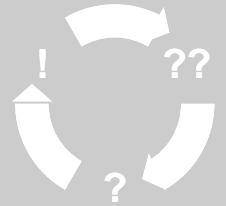


Passion at Work: Finding Work You Love and Living in the Time of Your Life



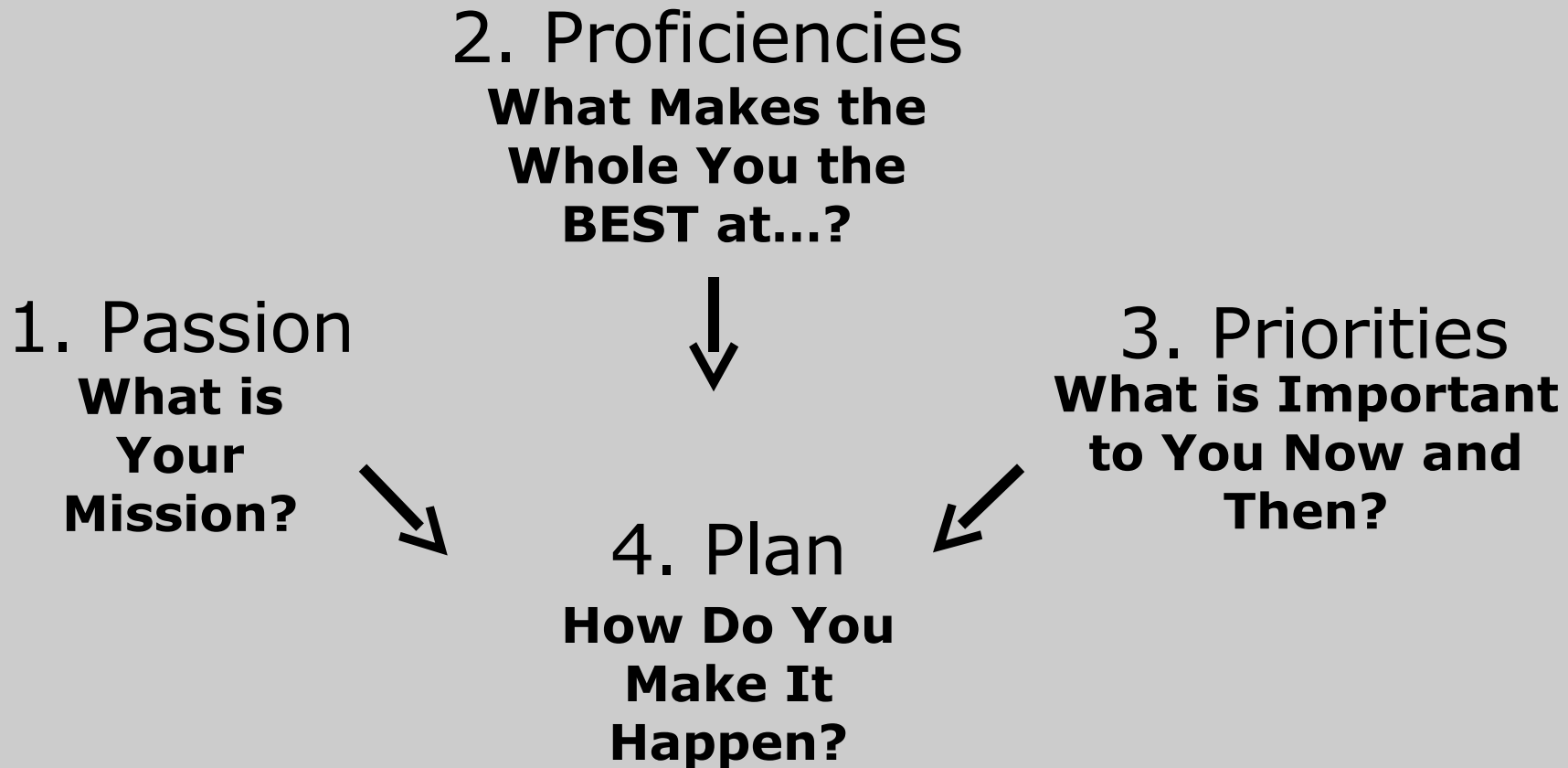
Expectation Setting

- **No** Virtual or Instant **Enlightenment** -- The Process Needs Time and Thought and Both **Again**
- As the Process is **Life**, the Process is **Iterative**.
- Can Be Used as Your Circumstances/Priorities Change → The **Lifetime** of **Your** LifeTime
- Excuse any PsychoBabbleMumboJumbo (PBMJ)!
- Process is **Fun!!**





Four of the Five Ps

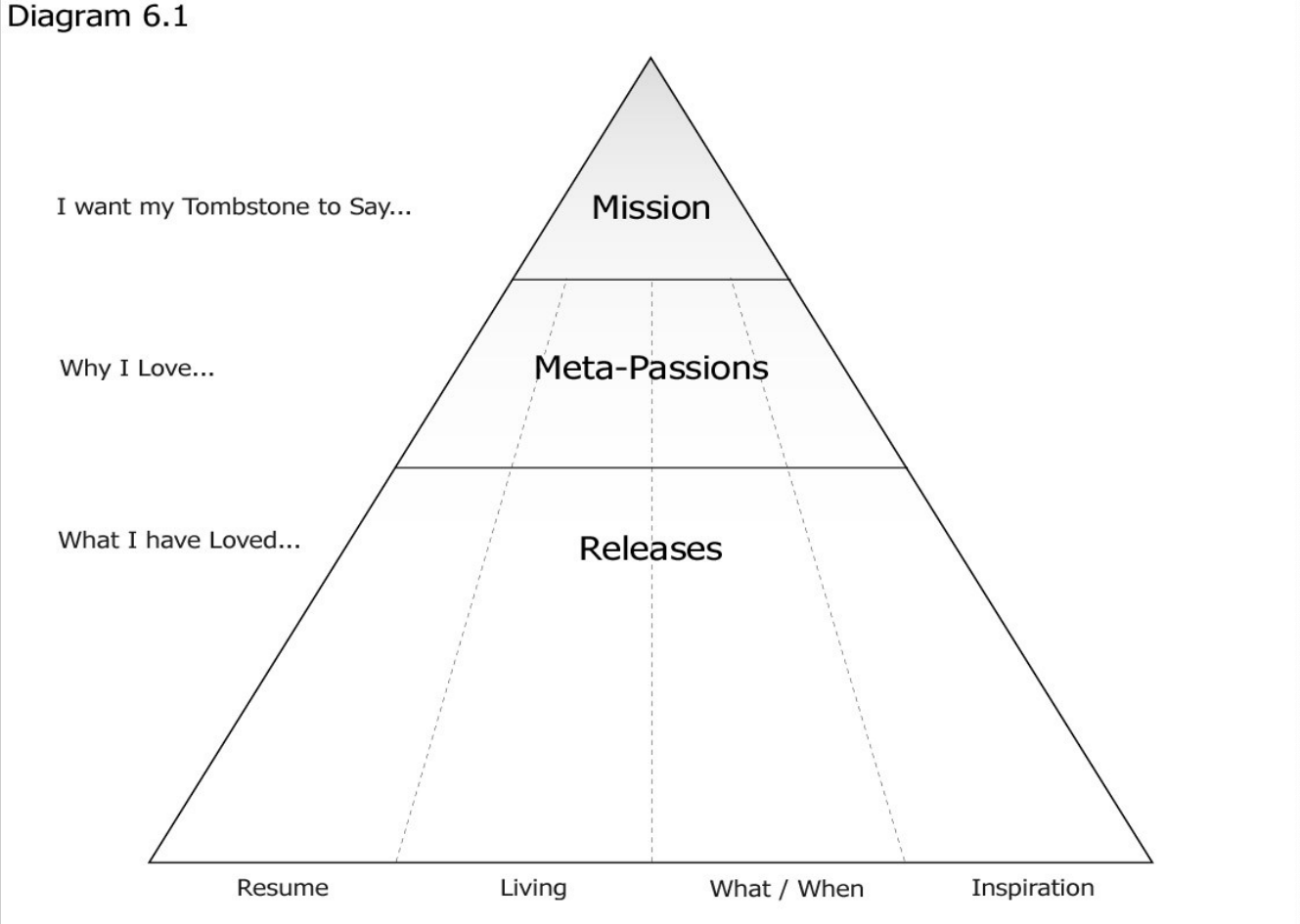




1) Passion: What is Your Mission?

Innately, you have been trying to work your passions!

Diagram 6.1

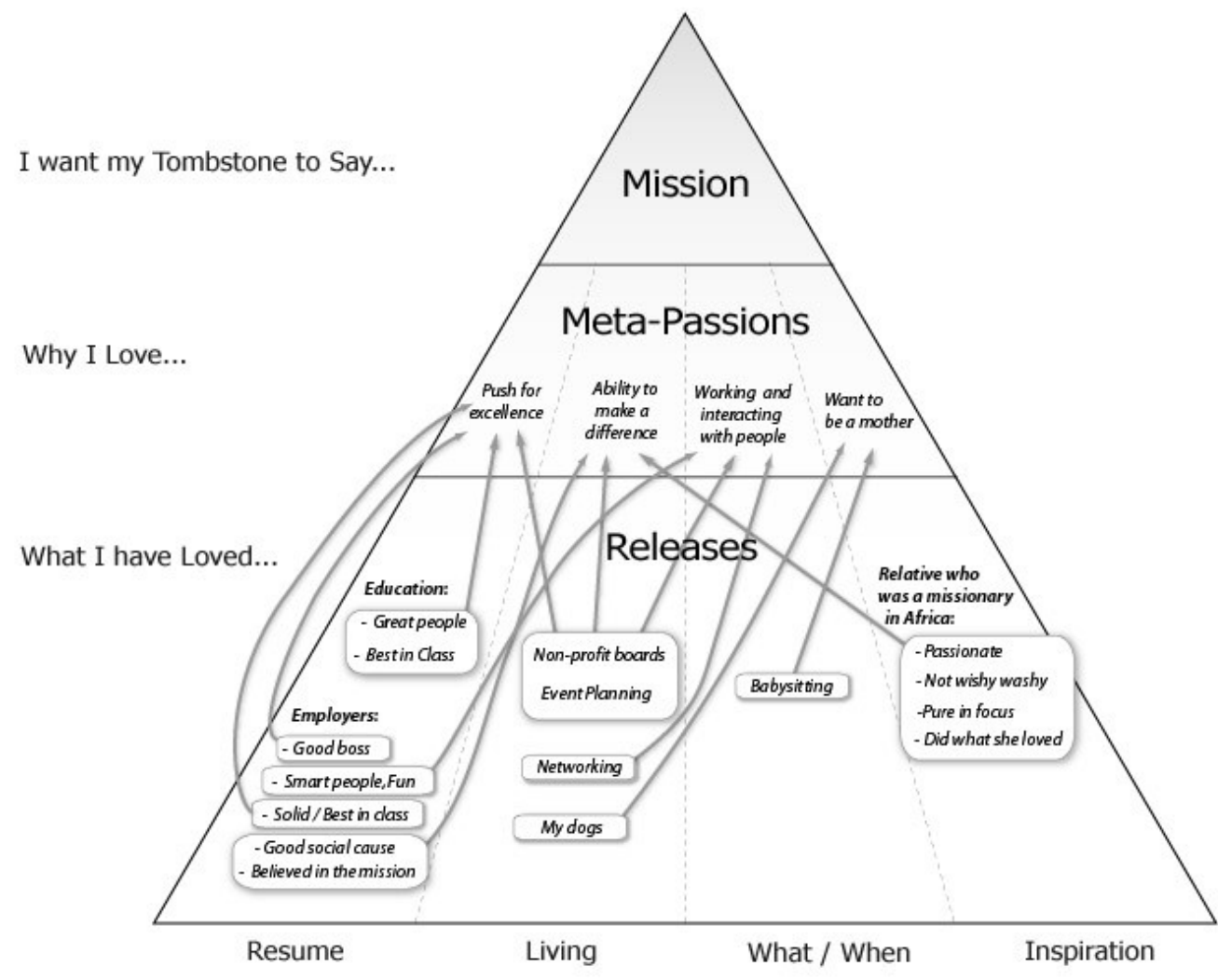


Look for patterns (like a focus group) in your experiences



1) Passion: What is Your Mission?

Diagram 6.4 (Valerie)





2. Proficiencies: What About the **Whole** You Makes You the Best at.....?

Personal Balance Sheet

Assets

Liabilities

Short Term

(What do I *kick ass* at
and *love* to do?)

Long Term Values

Experiences

Founders Stock



3. Priorities: What is Important to You at Your Current Stage of Life?

Example: Work/Life Prioritization

	Money	Commute	People/Boss	No Suit	Sexy Industry	Big Name	Feels Right	Priority
Money								
Commute								
People/Boss								
No Suit								
Sexy Industry								
Big Name								
Feels Right								

Money
Commute
People/Boss
No Suit
Sexy Industry
Big Name
Feels Right

It is tremendously easier getting what you want, if you know what you want!

Run a Matrix for your Compensation Priorities!



3. Priorities: What is Important to You at Your Current Stage of Life?

Guiding Principles

Principle
Action Plan

	Money	Commute	People/Boss	No Suit	Sexy Industry	Big Name	Feels Right	Priority
Money								
Commute								
People/Boss								
No Suit								
Sexy Industry								
Big Name								
Feels Right								



- Take from your Matrix output
- 1 to 3 for top 3 or 4 ratings

Principle 1: I want to live and work in the North Shore – max 20 min. commute

Action Plan: I will focus a job search on the local industries and will be open to taking a starting comp plan lower than what I may be expecting

- Use my network to unearth opportunities
- Become familiar with the local chambers of commerce

Write them Down !!



3. Priorities: What is Important to You at Your Current Stage of Life?

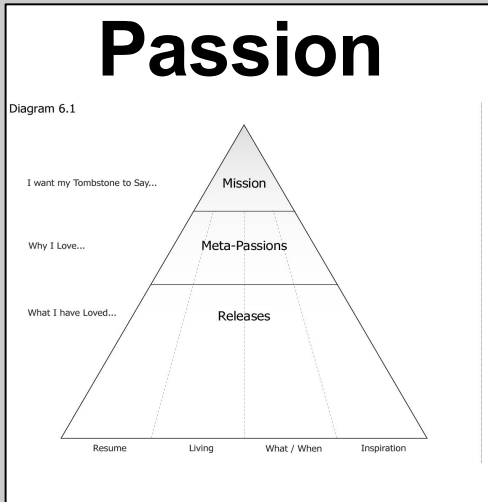
Your Journey Should Define and Drive How You Measure Your Success

Wealth:

Success:



Passion + Proficiencies + Priorities = Working Life Options: Your Niche



Proficiencies

Personal Balance Sheet

	Assets	Liabilities
Short Term (What do I kick ass at and love to do?)		
Long Term Values		
Experiences		
Founders Stock		

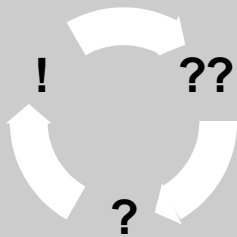
Priorities

	Money	Time	People	Sex	Big	Feels	Priority
Money							
Time							
People							
Sex							
Big							
Feels							
Right							

	Money	Time	People	Sex	Big	Feels	Priority
Money							
Time							
People							
Sex							
Big							
Feels							
Right							

Wealth

Success



*

*

*



4. Plan: How Do You Make It Happen?

Execute Your Life Summary

Mission: What do you want your Tombstone to Say?

Enabling Trends: What high-level realizations are driving your desired changes?

Business Model: NPO? Corporation? Sole Proprietor?

Revenue Model: Prioritizing elements of your desired comp structure

Sustainable Competitive Differentiators: Personal Balance Sheet Assets

Marketing/Positioning: What is your Value Proposition? What is your personal tag line?

Advisory Board: Whose LifeTime can you access for assistance?

Required Investment: Time, funds and support

Pro-Forma: Forward-looking, monthly Income and Expenses

Exit Strategy/Milestones: How and when are you going to leave what you are currently doing?



Takeaways

- **What** do you want your Tombstone to say?
- People **will** pay you to work your passion!
- Do What You Love and Life Will Follow
- Work/Life Balance is **bunk**; it is **all** life! Question is -- How do you prioritize **your** LifeTime?
- **~75%** of you will probably move within 2 years of graduation!?! How depreciable are you?
- The most difficult part of any decision is making the decision to **commit** to it.
- This is your ***golden*** opportunity to explore and initiate a new Career **and** Life → focus on **both!**