

INDEX

Professional	3-4
Management/Administration	4-6
Hospitality Vacancies	6
Sales & Marketing	7
Beauty & Wellbeing	7
Medical & Health Services	8-9
Apprenticeships	9
Mining & Engineering	9-11
Trades & Technical	11-13
Education Vacancies	14-15
Part-time / Casual	15
Positions Wanted	15
Employment Services	15
General Vacancies	16-19
Training Courses	20

DEADLINES

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 Monday edition
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 Wednesday edition
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pay rise - part III



ask kate
 editor of careerone.com.au

You've made a well-reasoned business case so what's the verdict?
 If you get a flat no, then I would use a line from the new book *How to get a pay rise* (Hardie Grant Books) and say okay, thanks. Once out of the meeting, start your job search in earnest. If you hear "Love to but the company is having financial issues" then ask your manager for another pay review within three months —

don't wait a year. Also, job search as it sounds like your company is in trouble.
 If you love your job and your manager agrees you've done a good job but the pay rise is tiny then put some non-salary rewards on the table. Rewards include internal or external training or representing your team on a company-wide project — both build your resume.
 Money for training comes from a different budget to salaries but you need to explain how the training will benefit your employer. Other items might include a better seat in the office, flexible work conditions, home access to the office system or better equipment or tools. Good luck.

journey of the body and mind

TRUE PURPOSE

Allison Dearing turned her love for yoga into a fulfilling career

By FRANCINE PULLMAN

ALLISON Dearing's career story pays homage to the often told truth: from great adversity comes great opportunity — if only you can see it.
 Once a practicing accountant, Allison is now a yoga teacher in her own business, Live and Breathe Yoga, and loving every moment of it.
 As a young JCU accounting student, Allison survived a high speed car accident that should have claimed her life — instead it showed her another way.
 After bouncing out the window at impact, Allison sustained injuries that took years to overcome. Even as she began working as a practising accountant, she sought constant relief from the back pain that plagued her.
 "I graduated from James Cook University with a Bachelor of Commerce and I started working as an accountant in 1998," she said.
 "I finished my professional exams in 2001 and I have been working in tax and management accounting in private practice and the media industry for the past 12 years — the last seven of which I have been living and working in Scotland.
 "I started practising yoga about 10 years ago and fell in love with it instantly. I had tried all kinds of alternative therapy but nothing I

had ever done before made me feel as good as yoga did."
 It also helped heal her body from pain and dysfunction caused by the accident and exacerbated by long office hours spent hunched over a computer.
 "I dabbled in a few classes and with different teachers while I travelled in Europe, but I kept coming back to Ashtanga yoga," she said.
 "In 2006, I found an amazing studio in Glasgow, went to a class, applied to enter the teacher training program and got accepted, all within three days. It was a total whirlwind but I can honestly say it was the best thing I've ever done."
 In 2006 Allison completed a 12-month/200-hour Yoga Alliance internationally-accredited teacher training program with the Chi Yoga School in Glasgow, Scotland.
 "It was an intensive training program that involved both practical and theory assignments. There was also a lot of personal development in the course and we had the opportunity to be exposed to many different topics," she said.
 Upon returning to North Queensland a few years ago, Allison continued working as an accountant but despite the excellent pay, the career no longer matched her personal ethos. These



days her life is very different from the days in the office.
 "I get up around 5am to meditate and practice yoga for about an hour and a half to two hours. If I have an early morning class I will teach that first, and then I will practice afterwards," she said. "During the day I deal with bookings and enquiries about classes, and work on my website and marketing."
 But of course starting your own yoga business is no walk in the park. Apart from reaching and

maintaining certified instructor level, Allison is required to be organised, focussed, become a good business manager, excellent people communicator and above all, master the art of marketing and promotion.
 "Working for myself can be really challenging and exhilarating, but incredibly stressful at times too," she said. "One great benefit of practising yoga is that it helps me to recognise and control stress, so I'm very lucky that way."

INTERVIEW TIP

Don't say anything negative about your previous employers.

This is a basic "no, no" as the interviewing employer or recruiter will more often than not identify with your past employer and imagine that one day it could be them you are criticising.

FIND MORE GREAT TIPS AT

