

Give Me 9 Minutes and I'll Help You Get a \$90,000 Job

If you've been working hard... but still feel stuck — this video is for you.

Because making \$90,000 a year isn't about grinding 12 hours a day or juggling side hustles on 3 hours of sleep.

It's about leverage.

And in the next 9 minutes, I'll show you the exact 3-step path that helped me — and thousands of others — skip the burnout, land jobs paying \$70K, \$80K, even \$90K+, and actually get our time back.

No degree. No connections. No experience needed.

If you're ambitious but tired of the “just work harder” advice — stay with me.

This isn't about doing more.

It's about doing what works.

STEP 1: Choose a Job with Built-in Leverage

The first step to making \$90K — without spending years in school or grinding through dead-end jobs — is simple:

Choose a job with built-in leverage.

In plain terms?

Pick a job that pays more because fewer people want to do it, know about it, or are qualified to do it.

Here's what most people do — maybe even what you're doing right now.

They pick careers based on what sounds cool.

Marketing. Fashion. Sports management. Music business. Maybe they get a general “business” degree.

The problem?

All those industries are overcrowded. Everyone wants in. So even entry-level roles are ultra-competitive, and salaries stay low.

In fact, a 2022 report by Georgetown University showed that the median salary for psychology grads was just \$47,000 — and that's *after* four years of college.

Source: [Georgetown CEW – “The College Payoff”](#)

Meanwhile, people in “boring” sounding jobs — like RevOps, cybersecurity, or tech sales — are making \$70K, \$80K, even \$90K+ without a degree.

Why?

Because employers are desperate to fill those roles. And when demand is high and supply is low, companies change the rules.

They:

- Drop degree requirements
- Offer paid training
- Make jobs fully remote
- And raise salaries just to get someone in the door

That's leverage.

Here's a real-world example:

The U.S. Bureau of Labor Statistics projects 314,000 new cybersecurity jobs between now and 2032, with a median salary of \$112,000/year.

Source: [U.S. BLS – “Information Security Analysts”](#)

And according to a 2023 report by Gartner, tech sales roles are growing faster than the talent pipeline, pushing companies to hire self-taught reps and offer on-the-job training.

Source: [Gartner – “Top Trends in Sales Talent Hiring 2023”](#)

Let's look at a few more “high-leverage” careers that don't require college:

- **Technology Sales:** Great for outgoing people, no degree required. Entry-level salaries start at \$55K–\$65K, with six figures in reach within 1–2 years.
Source: [Built In – Tech Sales Salary Guide](#)
- **Construction Project Management:** Aging infrastructure and labor shortages are driving demand. Entry-level roles start at \$60K–\$70K.
Source: [U.S. BLS – “Construction Managers”](#)
- **RevOps (Revenue Operations):** A rising field in fast-growing companies. Entry salaries often begin around \$65K+, with a strong promotion path.
Source: [Pavilion – “RevOps Job Market & Salary Report”](#)
- **Bookkeeping & Accounting Support:** In-demand for remote teams and small businesses. You can break in with online training and make a strong income.
Source: [U.S. BLS – “Bookkeeping and Accounting Clerks”](#)

Even skilled trades — like plumbing, HVAC, and electrical — are wide open right now. With older workers retiring and fewer people entering the trades, companies are offering apprenticeships that pay you to learn, with many workers crossing the six-figure mark in just a few years.

Source: [Angi – “Skilled Trades Shortage 2023”](#)

So if you want to make \$90K — stop asking, “*What sounds cool?*”

Start asking, “*What roles are starving for talent?*”

Because that’s where the money hides.

And when you pick the *right lane*, everything else gets easier.

Even if you’re starting from zero — no degree, no connections — high-demand roles give you something most people never get:

Leverage.

And that’s the difference between spending years struggling to get ahead...

or skipping the line and getting paid what you're worth — fast.

STEP 2: Learn What Actually Gets You Hired

Now that you've chosen a high-leverage career, the next step is to learn the skills that actually get you hired.

Let's get one thing straight:

Employers don't care about degrees. They care about outcomes.

And unless the job legally requires a license (like a doctor or lawyer), no company is hiring you because you sat in a classroom — they're hiring you to solve problems, hit KPIs, and get results.

This is where college fails most people.

Colleges teach general education — broad theories, outdated textbooks, and lectures that rarely align with what companies are actually hiring for.

That's not just an opinion — a 2023 study by the Burning Glass Institute found that over 46% of college graduates are working in jobs that *don't require* a degree at all.

Source: [Burning Glass Institute – “The Permanent Detour” Report](#)

And even among those who land “degree-required” roles, only 27% of employers believe college adequately prepares graduates for the workforce.

Source: [Gallup x Lumina Foundation – “2023 Education for Work” Report](#)

So what do employers *actually* want?

They want to hire someone who can do the job — today.

That's why the best shortcut is this:

Let job descriptions become your curriculum.

Here's how it works:

1. Go to job boards like LinkedIn, Indeed, or Glassdoor
2. Search for 20+ job postings for the specific entry-level role you're targeting (e.g. “Sales Development Representative” or “Construction Coordinator”)
3. Create a spreadsheet
4. List every tool, skill, or qualification that shows up again and again

5. Highlight the most repeated ones — that's your real education path

This process gives you a custom-built learning plan, tailored directly to the roles you want — and it works.

For example, let's say you're aiming for tech sales.

Most SDR job listings will mention:

- CRM tools like Salesforce or HubSpot
- Cold emailing
- Phone outreach / objection handling
- Pipeline management
- Basic business communication

No college degree is teaching that.

But you can learn every one of those skills in under 30 days using online tools — like:

- YouTube tutorials
- Online courses (Udemy, Coursera, CourseCareers)
- Practice projects
- LinkedIn Learning
- Or by shadowing a mentor already in the role

In fact, a 2023 report by Coursera showed that learners with industry certifications and project-based learning portfolios had 72% higher interview callback rates than college-only applicants — especially in fields like tech, marketing, and sales.

[Source: Coursera Industry Skills Report 2023](#)

And if you're wondering, “*But won't employers still ask for a degree?*” — yes, some will.

But here's the trick:

If a job listing has 10 bullet points and one of them says “degree preferred”...

And you match the other 9 (actual skills, tools, results)?

You’re getting the interview.

Especially now, as more companies quietly drop degree requirements.

A 2023 analysis by the Harvard Business Review found that over 50% of middle-skill jobs and 30% of high-skill jobs have removed degree requirements since 2017.

[Source: HBR – “Degree Inflation Is Dropping”](#)

Translation?

Your ability to do the job matters more than the diploma on your wall.

So instead of chasing credentials, do this:

- Learn the skills
- Practice them through projects or simulations
- Showcase your knowledge on a résumé and LinkedIn profile
- And speak confidently in interviews about the tools you’ve already used

Want to make it even easier?

Programs like **CourseCareers** are built on this exact model — aligning their curriculum directly with employer needs, so you skip the guesswork and go straight to what gets you hired.

You don’t need four years.

You don’t need \$100K in debt.

You need the right skills — and a plan to prove them.

And that’s how you bypass the gatekeepers, skip the “experience required” trap, and become the most qualified candidate — even if you’re just starting out.

STEP 3: Get Paid to Learn & Stack Leverage

Now that you’ve chosen a high-leverage role and learned the exact skills employers want, the third step is where everything starts to compound:

Get paid to learn — and use that momentum to build leverage.

This is the part most people miss. They think the goal is to “just get a job,” but the real opportunity is using your first job as a springboard — not a finish line.

Here’s why this matters:

Your first role isn’t just a paycheck — it’s an education with a salary attached. When you choose the right job, you’re not only earning money... you’re building high-value skills, experience, and connections on someone else’s dime.

Think about the contrast.

Most people go to college, spend 4 years learning generalized material, then graduate with debt and no experience.

But when you skip that and take an in-demand job early on, you’re:

- Learning real-world tools and workflows
- Getting coached by industry professionals
- Building a portfolio of results
- Growing a network of managers, mentors, and future opportunities

That’s why a 2023 report by Strada Education Foundation found that individuals who started working earlier in high-demand fields saw faster wage growth and stronger long-term earnings than college grads in low-demand fields.

Source: [Strada – “The Role of Experience in Career Outcomes”](#)

Let’s take a real example:

Say you land a tech sales job at \$55,000 per year.

Within 12 months, you’ve learned how to:

- Use CRMs like Salesforce
- Conduct discovery calls and demos
- Hit revenue targets

- Communicate across departments
- Manage client relationships

At that point, you're already more experienced than 90% of new grads — and employers know it.

What happens next?

- You get promoted
- Recruiters start reaching out
- Or you use your skills to pivot into a higher-paying role, freelance work, or even launch your own business

In fact, internal data from CourseCareers shows that many of their students who land entry-level tech sales roles at \$50K–\$60K get promoted within 12–18 months to roles paying \$80K–\$90K+. And they do it without a degree, simply by proving themselves on the job.

[Source: CourseCareers Graduate Outcomes](#)

This “get paid to learn” approach also sets you up to do something most people never consider: Stack your leverage.

Let's break down what that means:

- **Skill leverage:** Every new tool or process you master makes you more valuable. You're not just clocking in — you're building currency.
- **Experience leverage:** Employers trust candidates with a track record. One year of solid experience can beat a degree in the hiring process.
- **Network leverage:** Relationships with mentors, managers, and coworkers open up future jobs, referrals, and freelance opportunities.
- **Income leverage:** As you increase your value, you can negotiate higher salaries, take better offers, or go independent.

A study from LinkedIn's Economic Graph team found that workers who make a strong career move within the first 12–24 months of their entry-level job see 2x faster salary growth over the next five years compared to those who stay stagnant.

[Source: LinkedIn Economic Graph – “Career Pathways Report 2023”](#)

That's why your first job matters so much. If you pick the right one, it becomes a launchpad.

And there's one more piece most people overlook:

The entrepreneurial path.

Once you've spent time learning a skill on the job — whether it's sales, digital marketing, project management, or even a trade — you now own that skill. And with ownership comes freedom.

Nothing is stopping you from offering that service on your own terms.

- A digital marketer can take on freelance clients
- A bookkeeper can start their own remote practice
- A sales rep can sell services or even launch a product-based business
- A construction coordinator can move into independent project management or start their own contracting company

In each of these cases, the job wasn't the end goal. It was the training ground.

In fact, Forbes recently highlighted how employees with specialized career experience are now driving a surge in solopreneurship, using their skills to start lean, profitable businesses — often hitting six figures within 1–2 years of going solo.

[Source: Forbes – “Why We're entering the Era of Solopreneur”](#)

So whether you want to climb the corporate ladder or build your own path, the result is the same:

You got paid to learn.

You built leverage.

And now, you control your income.

Compare that to the average college grad still paying off loans and hoping their degree “pays off someday.”

This is why we call it the **Anti-Hustle Path** — not because there’s no effort, but because the effort compounds. Every step builds on the last.

So if you’re still with me, and you’re wondering what to actually do next...

Let’s close this out.

FINAL STEP: Bring It All Together

If you’ve made it this far, you already know more than most people ever will.

You don’t need a degree.

You don’t need connections.

You need a better game plan.

Here it is:

- Pick a high-demand job
- Learn the real skills employers want
- Get paid to learn and stack your leverage

That’s how people go from stuck... to \$90K careers... in less than 2 years.

If you want help following this path, that’s exactly why I built CourseCareers.

We’ve already helped thousands of people break in — without college, debt, or experience.

You can check out our free intro courses to see which career fits you best.

Link’s below.

No more guesswork.

You’ve got the blueprint.

Now it’s on you.

I’ll see you in the next one.