

LIFE BY DESIGN NOT BY DEFAULT



CAREER & MISSION

A JOURNEY TO WHAT'S NEXT

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THE SECRET TO FULFILLMENT

If you have a job, which most of us do, I can guarantee you that you spend more time in your career zone than any other aspect of your life wheel.

A low score in the career area of the Wheel of Life has a negative impact on the other nine areas of your Wheel of Life, and that's a fact.

Today we are going to talk about career fulfillment, as well as the four groupings of the career zone. Then we'll wrap up with a specific career challenge for each of these four groupings.

What is the Secret to Career Fulfillment?

I think "you just haven't found the right job" is terrible career advice. This takes the power to create satisfaction out of your hands and puts that burden on the job. The harsh reality is this:

If you aren't happy at your current job, then you'll be unhappy at any other job if you don't first change yourself.

A new job can bring short-term satisfaction, but only internal change brings long-term satisfaction.



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This internal change starts with changing your perspective on work.

You have to learn to love what you do now before you go on a search to find a job you really love.

Work is still work, no matter the job. Even rockstars and professional athletes have aspects of their job they don't like.

You don't have to love everything about your current job, is not what I am saying, but simply make a choice to focus on the things you do like about your current job rather than the things you dislike.

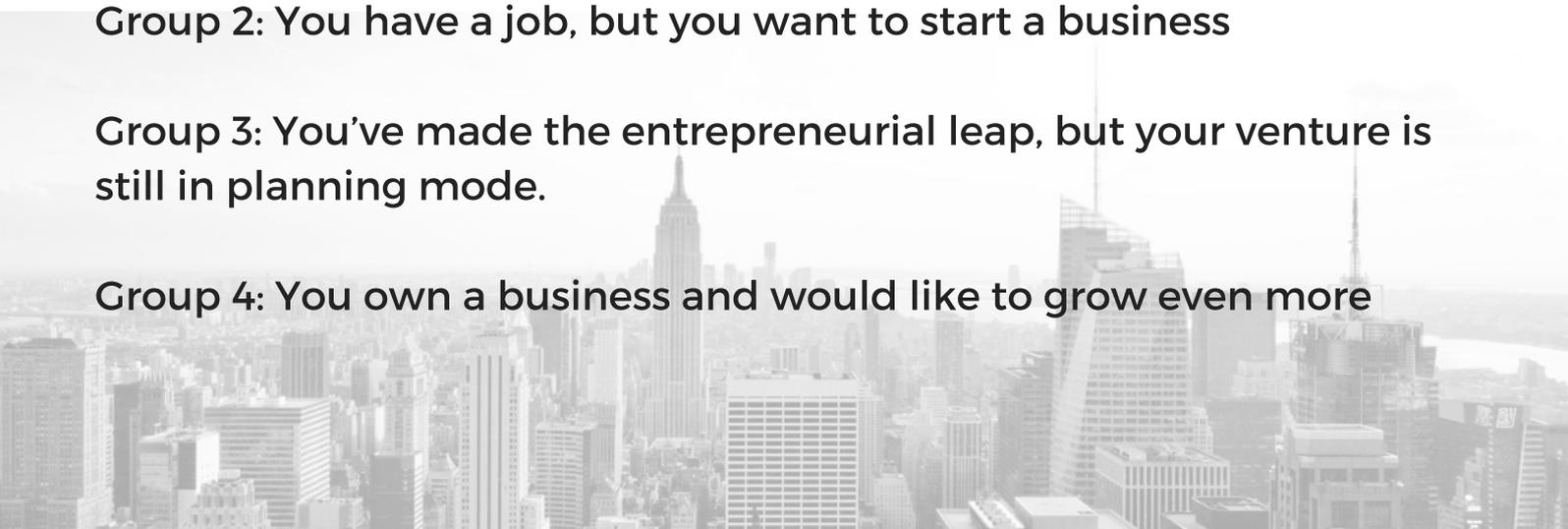
Before I can help you and give you some career advice, I have to know which group of the career zone best applies to your professional situation. Here are the four groups of the career zone.

Group 1: You have a job working for someone else

Group 2: You have a job, but you want to start a business

Group 3: You've made the entrepreneurial leap, but your venture is still in planning mode.

Group 4: You own a business and would like to grow even more



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GROUP 01

First I want to talk to group 1. If you are feeling dissatisfied with your job, then I want you to make a list of all the things you like about your current job. The number one thing dissatisfied employees want is a pay raise.

The average annual raise is 3 percent for salaried employees. What if I told you that you could double your salary by massively exceeding expectations on a consistent basis?

GROUP 02

Now for those who fall in group 2. My advice for those considering entrepreneurship is to think twice.

Don't start a business if you think you will get to make more money while working fewer hours than you do now. Do it because the thought of entrepreneurship consumes you like a virus.

I have a fiery passion for my job, and it's not because I own my business today that I get to sit by the beach and go shopping every week. I actually work more than I did when I had a 9 to 5 job, so if that's what you want to do make sure the passion and commitment to make it happen is there.



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GROUP 03

Next up is group 3. The biggest mistake I see new business owners make is lack of innovation and giving value to their customers.

You don't need to rush out and rent a fancy office or have a lot of employees, I personally run my entire business on my own.

So if you can focus all your energy on giving value to your customers and marketing to the right people, you are 100% ahead of the competition since you are building a brand that people trust and want to buy from.

GROUP 04

Last but not least, I want to talk to my business owners. My advice is simple. You have to step up and do those things you don't want to do in order to take your business to the next level, in other words, hustle!

I want you to write down three things you aren't currently doing that you should be doing. Ask yourself who are your customers? Are they getting value from what they are buying? What could you do to make your business even more attractive?



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DESIGN MY WEEK

While you're in the career zone, I want you to put aside all personal matters. No personal texts, emails, or social media use while you are in your workspace.

Physically leave your workspace if you absolutely have to answer a personal call or reply to a text.

You want to start creating a physical separation between work and personal time in order to make the complete focus on your work a daily habit.

If you want to learn how to amplify your career success, then we can design a plan together to take your career to the next level.

Or if you are looking to start your own business I can show you how I did it and how you can do too! let's talk ;)

