job description}} in no code. [Link]

About me: I'm a relevant job description that has done cool relevant things of note, other cool tie-ins. Very neat. Happy to do this for you anytime, just respond to this proposal else I don't get a chat window. Thank you.

Rules and formatting: Output in JSON format with keys for each section, use new line delimited bullet points, avoid emojis and flowery language, use first-person language.

PROMPT — GOOGLE DOC PROPOSAL

```
You are a helpful intelligent proposal writer.
I'm an automation specialist applying to jobs on freelance platforms.
Your task is to take as input an Upwork job description and return as output
JavaScript object notation for a customized proposal which I'll upload to
Google Docs.

High performing proposals are typically templated as follows:
- Title of system
- Brief explanation of system
- Hi, as mentioned, I'm so confident I'm the right fit for this that I went
ahead and created a proposal for you including a step-by-step of how I do it.
- I've done the below many times and working with specific part of their
request is actually one of my favorite parts of automation.
- Here is how we'll build all of this stuff: left to right flow with arrows.
- A little bit about me: bullet points.

Rules:
- Write in a casual Spartan tone of voice.
- Don't use emojis or flowery language.
- If there's a name included somewhere in the Upwork job description, add it
for personalization.
- Return step-by-step bullet points.
- Delimit each bullet point with a backslash and include a hyphen.
- Prefer not to mention social proof that includes money and numbers in about
me bullet points.
- Use first-person language.
```

PROMPT — MERMAID DIAGRAM

Your task is to take as input an Upwork job description and return as output a Mermaid diagram that I can visualize using a subsequent Mermaid live editor.

Example output:
graph TD
A[Receive email from Facebook lead ads] --> B[Add to CRM]
B --> C[Send customized SMS]

Rules:
- Only output flowcharts, no sequence diagrams, no Gantt charts.
- Do not output any accessory formatting information like backticks.
- Your first character should be 'g' (for graph TD).

PROMPT — UPWORK CLOSE-OUT (IF FREELANCING)

Would you mind ending the contract and leaving an honest review of your experience? This would help me on Upwork a ton. If you're new to the process, I went and found a guide for you just in case. I can also walk through it myself. I'll leave you one, too, which will help freelancers choose who to work with and how your job ranks.

Would you mind closing the contract for now and leaving a written review? It tends to help me rank up a fair bit on Upwork's search feature, which gives me access to a bunch of new jobs. I'll happily work with you again anytime. You just have to send me a new offer and accept the contract. Let me know if you have any questions.

Hey, could you do me a favor and be the one to end our contract together? Most people leave their contracts open and don't realize they can close them. If a freelancer closes the contract, the client isn't prompted to leave a review immediately, and the likelihood of a review is much lower. If you close it, it says, 'Leave a written review for freelancer, optional,' making it much more likely they will leave one.

Edge

Competition quality on Upwork is often low; consistent optimization of proposals and assets can materially improve your hit rate.

▸ MODULE 27

Mistakes to avoid

🚫

AUTO-APPLYING VIA SCRAPERS

Avoid auto-applying on Indeed—risks ToS violations and poor reputation.

🧰

OVERLOADING YOUR AI NODE

Extract names/emails with a separate extractor; use structured JSON outputs.

⛔

NO INCOMPLETE EXECUTION LOGS

Without storing incomplete runs, you can't retry or use break modules well.

🔍

NOT READING THE POSTING

Failing to mirror the job description and prepare 'Tell me about yourself' hurts.

📜

CERTIFICATES OVER PROJECTS

Proof of real work beats a wall of certifications and education.

🕸️

DIY LINKEDIN SCRAPERS

LinkedIn anti-scraping is sophisticated—use marketplace actors instead.

📎

HEAVY ATTACHMENTS

Don't attach download-only portfolios; share simple links.

🗣️

MESSAGING ONLY ON LINKEDIN

Everyone does it; go to email and higher-level decision-makers.



PAST-FOCUSED RESUME

Write to the next role's needs, not just your history.



NO PROCESS WIREFRAME

Skipping a quick flow map wastes time in automation builds.



WRONG DRIVE FILE IDS

Use the correct nested file ID when creating/downloading Docs.



SPRAY-AND-PRAY

Sending many apps without the right niche skills yields few responses.

▸ MODULE 28

Salary Estimate

$24–$30/hr

Park Aid part-time customer support associate (source-reported/example-only)

$20–$22/hr

Seresti Health enrollment specialist inside sales (source-reported/example-only)

$50–$60/survey

Prolific survey work upper range (source-reported/example-only)

$1.5k–$2k/mo

Potential monthly retainer for voicemail AI service (source-reported/example-only)

▸ MODULE 29

Resources

RESOURCES



TryHackMe — Defensive Pathways Hands-on labs for security operations evidence ↗

Hack The Box	Labs and challenges for technical security skills
Mermaid Live Editor	Visualize Mermaid diagrams from your prompts
PMI — PMP Certification	Official PMP requirements and details
PMI — PMI-ACP Certification	Official Agile certification information
NIST SP 800-63B — Digital Identity Guidelines	Password and authenticator recommendations
ACSC Essential Eight	Australian baseline mitigation strategies
Australian Government ISM	Information Security Manual reference
ISO/IEC 27001 Information Security	International standard overview
OAIC — Privacy	Australian privacy obligations
APRA CPS 234 — Information Security	Financial services information security standard
Coursera — AI for Everyone	Intro course for AI literacy
Google — AI Professional Certificate	Structured learning path
Microsoft — Azure AI Engineer	Skills path in AI engineering

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THE JOBHACKI ARSENAL

What All-Access members get

All 7 JobHacki tools on one membership.

Hack your career.

AI Auto Apply

Swipe real jobs. We get each application ready; you check it and press submit.

Job Directory

Live jobs pulled straight from company hiring systems.

Resume Builder

A role-ready resume in minutes.

Resume Match

A 0-100 match score against live roles.

Interview Role Play

Free practice tests with an account; voice mock interview after the trial.

Playbook Directory

Step-by-step income and job playbooks.

Tool Directory

Tools, prompts, GitHub repos and GPTs, by category.

Create your free account

Get All-Access — see price and terms

See the community & what's inside

A free account opens the job hubs, playbook library, Tool Directory and Interview Role Play's practice tests.

Learn More →

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