

# 7 Ways to Make Money With Your IT Qualifications

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By Paul Browning

*[www.howtonetwork.com](http://www.howtonetwork.com)*



## Hello and thanks for reading my special report.

Let's get a few things out of the way first:

- ✓ I am not selling you anything here. I will mention my website in a bit and probably put in some photos of my books in etc but that is all.
- ✓ I have no special skills or talents. I was a C grade student and when I worked at Cisco TAC I was probably below average at best.
- ✓ I passed a few IT exams and used them to make on average \$220,000 per year working on average 2 days per week.

Now we have the credibility bit out of the way, I'd like to share a bit of my story with you.

### About Me

I joined the West Midlands Police force in the UK in 1988 aged 18. It was my dream to be a police officer and I enjoyed it immensely for the next 12 years. By 1999 I was getting tired of working night shifts and only having one weekend off per month. Not to mention the paperwork and politics.

I had always been interested in IT so scraped together the money to go on a PC engineers course known as the A+. I studied hard for the week and passed the exam a few weeks later.

I went onto pass the Network+ course and then began studying for some Microsoft exams. At the time, IT was the hottest market to be in and friends of mine were earning two or three times the money. I wanted some of that.

I passed my MCSE and then began to apply for jobs and in June 2000 I left the police for a helpdesk role. It was a huge cut in pay but I hoped that with some hard work I would rise up the ranks and make it into networking which was my dream.



As you can imagine, the helpdesk was an awful job. By the end of three weeks I had learned everything I was going to learn but I was basically stuck there on a years tenure until I could be considered for a role change. I was bottom of a list of 20 helpdesk engineers waiting to be moved.

I was living over 100 miles from my family and desperate to get back to them. I was desperately broke due to my low salary and having to pay rental costs as well as the mortgage on my home.

This drove me to study hard and after about two months and one failed attempt I passed my Cisco CCNA exam. I applied for a job at Cisco TAC which was via an advert on a recruitment website. After two interviews I made a start on Cisco TAC.

You may already be aware that much of Cisco's support is done via outsourced companies and so I was working for one of these companies.

The job was okay but my boss was an idiot. He came into work late most days smelling of beer saying he had been working from home (yeah right). When he sat down he played loudly on computer games and howled with laughter.

I gritted my teeth. I was on the better money but still in huge debt. I studied like a lunatic and passed my Cisco CCNP exams.

### **Leaving my Job**

About two years into the job we were all told that Cisco was moving the support out to India and Mexico where they could get cheap labor. We were out of a job in three months time. Panic set in.

I began looking for other roles but the IT market had died and there were very few out there. Most wanted you to be an expert in everything and to work for peanuts.

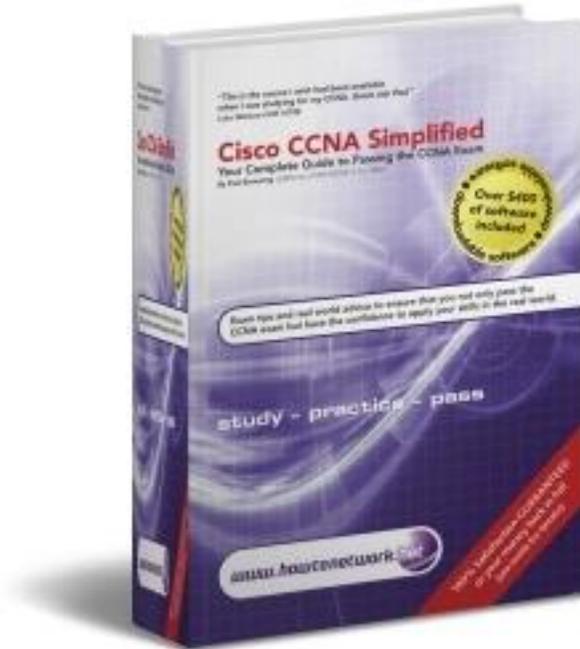
It was then that I had an idea. I thought that maybe I could go and teach for the company who had taught me the PC assembly course. He didn't really offer any networking courses and he had a spare classroom in his offices.

I wrote him an e-mail and got a response back almost immediately. He was up for it and willing to advertise the course.

Panic set in because I had no notes and had never taught IT before really. I frantically began to write some course materials so I could teach the CCNA week-long course he had advertised.

The notes finally turned into a book which you may have heard of – Cisco CCNA Simplified.

The book has actually been turned into a fully interactive online training course at <https://www.howtonetwork.com/> and I'm sure you've heard of that site if you are reading this e-book.



The first course went really well. It was followed by another and then another and a few more. They made enough money for me to support myself as I established my first company – Networks Inc. Ltd which offered Cisco training and consulting.

The one thing you know after running your own business is that you never want to go back to a regular job again. It is a very hard job being a company owner but it gave me the freedom of choice I wanted.

I sold Networks Inc. Ltd in November 2008 to a good friend who is a CCIE. They now offer many more courses which I didn't have the time or inclination to.

## On Money

There are several reasons for wanting to pass IT exams:

- ✓ Personal satisfaction
- ✓ Needed for your job
- ✓ To protect oneself from redundancy
- ✓ Make a career change

- ✓ Gain prestige
- ✓ Go contracting
- ✓ And make more money...

They are all good reasons of course. But the point of this short book is to suggest some ways to use your certifications to make money. I have to be honest, I love making money. It buys me back the time I need to spend with my family, it pays for my car, house, holidays, daily Starbucks. The list is endless in fact. I haven't yet run out of things I've found money to be useful for.

Perhaps you can think of a few things now that you would do with more money:

Things I'd do if I had more money:

- 1.
- 2.
- 3.
- 4.
- 5.
- 6.

Things I'd buy if I had more money:

- 1.
- 2.
- 3.

- 4.
- 5.
- 6.

It doesn't have to be anything to do with greed, just lifestyle. You can also spend money at your church or charity or give it to others if you wish.

## **7 Ways**

So, without further ado I will cover seven ways you can use your qualifications to make more money. I've used all of them to pull over a million dollars in extra income over the last few years. Of course, nothing worth anything in life comes easy. You have to be prepared to put the hard work in and you have to wait for the results to appear. The farmer doesn't sow his seed and come to the field the next day to inspect his crop.

### **1. Ask for a raise.**

If you are already in an IT position then the minute you pass your exam you should be asking for a raise. If you are too scared to do that then you will end up broke. Tell your family why you can't afford the holiday this year while you are at it.

Write a list of reasons why you are not more valuable to your company. What more do they get out of you, how can you protect, upgrade, enhance their network. Can you get jobs done faster or do the work of more than one person now. Can you be available on a call out rota now?

I used this very tactic to jump to an extra \$9,000 in yearly salary.

### **2. Move to another company.**

If you can't get a raise then you need a fallback position. If they say 'no' then you should already have offers from other companies. Don't listen to any of that crap about there being no jobs. Show me a company with a router and I will show you a company which needs somebody to take care of it.

If you are not in IT already then get applying. You need to approach every company in a 10-20 mile radius. Get your resume in order and get to work. I don't have space here

to teach you how to make yourself look presentable and have a resume which gets read but find out how to do it and do it.

### **3. Go freelancing.**

I said previously that every company with a router needs help looking after it. I have found a few companies who buy equipment and need somebody to set it up and maintain it. Even if it is only one day per month. Read the out of print book 'From Serf to Surfer' for more information about contracting.

I put out the word that I could do Cisco support and quickly had a customer who needed one installing and to get working with their ISP. This led to helping to get their equipment working in China, India, USA etc. I didn't travel to those countries by the way, I just talked a remote office guy through what to do. That paid \$2500 per day.

### **4. Get a contract.**

There are always contracts going for engineers needed to swap out routers or to cover long-term sickness or maternity leave. They are often needed urgently so keep an eye out for IT contracting websites such as [www.jobserve.com](http://www.jobserve.com)

### **5. Teach.**

Yes, you heard me right. We all have to start somewhere. The first time I taught a Cisco course I was shaking in my boots. By the third time I looked like a pro. Once you have passed your exam, as far as Cisco are concerned, you are good enough to do the job and show others.

Find training companies who don't offer Cisco. Find companies with an IT team who need training. There are plenty of books out there you can use for theory and labs (hint, hint).

I told you earlier how I got into IT training. It literally just took sending an e-mail. 15 other companies turned me down but one said yes.

## **6. Start a company.**

There is no requirement for you to be more than one person to start your own company. Make sure you get professional advice first as to which format to trade in. I found an accountant and got incorporated. I opened a business bank account, got some cards printed and off I went.

You can learn pretty much anything by surfing the web, reading books and asking others who have done it. I learned how to grow my own IT company one day at a time. I made money some months and lost money for others. I grew it while I was still working full time but quickly made the jump into being a full-time company owner.

## **7. Write a book.**

If you didn't think I was crazy before you will now. When I wrote Cisco CCNA Simplified I was sitting on a support desk. Nobody had heard of me and I never conceived I would be running an international online Cisco training company.

Your book doesn't have to be a 500 page manual with technical drawings. It can be a short e-book (like this one). My Subnetting Secrets e-books have made over \$25,000. I wrote it after I worked out a simple way to subnet. You can see what I did and how easy it is at [www.subnetting-secrets.com](http://www.subnetting-secrets.com)

Writing a book qualifies you as an expert instantly. You need only have written it and not even sold a copy but you will see be regarded as an expert. Imagine how my potential clients felt when I turned up at a meeting with them and gave them a copy of my Cisco CCNA book!

### **The Beginning?**

I have learned the difference between successful people and unsuccessful. The successful ones take action. It can be the wrong action or only half right but they keep taking action until they get what they want. They set goals and work towards them even though they have the same day-to-day challenges we all face.

I hope you enjoyed this short book and I hope most of all that you take action.

Howtonetwork.com

[www.howtonetwork.com](http://www.howtonetwork.com) is an online IT training website. We offer unlimited streaming videos, exams and a live Cisco rack for you to use.

I hope to see you on the site.

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