

Time to Reflect

Name:

Date:

Career:

Describe this career and briefly summarize your key takeaways.

Identify a classmate who you feel would excel in this profession. Explain what positive qualities they possess that would make them a great candidate for this career.

What aspects of this career would you enjoy?

Which parts of this profession would utilize your strengths and innate abilities?

What greater purpose do people in this occupation serve?

Do you feel that you could reach your financial goals working in this job? Why or why not?

Argue why this occupation could be replaced by AI or why it could not.

Visualize yourself in this career. What are you wearing? Who are you talking to? What does your environment look like? What are you doing?

With this visualization in mind, do you feel happy and fulfilled at work? Why or why not?

On a scale of 1-10, how likely are you to pursue this profession? Circle your answer.

1 2 3 4 5 6 7 8 9 10

If you circled 1, 2, 3, or 4,
list 3 careers you'd prefer or
would like to know more about.

①

②

③

If you circled 5, 6, 7, or 8
what would need to change in
order for this career to rank higher.

If you circled 9 or 10,
write the next 2-3 steps you
need to take to get started.

Step 1:

Step 2:

Step 3:

Name: _____

The Venn Diagram of Purpose

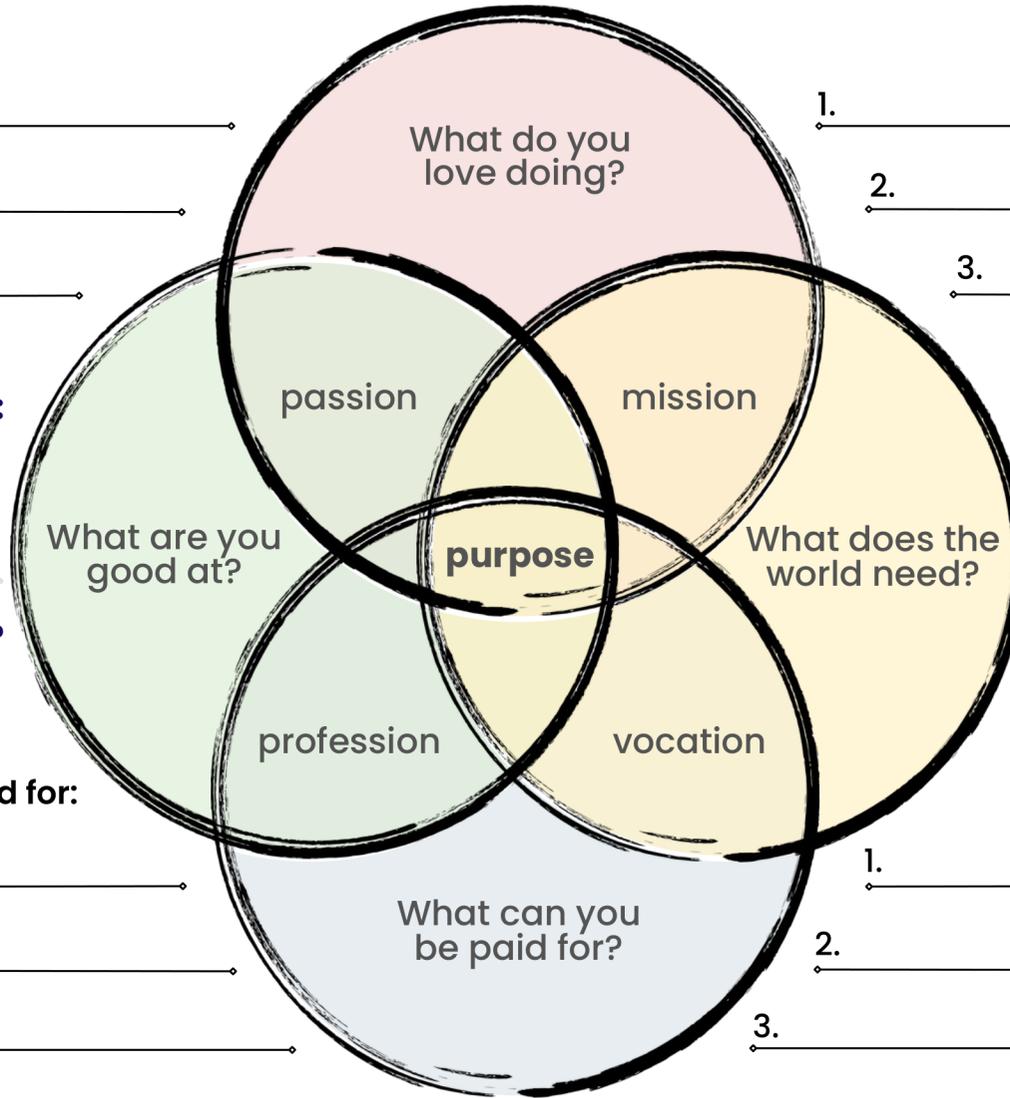
Date: _____

List 3 things you're good at:

1. _____
2. _____
3. _____

List 3 things you love doing:

1. _____
2. _____
3. _____



Something to think about:

What does "success" look like to you? Would you rather be wealthy or fulfilled working with friends in a place you love? Can you have both?

Remember:

Where you'll be the most happy in a career is where these circles intersect. Your purpose will change and evolve throughout your life and that's okay!

List 3 things you can be paid for:

1. _____
2. _____
3. _____

List 3 things the world needs:

1. _____
2. _____
3. _____

What do you believe is your purpose in life?

Ready for Liftoff

Name: _____

Date: _____

List a couple careers you think you might be interested in: _____



You don't have to figure out what you're going to do for the rest of your life, you just have to figure out what you're going to do next.



So how do we get from here to there? You just have to start!

DID YOU KNOW?

The average person will switch careers 5-7 times in their lifetime!

What are 3 things you can do this week to make progress toward your goal?

Who are 3 people you know who might be able to help you get started? Include contact info if possible!

1
2
3

1
2
3

List 3 businesses or organizations you can reach out to in your local community that could help you get started. Include their phone numbers.

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I've never found anybody that didn't want to help me if I asked them for help. I've never found anyone who said no or hung up the phone when I called. I just asked. Most people never pick up the phone and call. Most people never ask, and that's what separates, sometimes, the people who do things from the people who just dream about them.

– Steve Jobs



GOALS!

Visualize your life 10 years from now. Write down 3 BIG 10-year goals below...

1

2

3

Visualize your life 5 years from now. Write down 3 BIG 5-year goals below.
(Think about how these goals will help you reach your 10-year goals!)

1

2

3

Visualize your life 1 year from today. Write down 3 BIG 1-year goals below.
(Think about how these goals will help you reach your 5-year goals!)

1

2

3

Write 2 things you will accomplish THIS MONTH that will move the needle forward on your 1-year goals.

1

2

Write 1 thing you will accomplish THIS WEEK that will move the needle forward on your 1-month goals. Remember those phone numbers on the first page?

1



Nervous about making a cold call? Once you embrace fears of rejection, embarrassment, or anything else holding you back - there's nothing that can stop you. So get out of your own way! Just do it. And always remember, the ability to ask for help is a superpower, not a sign of weakness. It's time to take on the world!

Name: _____



Viable Ventures

So you think you want to start a business? Congratulations! You've picked arguably the most challenging career path. All the more reason to go for it!

Let's put your brain to work.

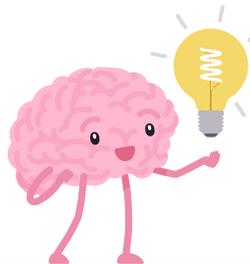
PROBLEM

What problem will your business solve?



SOLUTION

What will your business provide to solve this problem?



"The people who are crazy enough to think they can change the world are the ones who do." — Steve Jobs

Now it's your turn!



If your business idea is a startup, check out these books: *Zero to One: Notes on Startups or How to Build the Future* by Peter Thiel, *The Lean Startup* by Eric Ries, and *The Mom Test* by Rob Fitzpatrick

BUSINESS MODEL

How will your business make money?



Starting your own business can definitely be tricky. But, lots of people do it successfully. You can too!



PERSPECTIV

NEXT ➔

Viable Ventures (Continued)

TARGET MARKET

Who will purchase your product or services?

PROMOTION

How will your target customers hear about your business?



COMPETITION

What will your business do better than competitors?

An icon of two figures climbing a set of stairs to reach a trophy.

FINANCIAL PROJECTIONS

How much money do you need to get started?

\$

How much will you spend each month?

\$

How much will you earn each month?

\$



FUNDING

How will you get the money you need to get started?

Can you get a small business loan?
Will you need to raise venture capital?
Are you able to get help from family or friends?



Name: _____

Money Matters



Consider one of the careers you're interested in. Thinking of the education required for that profession, list 3 schools you might want to attend.

1

2

3

Cool! Now let's look at some numbers.

Write the total cost of tuition to get your degree at each school.

1 \$

2 \$

3 \$

Unfortunately, living costs money. Bummer!

Where will you live? How much will you spend on food and entertainment? Will you take out loans? Write your total living expense costs below (okay to guesstimate).

1 \$

2 \$

3 \$

Have help? Lucky you!

Write the total assistance you think you'll receive that DOESN'T have to be repaid. This could be money from family, scholarships, or working part-time.

1 \$

2 \$

3 \$

Time to break out the calculator...

Add the total cost of tuition and living expenses. Next, subtract any aid you'll receive. Write the total amount of debt you can expect to owe for each school.

1 \$

2 \$

3 \$

Look at the debt you'll incur from each of these schools. Is there a reason to choose the most expensive option? Will it produce a different outcome? Why or why not?

The value of financial freedom can't be overstated. A lot of people struggle with debt. Borrow only what is absolutely necessary!



Money Matters

(Continued)

If your debt looked about the same for all three schools, what's something you could do to reduce your debt across the board? (Work a part-time job, drink fewer Frappucinos...?) 🤔

Think of this new career adventure as a business you're starting. Your tuition & living expenses are what it costs to get up and running. List 3 things you can do to fast-track your profitability. In this case, "profitable" means you're debt-free and saving for things you want!

1
2
3

Time for hypotheticals! Would you rather...

a

go to the same college as all your friends and accrue \$60,000 in student loan debt

OR

b

go to a different college that will allow you to obtain the same degree with no debt?

Would you choose A or B and why?



Hint: There's no wrong answer! Enjoying friends is such an important part of life! The purpose of this exercise is just to get you thinking about your future and to help you consider long-term goals when making near-term decisions.



Stressed? Don't be.
This part of life, much like a business, is a series of iterations. We keep experimenting, learning, and growing until we find what works for us. You're right where you're supposed to be. We promise.

