

# **VOCA'TION**

## **navigator**

**A Comprehensive Career Toolbox  
Designed To Help You Enjoy Your Life's Work**

From that night of April 3<sup>rd</sup> 2012, when I received  
a phone call that my daughter had been in a car accident,  
to that Saturday night when she sat at my kitchen table  
and through her tears said, "I am so lost."

I thought, "What can I do to help her through these troubling times?"

**This is: the erica project.**

I would like to acknowledge and thank,

Erica, my daughter  
My lovely & loving wife, Nicole  
Dr. John Hutt, for guidance and support  
An age-old friend, William Richter  
Of course, Mom & Dad, for wisdom personified  
Pastor Mark Lancaster, my good friend and comrade  
My darling sister-in-law, Amy  
Andrew and Jenni Smith  
Katherine "My Favorite Sister" Barrett  
Joseph Perry, a great encourager  
Jennifer Baker Ph. D.

And mostly,  
all the young men and young women whose lives will be reshaped  
and revolutionized by using these timeless principles  
through this journey we all refer to as "life".

Thank you Lord, for the inspiration and visionary words of eternal wisdom.

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. . . you wake up monday morning in a strange city . . .  
. . . your senses slowly tune in . . .  
. . . to the sights, sounds and smells of your surroundings . . .  
. . . for a moment . . . you wonder . . . what am I doing here ?

Then, it comes to you . . .

You remember! You're excited! You hop out of bed!  
Your adrenaline is pumping!  
This is one of the most important days of your life!

**You're starting that new job!**

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### **A word about the navigator . . .**

This journey you are about to go on is filled with twists and turns.  
In many ways, it's like being in a foreign country.  
You'll see signs that encourage you and cause you to think.  
As you embark on your career, you will continue  
to travel on a life-long journey full of adventure.

**Welcome to:**

**VOCA'ION**  
**navigator**

the vocation **navigator** workbook

“Our future hinges on the **foundational values** of our future leaders.”

-paul t. clark

# accountability

## A word to passengers

To assist you on your journey, let's talk a little about accountability. Partnering with a friend or friends will help you all to stay the course and not get side-tracked.

To succeed anywhere in life takes effort and support from friends, family and other relationships you build while on your journey. Don't think you have to go this alone, because you don't.

This is not a “leave you high and dry” effort. We are here to help and encourage you. We can always be found on the web at [vocationnavigator.com](http://vocationnavigator.com) for further resources.

“There is strength in numbers” as I'm sure you've often heard. This is so true. That is why at the end of this workbook you will find a section on building and maintaining a career club in your school.

We would all like to thank you for taking this first step with us by reading through and understanding these concepts. We would like to challenge you to work through these **foundational values** on your own. We are driven to see you succeed in life, through your job, your personal relationships, and ultimately in seeing you mentor others by what you have learned.

From all of us here at [vocationnavigator.com](http://vocationnavigator.com), we look forward to serving you and will do our best to support you throughout your journey.

# Table of Contents

accountability	4	understanding	31
purpose	6	organization	32
learning styles	8	action plan	35
interest	12	mentorship	36
aptitude	13	distractions	46
foundational values	18	foundation	49
personal responsibility	19	obstacles	50
listen	20	friends	52
authenticity	21	peer pressure	53
respect	22	trials, struggles & hardships	55
integrity	24	circumstances	56
attitude	26	re-runs	58
encourage	27	one shot	59
advancement	28	career club	62
problem-solving	29	projects	63
relationships	30		

# purpose

**The purpose for this workbook and program is to help you find a vocation or career that you will absolutely love.**

Wouldn't it be amazing if you couldn't wait to get to work because you felt like you mattered? What if your work was that fulfilling and meaningful to you? Our goal is to help guide you to a career that is exciting and satisfying for you.

When you have a career goal in mind, your life will take on a fresh perspective. You won't feel side-tracked. You'll possess an improved focus. In taking charge of your life, through the process of solid decision making, this will infuse your life with renewed confidence, enabling you to do whatever it is you put your mind to.

Right now, you are in a critical period of life. If you happen to make a series of bad decisions here, these decisions can cause irreparable damage to your future. You may then end up working a job that you have to take, instead of one that you really want, just to survive in this world.

It's time to write some of your ideas down on the page that follows. Focus on areas of **strengths** and **abilities** that you possess and try to think of a career or vocation that would fit you.

**Take your time with this exercise and write about who you are.**





# learning styles

## Understanding How You Learn

- **some learn best by seeing**
- **some by hearing**
- **others by reading**
- **still others by doing or hands-on**

When you know what helps you learn, learning will become easier. This understanding will help you get better grades, and in turn, improve your opportunities for success. If you go to [vocationnavigator.com](http://vocationnavigator.com), there are links to several sites. We would recommend taking more than one test to give you a clear picture of how you learn.

## take the tests

**Write your learning style(s) here:**

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Once you have these results, slide over to the next page and record the strategies and study helps that you've found.



# **L** i f e .

building a great one!  
(1 Decision at a time)

vocationnavigator.com

**DEEPLY MISUNDERSTOOD PRODUCTIONS**  
**PRESENTS**

**10 ROUNDS OF HEAVYWEIGHT BOXING FOR THE CHAMPIONSHIP OF YOUR **LIFE!****

**APTITUDE**

**\*VERSUS\***

**INTEREST**

**THE PLACE IS HERE! **THE TIME IS NOW!** DON'T MAKE A SPLIT DECISION!**

**MAKE**

**THE RIGHT DECISION!**

**v o c a t i o n n a v i g a t o r . c o m**

# interest

“What are you talking about?” you may be thinking, “I thought that aptitude and interest were the same thing, that they were interchangeable?”

Interest, according to definition, means something you are curious about, a hobby or an activity that you may do for enjoyment. Some words from the thesaurus (and I love the thesaurus) are inquisitiveness, curiosity, thirst for knowledge, something you want to know more about.

Write examples of things you show interest in; a hobby, a video game, etc.

## show and tell

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# aptitude

Ladies and Gentlemen, could I please have your attention! This one is for the fight of your life! Keep your guard up! Watch out for the left hook! This is the Main Event, the Granddaddy, the Big Cheese, the Top of the Heap, this is for the Whole Enchilada, the Gold Medal! Well, you get the picture. This is **incredibly important**.

So, what is it? Aptitude is all about your natural abilities, your giftedness, those things that you are good at. If you can harness, get a hold of, and act upon this concept, it will be a life-changing event.

**What are you good at? Write it down!**

## brag about yourself

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# oh no! not, “the test”

Yes, “The test.” The dreaded one, the one that makes you shake in your boots, the one that makes your flesh crawl, the one you fear is here.

## “The Aptitude test”

This test is so important, we would like you to take your time with this. No rushing, no timer and no deadlines. The Aptitude test can be administered by your guidance counselor through your school. This entire program and workbook depends on a very accurate and personal assessment.

This one is so big, you might even do this together with your best friend, your mom or dad, or whoever may know you extremely well. Sometimes it's tough to see yourself from the inside. An objective eye may prove to be very helpful. At the end of this test, you should have a clear picture of **your natural strengths and abilities.**

**You are going to build on those.**

**next page→**

# connect the dots

Remember the kids' books with dots you connected? One to the next, to the next, and so on until, to your utter amazement, a picture emerged!

Here's the next step. **Write down possible vocations or careers that your aptitude test is showing you.** Try to block out the interest side of things for the moment, until you have completed your list.

## lay it all out, right here!

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# re-cap

- **you wrote down your interests**
- **what you thought your strengths might be**
- **you completed the aptitude test**
- **you've confirmed what your strengths are**
- **you've made a list of vocations or careers that line up with your talents and natural abilities**

## drum roll, please!

It's time to apply your interests to the information you have assembled and see what lines up with those careers. You will now have a great foundation to pursue that vocation you will absolutely love. This pursuit will be based on who you are and what you are good at.

Bet you can't wait to see what's next. We're going to look at some personal aspects of your character and talk about why these attributes are so valuable and significant.

**Get ready, fasten your seatbelt! Here we go!→**



# foundational values

**Let's see what should be on your list:**

- **become a good listener**
- **be genuine, honest and truthful**
- **show respect for everyone**
- **always maintain personal integrity**
- **give 100% of your effort**
- **maintain a great attitude**
- **support, uplift and encourage those around you**
- **strive for improvement and personal growth**
- **cultivate relationships**
- **be understanding**
- **personify humility**
- **do your best to be organized**
- **be patient and persevere**

# personal responsibility

You are in charge of who you are. The decisions you make are not someone else's fault. You do what you decide to do, based on who you are inside. That is the utmost reason to maintain character and integrity. **Who you are is what you draw upon in your decision making process.**

Step up to the plate! Hit the home run or strike out. These two distinctly different results are based on your decisions. Where will you stand?

## the sideline

is full of “experts,” that think they can always do better than those that are in the game giving it their all. They complain about anything and everything that pops into their minds, and for whatever reason beyond any comprehension, they have this great need to spread all this negativity around to everyone within earshot.

Just in case you are wondering, let's lay this one to rest. You do not want to be on the sideline. This entire process is all about taking charge of yourself. Be the best you can be, and stop pointing your finger at all those around you. Don't worry about what they are doing. You worry about what you do and give, give, give to those around you, creating success in their lives. Humility and serving others are great leadership qualities.

**(serving others is the secret to real success)**

# listen,

can you hear that? It's the sound of raindrops on the rooftop. I said to someone the other day, "Isn't it amazing when your power goes out, the sounds that you are used to hearing, the furnace, a ceiling fan, lay silent. But that battery powered clock up there on the wall that you never hear, sounds like a percussion section."

What is a good listener? One who pays attention to what is being said. Listening can be an art. Sometimes we're bursting with so many of our own ideas that we are not even listening to who is speaking.

Just slow down and be patient. Give whomever it may be, the time to say all that they want to say. **Just listen, and hear** what they are saying.

Good listening not only shows that you respect whoever is speaking, but also what they have to say. This is a great way to build relationships and friends. You know it has been said so often, "It's who you know, not what you know." There can be some great advantages to listening while someone's speaking, and who knows? You might even learn something!

Take time to master this skill. Listening will serve you well as you move on to bigger and better things. Oh, by the way, it's a great recipe for stopping an argument right in it's tracks.

**Just listen instead of reacting.**

# authenticity

is another word for **genuine**. The real deal, the genuine article, the real thing. We've all heard these phrases, haven't we? Well, what does all this mean? Let's look at what it doesn't mean, we think you'll understand that better.

**It doesn't mean:  
Being fake, insincere, dishonest, or untrustworthy.**

There is no need to hide behind a facade by just showing your good side. In other words, you don't have to do anything special to impress someone. Just be yourself. Be honest and tell the truth.

**You can never go wrong by doing what's right.**

You'll never get anywhere in this life if you cannot tell the truth. You will get caught, count on it. You may think that you are getting away with something, but you won't forever. And, it's too late once you do get caught.

Relationships need to be based on honesty and trust. When you relate in this way, it shows others that you possess personal integrity and character.

**Think before you speak and say what you mean honestly.  
Being genuine will build bridges and fortify your relationships.**

# respect

is by far one of the most important tools in the box. Another equal term for respect is **consideration**. We have got to come to the place where we believe everyone is important. Everyone does matter, we are all human beings wanting to be loved and understood.

Honoring someone, putting them before yourself, is a sign of greatness and tremendous maturity. The personal growth you will experience just by grasping this concept will offer you success and personal gratification. Please don't overlook this.

You will find that relationships flourish when you show others respect. Others will help you do things you cannot do for yourself. Doors will open to you, walls will come down, all because you showed someone respect.

On the next page, list those people that you haven't been showing the respect that you need to. Positive change will positively impact your life!

**Write their names down,  
go to them and mend those relationships.**

## open your heart





# integrity

is what you do when no one is watching. Let me say this one again:

**“Integrity is what you do when no one is watching!”**

Wow! This is a big one as well. This shows who you are and what you are made of. If you're honest and real here, you will never have trouble with being honest and real anywhere. At work, do what is expected of you no matter how you feel. Your company is paying you! (Remember?)

It needs to be important to you, that you do a full day's work for a full day's pay. If you're not doing that, this really needs to change. You are cheating your company, but more importantly, you are cheating yourself. If you are one of those that stand around and say that life isn't fair, and think you always get the raw deal, you are contributing to the problem.

So let's look at integrity with a fresh perspective. This new outlook will build your character so that you'll never have any trouble finding or keeping a job. Sometimes companies cut back staff for economic reasons that are beyond our control, however, that cannot change who you are inside.

**Be who you are and stand firm in your conviction of hard work.**

**ALWAYS**

**GIVE**

**100%**

**(Do you think there's any need to explain this?)**

# attitude

is contagious. Have you ever noticed how a person that brings a great attitude to a project or a game, takes everything up a notch? It just doesn't seem like there's enough that can be said about this.

On the other hand, a bad attitude can ruin the whole experience. When we let this take over, it not only destroys our confidence, but it tends to be a drag to everyone around us. I know you know what I am talking about here.

**Do your very best to maintain a great attitude.**

No one I know wants to be around a person who always sees the worst in everything around them. **Wake up!** There are great things happening all around you, if you'll only open your eyes.

Life is not a bunch of sour grapes. With a great attitude, life can be like a double mocha latte' smothered in whipped cream with rich chocolate syrup and those little chocolate shavings on top. (you know what I'm talking about) Yummmmy! So . . .

**Maintain a great attitude and a cheerful outlook.**

## What's next:

# encourage

others around you. Haven't you ever got a pat on the back for a job well done? This is encouragement. Give your support and praise to those around you for their efforts. I know I always feel good when someone tells me I'm doing a great job, or even better, when receiving that bonus for exceeding expectations.

Let me ask the question. If you are standing there watching someone struggle with something, (perhaps they're trying to lift something or pull something down from a shelf) what, if anything, do you do? I'll bet if you put your thinking cap on, you can come up with the right answer every time.

## Help them!

Supporting those around you shows that you care about their well being. You will find that teamwork is encouraged in the workplace. Working together will nourish great relationships. If you learn this now, it will be easier for you to acclimate to any work environment. But,

**don't enable those who are lazy to take advantage of you.**

**Just be prepared to pitch in when there is a real need  
and when you are asked to be part of a team.**

# advancement

is inevitable when you strive for improvement and work on personal growth. Take advantage of any classes or training that is offered to you. A lot of companies will cover the costs of these classes or training sessions, so why not? Besides, you learn something new and typically can apply it to the job you are currently working. This knowledge will also allow you to pursue other positions.

When you start out, you will probably find yourself in an entry-level position. This may be as an intern of sorts, or under the tutelage of a senior employee. Never be afraid to ask about advancement. Don't assume that you will automatically be asked to move up. Show that this is what you want.

Do everything that you can do to show interest and exceed all expectations whenever possible. When you show yourself to be dependable and hard working, there is no one I know, who doesn't want this kind of individual on their team.

This is simply called positioning yourself. The experience that you learn from an entry-level position is invaluable. Seeing a company from different levels gives you the opportunity to find improvements in many areas. Companies are so sensitive to this with all the competition out there.

**Do what you can to improve your company's profitability.**

# problem-solving 101

While we're here, I want to talk about **continuous improvement** and **problem-solving**. This process can be applied to any problem that arises at work or in your life. These methods are currently being used throughout the world to improve production and eliminate waste while increasing profitability.

- To begin with, we **identify the problem** by clearly stating what it is that we need to change in the easiest to understand terms.
- Next we look at **the scope of the problem**. We look at the data, while establishing a base line.
- We then **approach it from all angles** to determine the best course of action that will lead to solutions. Always try to involve others at this stage to get different viewpoints and ideas.
- **Decide what needs to be changed** and work out a plan to implement these changes.
- Now **implement and sustain the changes** that were found from the last step.

This process is a great way to look at what you do in a different way. Efficiency is one of the keys to producing more product. Analyzing and becoming lean in the way you do things, not only saves time, but effort. This process will save time in your personal life too.

**Wow! A process that enables you to produce more while costing less is like a dream come true.**

# relationships

are so unbelievably important to not only your work life, but your personal life as well. If it's not good in one area, it seemingly carries over to the other. Therefore, a balance is so important.

## **You should not live to work, but work to live**

Genuine friendships can develop out of work situations, although most friendships are really only acquaintances. In either case, building relationships here can so often mean advancement or stagnation. Developing and maintaining relationships is a tremendous skill to learn and exercise as early in your life as possible.

Now we do not mean manipulation, we want to make that absolutely clear. Relationships should never be about “getting” what you want, but giving to get. First give, then receive. So, when you're at work, **WORK!**

### **Golden rule time:**

## **“Do unto others as you would have them do unto you.”**

That means turn it around. If you were the company paying others, your expectation would be to see that value for your dollar.

**A company is in business to make money, make money for them!**

# be understanding

This one is all about just what it says. Be understanding when a company makes changes. We just went through the problem-solving process so you'd have a much better understanding of how continuous improvement increases productivity. Don't be afraid of change, rather, embrace this culture.

Another part of understanding is when those around you don't always do everything perfect or the way you would do it. Try to see that we are not all the same and we approach our work differently. This is considered a strength when working as part of a team.

Everyone on a team possesses different strengths and viewpoints that would be impossible to discover without them. We are not "Islands onto ourselves," as it's been said. Having many eyes focused on the same thing will typically produce results that are very beneficial. Teamwork is crucial in today's "assembly-line" type work, so learning to work together is important.

Humility is also a critical element of being understanding. Try to be humble when someone approaches you about an improvement that needs to be made. Whether it is a change in the process or something you need to do better. In other words, don't be offended! Showing humility is an important characteristic.

**Remember, we are on a journey in this life, and there are always opportunities to learn something new.**



# be organized

Some find this incredibly difficult as we are all “wired” differently. If you are that person who struggles with this, try to understand: We all need to realize that work takes on an orderly flow of processes. Products start as raw materials and come out as a finished product with everyone having their part in it.

**Think about this saying my Grandad left with me:**

**“Always leave things better than you found them.”**

That means, when someone else will be using it after you, or will be continuing the process, be considerate and clean up after yourself. Don't be irresponsible and expect everyone around you to pick up your trash or clean up your mess.

So now what? Let's review the tool box so there is no question about what it is we are striving for. You might even consider copying this page and posting it where you can be reminded of the value of character.

**After This?**

**The action plan.**

**Remember→**

**become a good listener**  
**be genuine, honest and truthful**  
**show respect for everyone**  
**always maintain personal integrity**  
**give 100% of your effort**  
**maintain a great attitude**  
**support, uplift and encourage those around you**  
**strive for improvement and personal growth**  
**cultivate relationships**  
**be understanding**  
**personify humility**  
**do your best to be organized**  
**be patient and persevere**

let's go!

time to take

**ACTION!**

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# action plan

## The action plan includes the following:

- **let's review what you've got so far:**
  - your learning styles
  - solid aptitude findings
  - your aptitude combined with your interest
  - your vocation or career choice
  - character traits that will enhance your life
- **look over the interview questions**
- **find a mentor**
- **continue your education or trade**
- **find your place in this world**
- **help others to find their way (become a mentor)**

So, here we go! Let's put what you've learned into action. We'll start by searching for a mentor. This will include making contact, setting up an appointment, and conducting an interview with someone in the field and position of your chosen vocation.

**Ready? Let's go!**

# a mentor

Let's begin by talking about what a mentor is and why you need them. By definition, a mentor is a teacher or guide who is there to help you with tough decisions through wisdom and counsel. Why do you think you might need someone like that at this stage in your life?

Certainly not because you are stupid . . . Au contraire, you show maturity and wisdom by seeking counsel from someone who has a great deal of experience and expertise.

How can a mentor help you? Well, let's think about this one. How about which classes to take? Perhaps even where to go to school if you are pursuing the same vocation as your mentor, which should be the case. Or, if you run into what you think might be a dead end or closed door, this is a great time to consult with your mentor.

You might discuss possible intern opportunities during the summer, what, if any, projects to work on and so on. If your mentor doesn't have opportunities within their organization for internships, they may know colleagues who do. They are here to help you along your journey to your career.

**You will more than likely develop a lasting friendship with your mentor and possibly a future colleague.**

**(Remember what we said about relationships)**

## I think that this is a good time to talk about what a mentorship should look like:

- you should plan an initial meeting to get together to discuss your studies and plans for the future.
- an occasional email to communicate how you are doing. Perhaps a scheduled meeting every 90 days or sooner, if you are struggling with something. Whatever the two of you decide.
- **never make a decision that could change the course of your life without running it by your mentor first.** Listen to what your mentor says, for this is the reason you have them in the first place. They will partner with you and help you stay on track so you do not repeat the same mistakes so many of us have made due to our inexperience.

We all face difficult times in our life, and so many of us have quit prematurely and are sorry for it later. This will take us to the next, and by far, most important part of this entire journey.

This one is not only difficult to talk about, but very challenging to face and admit. **We're talking about your decisions and your choices here, not blaming others or difficult circumstances.**

This is the time that a mentor can prove invaluable. They can serve as an accountability partner, and support you through these difficulties by helping you maintain discipline and clarity.

# project: interview

**Here's the deal:** This assignment is, by design, a tool to help you find a mentor. Ask your interviewees to go to [vocationnavigator.com](http://vocationnavigator.com) to the Mentor tab to read about what this involves. **Write down your career choice, then list the three people you plan on interviewing:**

Career choice: \_\_\_\_\_

Name & title: \_\_\_\_\_

Phone #: \_\_\_\_\_

Address: \_\_\_\_\_

Directions: \_\_\_\_\_

Appointment date & time: \_\_\_\_\_

Notes: \_\_\_\_\_

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# Prospect #2

Name & title: \_\_\_\_\_

Phone #: \_\_\_\_\_

Address: \_\_\_\_\_

Directions: \_\_\_\_\_

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Appointment date & time: \_\_\_\_\_

Notes: \_\_\_\_\_

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# Prospect #3

Name & title: \_\_\_\_\_

Phone #: \_\_\_\_\_

Address: \_\_\_\_\_

Directions: \_\_\_\_\_

Appointment date & time: \_\_\_\_\_

Notes: \_\_\_\_\_

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# questions:

(you may want to photocopy the questions pages for each person you interview)

**1. When did you first realize that this was the career you wanted?**

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**2. What jobs did you work before you got here?**

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**3. In what ways do you find your work rewarding?**

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**4. What challenges and difficulties do you face?**

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**5. Was there someone in your life who helped you and guided you?**

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**6. Have you ever been approached about mentoring a student?**

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**7. Would you consider mentoring someone such as myself?**

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**8. Your question:**

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**Notes or additional questions:**

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**S**end

in the

**Reinforcements!**

**Charge!**

**Vocatonnavigator.com**

# distractions

This is a very touchy subject. **Nobody**, and I mean nobody, wants to be told what to do. Again, **Nobody wants to be told what to do!**

**DO YOU AGREE?**

**OR, ARE WE AT A STAND OFF?**

**DO WE DRAW OUR SWORDS?**

**DO WE PUT THE GLOVES ON?**

Nope. Let's back up and dig into that toolbox we laid out earlier and try to understand how to overcome some of these things that so easily stop us from being successful. Discipline is certainly not easy, but it can be done.

The phrase on the previous page, "Send in the Reinforcements!" does mean something. When a war is fought, and one side is losing, they send in the reinforcements. What does that mean here? **It means if you need help, get help!** It means you do not put your life, your future, your happiness or your life's journey in jeopardy.

**So, you are probably thinking; "What are you talking about?!"**  
**(Let's see if we can put our heads together and figure this out.)**

There are so many out there who want to come up with profound and clever sayings or quotes from this and that, to try to persuade us to do things differently than we do. I'm not so certain that this is the real answer. It's got to go much deeper than that.

**What you do, is about who you are inside,  
what you stand for, and what you essentially believe.**

And I'll say it again, after going through this process, you cannot point your finger and blame anyone. You cannot say **"Poor Me."** Your life is about what you decide, the direction you decide to go. What happens in your life is ultimately your responsibility. So here it is:

**If it does not add value to your life, you don't need it!**

Think about this one. You have those around you pulling you this way and that way, saying, "try this" and "try that." **But it is up to you! You do not have to run with "the crowd." This is your life we are talking about here!** If something does not help you in any way, shape, or form, to uplift or add value to your life, forget it, you don't need it.

**Get this one, and you are absolutely on your way!**

**This will change the way you do this thing called "life."  
There's no stopping you if your foundation is immovable.**

**Count on it!**



# Immovable:

Unable to move,  
stationary!

Incapable  
of being moved!

Stable,  
steadfast.

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# foundation

Our foundation is so fundamental to our ability to discern those distractions that impede our growth and ultimately destroy our life's direction and chance for success. We don't even have to mention what those distractions are, because none of you are naive or don't know what you're doing.

We are all going to do something with our lives, why not take the right steps and do something that you really want to do?! Don't just sit there pounding nails into an arbitrary board, build something! Don't just pull a needle and thread through a scrap of fabric, make something! In other words, use your time wisely, don't waste it, your time is all the time you have.

**Imagine . . .**

**What if . . . You make solid decisions?**

**What if . . . You do take the right steps?**

**You could actually do what you want to do!**

**Life Can Be Amazing!**

# obstacles

“What in the world are you going to say now?,” you might be thinking. “I thought we covered distractions?” We did, but let's explore things that happen beyond our control. Obstacles can also include our own decisions that are made sometimes before they should be.

**Job cutbacks** due to a less than ideal economy, changes in society's needs, or jobs going overseas because of competition. Unfortunately, profit drives so much these days, when a company isn't making enough, they make decisions to change direction. Many times, it seems, we are all caught in the middle of this and can find ourselves unemployed.

That is another great reason to have a solid foundation, and keep our set of character tools ready and sharp within our toolbox. That's why there's so much truth in the old adage “When the going gets tough, the tough get going.” Which translated, means those with a strong foundation don't have as much trouble finding work as those who are stumbling about with no foundation.

**Premature relationships** can also destroy our opportunity for success. If a relationship is not adding value to your life and is causing you to lose focus, keeping you from reaching your goals, it's really better to re-consider a serious relationship until such a time as you are able to see clear to your career.

LET **NOTHING**  
HINDER YOU  
FROM COMPLETING  
**YOUR MISSION.**

**DEFEAT THE ENEMY AT ALL COST.**

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# friends

Who are they? These people we hang around with, talk to, share secrets with and get into trouble with . . . those friends. Are they friends or just acquaintances? Or . . . are they aliens from a distant solar system, where values and morals are nonexistent?

**Let me ask you again, Who are your friends?**

**Your friends define who you are.**

Do you have friends who have strong **foundational values**, and who uplift you? Do you run around with people who understand and practice loyalty, honesty and integrity? Do they exemplify these character traits that we see on our list? **If not, these people are impostors.**

Friends will treat you better than themselves, they want the best for your life and are honest with you. Friends want to see you achieve success and do not ask you to do things that make you feel uncomfortable or ask you to compromise those values and morals that you live by. **(Are you being a true friend to others?)**

**When you hang out with these people you become these people.**

**Character and habits transfer from one life to another through friendship, (good or bad)**

# peer pressure

There is a lot of discussion about peer pressure these days. Does this sound all too familiar? It should, because it is one of the most difficult and sometimes painful things to overcome.

What is peer pressure? Simply put, it is pressure that others who are around you put on you to do something you may not want to do, to be accepted in their group. You know what? Maybe these people are the impostors we talked about.

Again, if the things they are doing, and want you to do, are not adding value to your life, those things are worthless. Do not put your future, dreams and happiness into the hands of others, who probably care for no one but themselves.

Why? Because when you finally wake up from this nightmare, after it's far too late to accomplish anything with your life, you may find yourself filled with anger towards all those who you listened to. All the while, watching your lives go down the drain together. **Real friends, or impostors?**

It's okay to make your own decisions. It is okay to decide for yourself who your real friends really are, and the direction you want to go. Don't let peer pressure get in the way of your success . . . Move ahead.

**Go out and find real friends, those that would love to see you succeed in your life and be as happy and satisfied as you can be!**

**REAL  
FRIENDS  
WILL HAVE  
A POSITIVE  
IMPACT  
ON YOUR  
LIFE.**

**IT'S  
YOUR JOB  
TO GO  
OUT AND  
FIND  
THEM!**

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# **t**rials, **S**truggles & **h**ardships

Are there gonna be any of those? You bet! All of those and more, many things we don't even know about yet. We do our best to expect the unexpected, but doing, always proves harder than saying.

Ever hear of the Baja 1000? It's one of the most grueling races on the planet. Run on the California/Mexican peninsula through very rough terrain, it can take it's toll on any team. In the year 2000 this race was 1726 miles long. Can you imagine? Flat tires, broken axles, rolled vehicles, and on and on. Over 30 hours of driving for the glory of winning a race, then it's over.

During your life, besides all those things above, there will be heartaches, deaths in your family, disappointments, and many times you just want to quit. But again I say, look in your toolbox. Depend on those character traits that you have built up to withstand these very troubling times in your life.

You can be that person who consoles others, who offers wise counsel and support, and who shows them love and understanding. One who empathizes and helps guide another. This is maturity.

So, the point is, the races end, the days pass, people come and go out of our lives, but we keep going. Always depend on the knowledge and experience you've picked up all along your journey.

**Never quit!**



# circumstances

You know, sometimes the finish line's just around the corner, and because it's around the corner, you can't see it, so you give up. Just remember this, just because you can't see it, doesn't mean it's not there. You have put forth your efforts and resources and you will reach the finish line.

What happens may not always be the exact result or expectation you may have had, but it is the finish line, none the less. Often, this is a signal to look inside yourself and make adjustments to your expectations. Be patient, the results may be intended to help you grow and become a better person.

**Think about this: It may be the finish line to the project,  
but it is always the start of something new.**

**Just as High School is a finish line, it is also the starting line  
for what you do with the rest of your life.**

Don't let circumstances surrounding you determine who you are and what you do. Stand upright, never quit, drawing upon the foundational values you have learned here. Always look to those who have experience and knowledge that can help when you feel overwhelmed. You don't have to stand alone.

**Never give up!**

Prepare.

Stand firm.

Never Quit!

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# re-runs

If any of you have watched TV at all, you know what re-runs are. These are especially prevalent on cable because all of the old shows out there. You're probably thinking, "What in the world does he have up his sleeve now?" Well, here it is:

**You do not have enough time in your life to make all your own mistakes.**

Many of us repeat our lives in a vicious cycle. We make the same mistakes over and over again. Learn your lessons, make adjustments, don't go back and repeat bad decisions.

If you will do four things in school that you may or may not be doing now, you can vastly improve your grades and your future.

- simply attend your classes
- do your homework, and turn it in on time
- if you need help, ask for it
- if there is any extra-credit you can do, do it!

**When you are at school, do school!** You only have one chance at it. One chance at high school, one chance, or for some, many chances at college, (I'm talking to the "professional students" out there).

**Just make the best of it!**

# one shot

So let's put it all on the line. We are here once. We only have one shot. One time through high school, one time through college (if we go) and one life.

## Imagine this:

If someone gave you a task that required 3 simple steps and at the end you would be given an envelope with one million dollars in it, would this interest you?

- would you say, "Oh, no thank you, I don't really need the money."
- or, would you say, "I don't think I could do three steps, easy or not."
- or, would it be, "Yeah! Let me at it!"

**What I'm trying to say is this:**

**Get on the train!**

Don't be left at the station, twiddling your thumbs,  
wonderin' when the train's gonna return,

**'cause it ain't! It's not coming back for you . . .**

This is **your** life!  
This is **your** opportunity!  
This is **your** happiness!  
This is **your** world!  
This is **your** time!

**This is it!**

Has this ever occurred to anyone? Did you ever stop to think about how many self-help and motivational books there are out there? I think I might know why. Because a lot of people missed the train. Reading all this material now is like them walking down the tracks, wondering where the train went. Some are still sitting on the bench back at the station waiting for the train to return . . .

**. . . but it never does . . .**

**Wake up!**

**It's time to get going.**

**It's time to get on with life!**

**Pack it up! Hop aboard!**

**This life is the greatest train ride there is!  
Now that you know about these concepts:**

**Let's go! Act upon them  
right here and right now!**

**MAKE A  
DIFFERENCE!**

**Change this world!**

**FIND A**

**CURE**

**FOR CANCER**

Help those that need help!

**ENCOURAGE**

**THOSE AROUND YOU!**

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# career club

## This is so Awesome!

And I'm not just saying that. How about a network of friends who really care about you and how you're doing with your life's journey? How about getting together and encouraging each other regularly? Ask how things are going and be excited about each other's path?

### What would this look like?

- meetings on a regular basis
- bringing in your own mentors to speak
- going out to tour different work environments
- exploring new concepts and ideas
- keeping an eye on the job markets to help everyone's search
- really learn what networking is all about
- mutual accountability
- community service projects
- just plain fun!

# projects

**Here is a great career club project that will make a real impact.  
This is what you're going to do:**

Every student in your career club is going to adopt a “Grandpa” or “Grandma.” Contact a senior assisted-living home in your area and talk to the director. Talk to them about this assignment telling them what you'd like to do. This project will be a powerful tool for impacting your Grandpa or Grandma's lives and will build important relational skills for you.

## **Here's the assignment:**

Ask the director to come to your school and meet with your career club there. This way, you will have the opportunity to explain this program. This will also be a great way for you to understand the mentoring process better, while building a relationship with your Grandpa or Grandma.

What you will be doing is visiting and reading to them from their choice of books. You should make sure you get their name and address, so you can send them cards on holidays and their birthday. This demonstrates to them that someone is thinking about them and cares. So many old folks in our country have no one that visits them or if they do, it's very seldom.



There are so many project ideas out there to look at. How about providing gifts at Christmastime and birthdays for kids in a group home or children's hospital? Or better yet, why not go and make cookies with the kids, decorating and just plain making a mess!? Sound like fun? You know that this will be a time they will remember forever. When complete strangers came, gave of themselves, and showed that they cared. There are a lot of people in this world less fortunate than ourselves, and they will always welcome a kind word and warm gesture.

There are so many volunteer opportunities, you just have to look for them. How about doing small repairs on houses for the elderly? (maybe the shop class members or those involved in the building trades). A few hours here and there, you'll never miss, but will impact other's lives greatly. Go out and make a difference in someone's life.

Anyway, the point I am making is this; don't always keep your talents to yourself. The rewards you receive personally and the help you offer others, is so invaluable. **Try it, you'll love it!**

**Remember what we talked about earlier:**

**Give to get. First give, then receive.**  
**It's what Community Service is all about!**

So, what's left? It's time to step into the game and hit the ball. Just remember, you won't hit every pitch . . . try to time it just right, then . . .

**Home Run!**

sixty-four

woulda. . .

coulda. . .

shoulda. . .

**(Ain't Gonna Happen!)**

**Not on my WATCH!**

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~~Mindsight~~

is not my sight!

**(I'm Looking  
Straight Ahead!)**

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**d**rive

straight ahead.

Have **No** fear!

(Be in control of your life)

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# SUCCESS.

## become

a good listener \*  
be genuine, honest,  
and truthful \* show  
respect for everyone \*  
always maintain personal  
integrity \* give 100% of your  
effort \* maintain a great attitude \*  
support, uplift and encourage those  
around you \* strive for improvement and  
personal growth \* cultivate relationships \*  
be understanding \* personify humility \* do your  
best to be organized \* be patient and persevere!

**FOUNDATIONAL VALUES**

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don't think of it

as a **problem,**

think of it as

an **opportunity.**

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**A mountain**

**exists**

**so**

**I**

**Can**

**Move**

**It!**

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Forget about yesterday.

Live in today.

Strive for tomorrow.

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**COMMIT.**

**STAND.**

**CONQUER.**

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**STAND**

**YOUR**

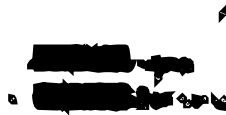
**GROUND.**

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**FOUNDATIONAL VALUES**



**SOLID DECISIONS**



**UNBELIEVABLE SUCCESS**

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**NOT JUST A CONCEPT.  
NOT JUST AN IDEA.**

**IT'S A**

**MOVEMENT.**

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**LIVE**

**100%**

**VOCATIONNAVIGATOR.COM**

**THIS IS YOUR**

**LIFE**

**MAKE A DIFFERENCE.**  
**ONE DECISION AT A TIME.**

**VOCATIONNAVIGATOR.COM**

Don't be the one  
left at the station  
sitting on the bench  
still waiting . . .

**Get On Board!**

**Life**

**The greatest train ride  
there is!**

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**FRIEND?**



**IMPOSTOR?**

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**You**

**are not too young!**

**Make**

**a**

**Difference!**

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**become a good listener**  
**be genuine, honest and truthful**  
**show respect for everyone**  
**always maintain personal integrity**  
**give 100% of your effort**  
**maintain a great attitude**  
**support, uplift and encourage those around you**  
**strive for improvement and personal growth**  
**cultivate relationships**  
**be understanding**  
**personify humility**  
**do your best to be organized**  
**be patient and persevere**

**We'd like to leave you with this final thought . . .**

**Habits are formed (good or bad) through repetition.**

**Would you be willing to commit and think about  
what you are going to do with your life each morning?**

**Simply read over the list of foundational values**

**then ask yourself . . .**

**“Today, how can I make a difference in someone else's life?”**

**This habit will help change the way you do things and  
challenge you to find excellence in everything you do.**

This is not the end.

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This is only the beginning!

