VIRTUAL CAREERS

Earn Dollars At Home
Eliminate Daily Stress
Embrace Your Family More

JOMAR HILARIO

Foreword by Bo Sanchez
Special Chapter by John Jonas
If Only You Had a Life Like This!

Give the world the best that you have, and the best will come back to you.”
– Madeline Bridges

She just finished visiting her nth online forum.

She closes her laptop and sees the glistening white sands and blue waters of Puerto Galera in front of her. She’s a long way from home. She has been traveling south from Ilocos to her ultimate goal of eventually reaching Mindanao.

How does she fund this vacation?
Is she rich? Is this an extended vacation from work?
It’s none of the above.

In fact, she just finished working. The soft click of the laptop lid just reminded her to turn off “work mode” and check out the two pizza joints on either end of the beach.

Fun mode again.

Sweet just came from the call center world. She used to be a supervisor over much older staff.

She endangered her life by going to work at 11 p.m. or 1 a.m. She would tell herself, “I do this for the money? This is too much risk!”

So after watching a short video of an online professional’s life, her eyes lit up. She quit work and self-studied to start her virtual career.
Now she’s always at home. She’s earning but at the same time able to care for her father, and even comb his hair, because he’s forgotten how to do it after he had a stroke.

Joseph is a corporate marketing guy. He has three jobs: with a local corporation distributing high-end kitchen products, a publishing company handling events, and a gaming company as a marketing and media liaison. (Whew!)

But his heart is in entrepreneurship. The problem is, he has no time to start his own business due to time constraints. He came across Jomar’s Virtual Careers seminar and also attended the hands-on workshop and decided to follow through by applying for online jobs.

He now enjoys working from home and doesn’t miss the commute. He also now has time to think about the business he wants.

Shawi, Sweet and Joseph have all started a Virtual Career (VC). “Virtual” because they work from the Internet — no location transfer or commute necessary. So most of them do it at home or in Internet cafes.

In their virtual career, they assist clients, mostly foreigners, with online or computer-related tasks.

Some are assigned to do promotion, Facebook marketing, writing, graphics, checking, testing, talking to people via Twitter, etc.

“So Jomar, when you have a virtual career, are you a freelancer?” Yes, you can call it that. But I suggest you don’t.

The word “freelancer” has reputation for getting jobs on a “project basis.” This means “no project” = “no income.” They live in a hungry-wealthy-hungry cycle that we want to avoid.

Freelancers are also the butt of the joke, that they give their services for free because of their name. It’s not funny.

The virtual career, in my definition, looks for a more stable monthly income. It’s the very same thing enjoyed by employees — without the traffic and politics.
So having a virtual career is the best of three worlds: You have security of tenure, the freedom to work anywhere you are, and the freedom to select your own clients.

Marvin, father of two, another virtual professional, is called the Director for Regional Operations in the Singapore-based company that hired him. And yes, his pay is as nice-sounding as his job title.

Once, he was dressing up for an online interview when his son saw him.

Son: Dad, where are you going?
Marvin: Job interview...
Son: Where?
Marvin: In the spare bedroom!
Wouldn’t you like to have a life like that?
Chapter 1

If Virtual Careers Are in the News, Then It Must Be True

“It always seems impossible until it’s done.”
– Nelson Mandela

“Will you look back on life and say, ‘I wish I had,’ or ‘I’m glad I did’?”
– Zig Ziglar

JOHNNY, HOW COME I DON’T HEAR ABOUT THIS VIRTUAL CAREER THING IN THE NEWS? IS THIS NEW? I get asked this question often.

The stories peppered throughout this book happened in the last seven years. The only virtual assistant I’ve personally met who’s been working online for more than that is Noemi, a mother of two, who has been at it since 2006.

It was only in February 2013 that big news outlets like Wall Street Journal and CBS featured virtual assistants. It is a growing industry.

Since 2007, I also used the name “virtual assistant” (VA) to describe someone earning online working monthly for a client. However, with the invention of smartphone virtual assistants Siri and Cortana, it’s been confusing to use virtual assistants to describe people.

Some proud moms also look down on the word “assistant.”

So starting May 2015, I started using “virtual professionals” (VP) instead of “virtual assistants” (VA) to identify people who are
working online with regular monthly income but are not employees going to an office. You will encounter this name change in this book.

My bold prediction: In 2025, the virtual careers industry in the Philippines will rival that of the Overseas Filipino Professionals in the amount of foreign money it will bring into the country. Mark my words.

Not only will it help the economy; it will also strengthen family ties. Everybody's at home to pursue the things they love — together with their loved ones. After all, life is not just about work.

Maybe then you will hear about it in the local news. But it's happening right under your nose and I have been teaching people how to start a virtual career for years now.

Would you like to know what these people know that you don't so you can stop suffering in silence?

That's what this book is for.

In these pages you'll learn:

• Why most people trying to get a virtual job do it all wrong by using their background in “traditional employment” or using traditional recruitment tips.

• Why you shouldn't be looking for an encoding job because “wala ka naman alam masyado sa computers.” (You don’t know much about computers.)

• Why non-techies can get a job online — even if all they are familiar with is Facebook.

• How you can avoid the many scams that pretend to be work-from-home opportunities but they're not.

Plus a whole lot more!

In this book, I’ve distilled most of the lessons I gave in my How to Work from Home as a Virtual Assistant Seminar in 2013. That seminar alone has been responsible for most of the success stories I wrote about here.

But this book contains more than that seminar, so let’s begin transforming your mind, income and life.
Why Are You Even Holding This Book in the First Place?

“One never knows what each day is going to bring. The important thing is to be open and ready for it.”

– Henry Moore

You’re holding this book because of how I met Bro. Bo Sanchez and what we did together.

Ten years after “doing corporate work” in Information Technology – I graduated with a degree in Computer Science – I got restless. So I looked for things to do to earn more money. Then, I would send 90 percent of my earnings to Laguna to support my parents and 12 siblings.

I got involved in multilevel marketing (MLM) for a year. The name of the company starts with an F ends with a G. We trained every evening, always ending at midnight or past that, just to learn how to sell.

I didn’t know it at first but this was great training for what was to come.

Everyone in our MLM group had read Rich Dad, Poor Dad by Robert Kiyosaki, so I joined the bandwagon.

The book didn’t make much sense to me until I stood in front of a TV station and called a friend from Lingkod ng Panginoon (a Catholic community) who might be working inside with beauty queen and TV host Miriam “Am” Quiambao. I thought, I might get a free pass to watch a show.

Instead, she asked me, “What are you doing now?” I said, “I’m reading Rich Dad, Poor Dad.”

After hearing that, she was excited to invite me to my first Cashflow game. Cashflow is similar to Monopoly. The big difference is that the cashflow board game costs Php15,000 — so being invited into a Cashflow game was a privilege.

As it turns out, it wasn’t just a single game. It was a series of weekly games held in Makati. Playing Cashflow in that group were Bo Sanchez, Larry Gamboa, my friend Am and a lot of entrepreneurs.
The goal was to imitate and prove that the “Rich Dad” way of buying properties worked in the Philippines.
That was the turning point in my life.
We played and helped people to play. During weekends, all of us would hunt down naremata or foreclosed properties for months on end.
I hope you didn’t skip over that part where I said we helped people play the game. I was an employee and I was teaching people how to master a game of money and investments.
Enter the Jeopardy question: What is irony?
The next part is predictable.
Or is it?
Someone announced in the group that Rich Dad, Poor Dad author Robert Kiyosaki was coming to Singapore.
“What wants to attend his three-day seminar?” they asked.
Everybody wanted to attend, but in the end only four of us went. It cost P60,000 per seat. Being a “Makati boy,” I knew I was all porma (nice get-up) but I didn’t have any cash, except maybe P5,000 savings after working for over 10 years. We were issued respectable gusot-mayaman (creased but expensive-looking) barong (polo shirt), but three days before payday, I’d usually run out of cash.
Thankfully, I had an unused gold credit card that I got as a favor from our company’s ex-president. So I swiped it to register at Success Resources, the event organizer.
Singapore was great! It was my first time to go to Sentosa and experience the Night Safari.
Robert Kiyosaki, on the contrary, turned out to be a strict speaker and organizer. He was an ex-military and he behaved like it. If you read his books, you wouldn’t know this. I was surprised as well.
In the end, I decided to stop dabbling into real estate stuff and just go into the stock market. Why? Because Robert’s stock mentor, who also spoke in the event, helped me understand stock trading better than real estate.
I day-traded for a few months after that. Day-what? Day trading is when you buy stocks and sell them in the same day or a few days after.

Day trading is a dangerous move for first timers, but a good move when you’re willing to play (read: say good-bye to) your capital just to understand how the stock market plays tricks with your emotions.

You might want to read that last sentence because that’s the secret to mastering the stock market.

REAL STORY

The Big Why

By Denise F.

Program Manager, Full-time Mother

“Crying is all right in its way while it lasts. But you have to stop sooner or later, and then you still have to decide what to do.” (C.S. Lewis, The Silver Chair)

I’m Denise F., a single mother working a virtual career. Here’s why I decided to work from home:

I became a mom when I was just 18 years old. As expected, my parents were disappointed but chose to support us both. As a naive teenager, I refused the comfortable life my parents offered and left home to be with the father of my child.

The first few months were fine. I gave birth to a healthy 6.8-pound baby boy. I wanted to breastfeed my baby. However, I was not producing any milk.

We also found out that our baby needed hypoallergenic milk, which was more expensive than the usual. This didn’t help our financial struggle.
Then it happened. We ran out of hypoallergenic milk and we had no money to buy 700 grams of milk worth P1,000. As a mom, I was anxious. Then, the father of my child said, “Yung gatas na lang ng pinsan niya.” (Let’s just give him his cousin’s milk.) It was a regular, non-hypoallergenic milk. It felt like my face slammed onto a brick wall. I burst into tears with only one thing in mind: I needed to do something!

I didn’t want to ask help from my parents, although that was the first thing I did.

I knew I had to help myself. I had to get back on my feet because I wasn’t just caring for myself this time. I had to think of two persons now: my son and myself.

It wasn’t easy considering that things were not working out well between me and my child’s dad. But I made it happen. I decided to make it happen.

I went back home to my parents’ open arms and told my mom that I want to take responsibility, but I would need their help.

On May 2011, I attended Jomar Hilario’s “How to Work sa Bahay” (at Home) Seminar and did everything he told us to do. I worked on my virtual assistant (VA) assignment with a goal in mind that soon I’ll be able to earn from home while taking care of my child. When I finished creating my assignment, I submitted it to Jomar’s team for checking. July 11 of the same year, I landed my first online work, which I am still doing.

Now, I am able to provide everything my children needs – plus a couple of one-on-one ice cream dates.

Thank you, Jomar!
Want More?
Select One for Your Further Education:

1. Experience this book in video or audio form in a recorded seminar: filipinova.com or jhilario.com/datewithfreedom

2. Connect with Jomar on Facebook. Search for Jomar Hilario. (There are multiple accounts. If the photo isn’t a teenager, that’ll be me.)

3. Email Jomar at jomar.hilario@gmail.com, Jomar will answer.

4. Entrepreneurs, want to know how to hire and manage a virtual staff? Join Jomar’s Marketing Success Formula: msformula.com

5. Virtual Professionals! Upgrade your skills in the Instant Virtual Skills: jhilario.com/marvellousivs

6. You don’t like it. After reading this book, you’ve decided you do not want to work for anyone else. However, you want to extract wealth online and hire virtual professionals in the future. Congratulations! Consider joining Jomar’s Online Mentoring Club: jhilario.com/onlinementoring3.

7. Jomar answers your questions — regularly on video and audio in these iTunes Podcasts:
   Video podcast: jhilario.com/getjomarsvideolessons
   Audio podcast: jhilario.com/getjomarsaudiolessons
   Or go here to watch them all online: podcast.jomarhilario.com

   If you’re in the USA, and you have Internet on your car, you can also access my Stitcher podcast: podcast.jomarhilario.com
8. Jomar teaches people about everything here and more in his weekly online show on Mondays 9 p.m., Manila Time (with free replays): Register at freewebinaraccess.com. Join us and tell us, “I’m here because of the book!”

9. Watch the free massive collection of one-hour video tutorials and interview videos in youtube.com/c/jomarhilariovirtualcareers

10. Read brand new life stories in my official site: jomarhilario.com
About the Author

Jomar Hilario is the Internet marketing and virtual professional training guru of the Philippines.

Many OFWS, single parents and stressed-out employees have thanked Jomar for opening their eyes on how to get a monthly income online.

Small and medium entrepreneurs have thanked him for his easy-to-understand online instructions that yielded up to 95 percent increase in sales, in one case.

Because of this, Jomar is known to be the Tim Ferriss (The 4-Hour Work Week author) of the Philippines.

Jomar is the founder of the Virtual Careers Summit and How to Work from Home as a Virtual Assistant Seminar. He also has several online coaching clubs: The Online Mentoring Club and the Instant Virtual Skills Club.

His entrepreneur-only club, the Marketing Success Formula, is the venue to hire well-trained virtual professionals and learn from Jomar directly.

Jomar stays ahead of the times by studying strategic thinking of billionaires and big thinkers.

He lives in Manila, Philippines but spends a lot of time visiting other places with his family.

Visit his blog at jomarhilario.com.