



Let's Inspire Young People to Reach Their Full Potential.

I appreciate your participation in my presentation!

In the following pages, you'll find the PowerPoint slides you requested.

In addition to the slides, I want to share some valuable resources and ways you can stay connected to the mission of shifting the paradigm in our homes, classrooms, places of business, and communities.

CHECK OUT THE [COMPETITIVE ADVANTAGE TRACK](#)—IT'S FREE!

Using these easy, plug-and-play videos and activities, you can inspire your learners to build a personal competitive advantage—one skill at a time. Teachers, parents, and facilitators in any learning environment can use the **Competitive Advantage Track** with learners in middle school through college, and even beyond.

With almost zero prep, it can be a bellringer exercise, a full lesson, or an ongoing topic. Access the Competitive Advantage Track today and help your learners build a powerful, personal competitive advantage!

[Click on the video to get started](#)

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If you're looking to make a bigger difference with the young people you influence, I'd love to help. Visit [MarkCPerna.com](#) for more information or call us at **330.840.2680**.

I appreciate and applaud your commitment to the next generation, and I hope we can stay in touch. Enjoy the PowerPoint slides!

MARK C. PERNA
SPEAKER | AUTHOR | CEO



Visit MarkCPerna.com for FREE resources and information about Mark's award-winning bestseller
Answering Why: Unleashing Passion, Purpose, and Performance in Younger Generations



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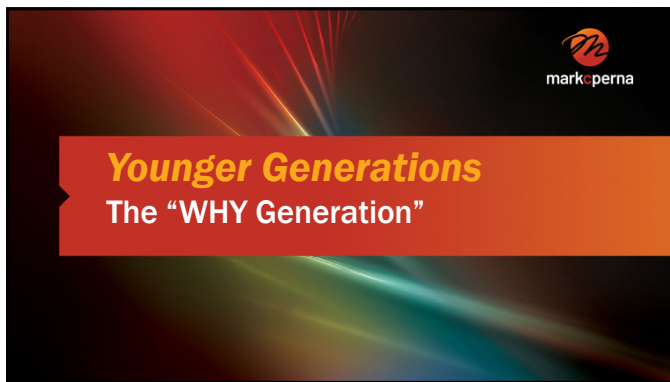
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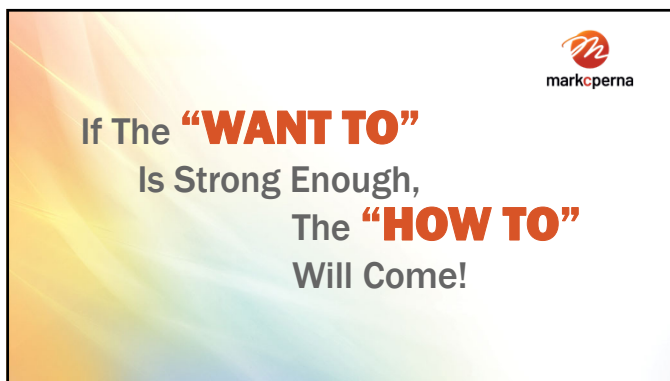
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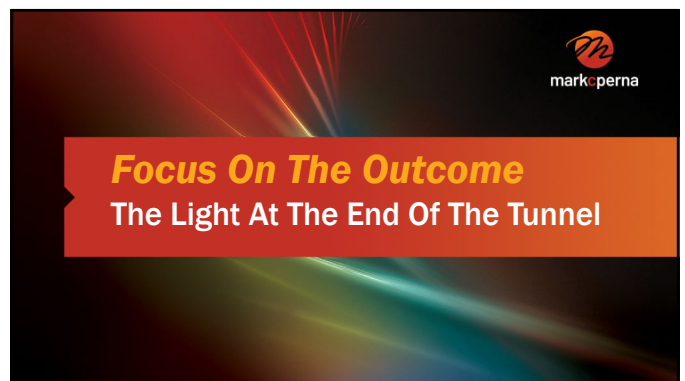
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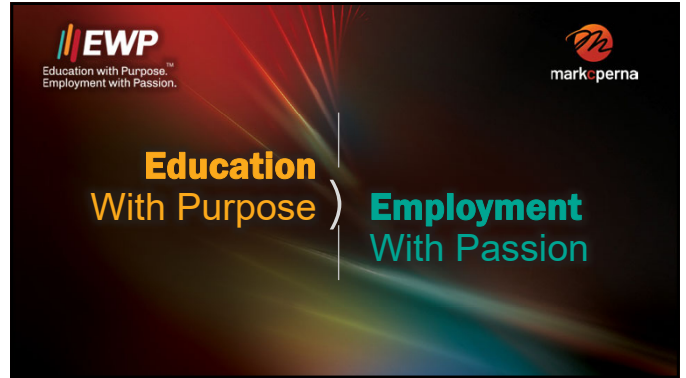


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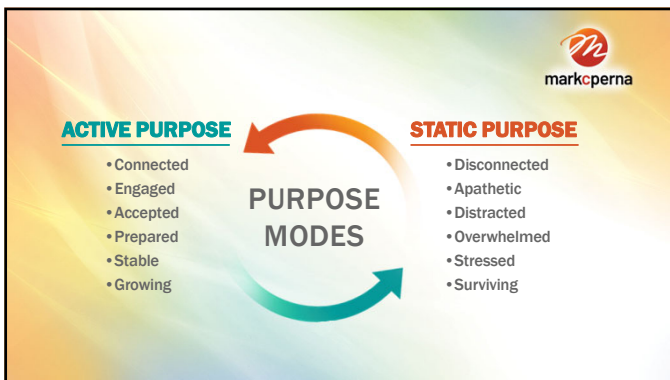
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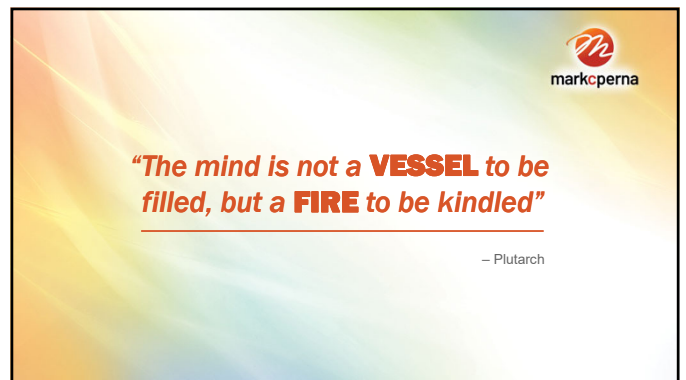
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Do you see me?
Do you hear me?
Do I matter?

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ACTIVE PURPOSE

CONNECT

ENGAGE

ANSWER WHY



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Education
With Purpose

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Georgetown University
Center for Education and Workforce

Estimates **1/3rd** of nation's top-performing high school students (SAT over 1,000) **do not obtain a college degree...** and yet nearly all of them attempt college.

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Strada-Gallup Education Network
College Student Survey
32,000 students representing 43 random 4-year institutions

- Only **34%** of students believe they will graduate with the skills and knowledge to be successful in the job market and workplace
- Only **50%** believe their major will lead to a good job

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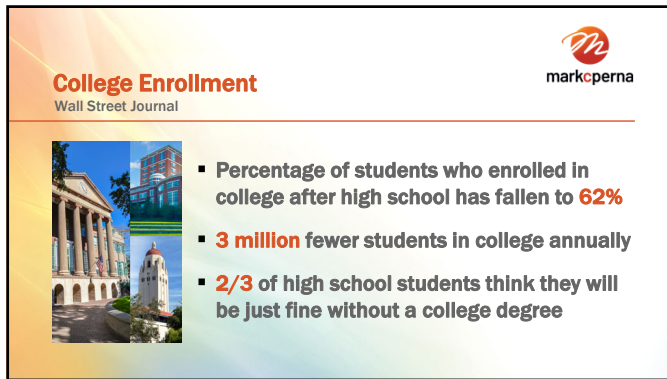
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College Completion
Wall Street Journal


- 40%** of all college students drop out
- Of the 60% that earn a degree in 6 years, **20%** will end up chronically underemployed
- This means for every 5 students, **only 2** will graduate and find a job based on their degree

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College Enrollment
Wall Street Journal



- Percentage of students who enrolled in college after high school has fallen to **62%**
- **3 million** fewer students in college annually
- **2/3** of high school students think they will be just fine without a college degree

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Cost of College in America
Wall Street Journal



- **\$36k/year** to attend a public college
- Average time to earn a degree is **5 years**
- **\$36k x 5 + student loan debt service + opportunity cost** of not working while in school = real cost of college, **now topping \$300,000**

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College Debt in America
As Reported by Major News Agencies



- **\$1.6 Trillion** In Total Student Loan Debt
- **\$176 Billion** (1.1%) Over 90-Days In Default
- **44.2 Million** People Carry Student Loan Debt
- **4.86 Million** People Are Over 90-Days In Default
- **3,000 Defaults** Per Day in America

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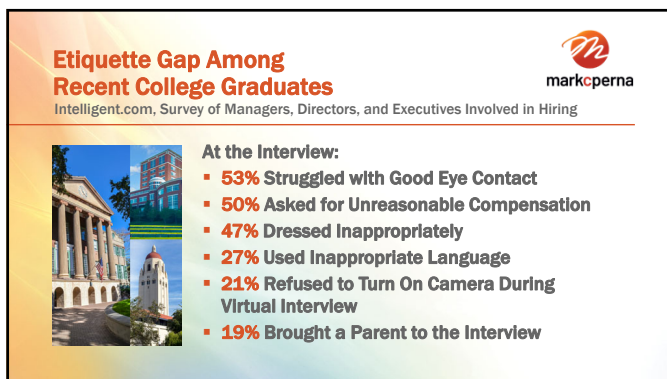
College Debt in America
Business Insider, Survey of Millennials




- **90%** Did Not Fully Understand Their Student Loan Terms & Conditions
- **84%** Borrowed More Than They Needed And Also Accrued Credit Card Debt
- **83%** "It Was A Mistake Attending An Expensive College"

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Etiquette Gap Among Recent College Graduates
Intelligent.com, Survey of Managers, Directors, and Executives Involved in Hiring

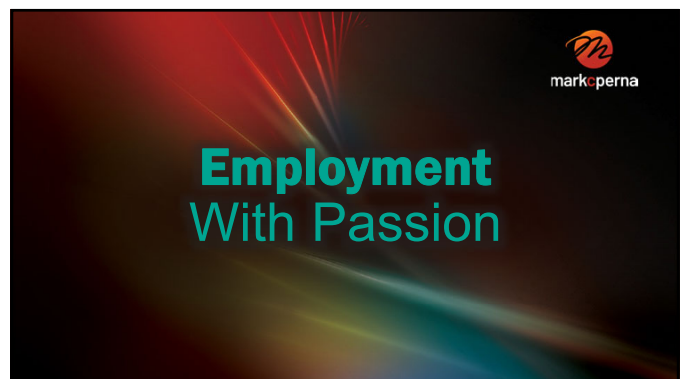


At the Interview:

- **53%** Struggled with Good Eye Contact
- **50%** Asked for Unreasonable Compensation
- **47%** Dressed Inappropriately
- **27%** Used Inappropriate Language
- **21%** Refused to Turn On Camera During Virtual Interview
- **19%** Brought a Parent to the Interview

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Employment With Passion

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THE GROWING SKILLS GAP

9.5 million open jobs in the U.S. (historic high).
By 2030, there will be a labor shortage of more than 85 million people that could result in \$8.5 trillion lost in annual revenue.
(Source: Korn Ferry)


- **Train through the transition**
 - Technical competencies and professional skills
- **Tap new talent pools**
 - Requirements/Responsibilities
 - Degrees really needed?
 - Multiple years of experience for entry level?
 - Hire skill sets, not work history
- **Connect with rising generations**
 - Purpose, not just paycheck
 - Mental health resources
 - Social and environmental responsibility



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Transitioning to Skills-Based Hiring

- Nearly **70%** of U.S. jobs require a bachelor's degree, but only **37%** of the workforce has one (Opportunity@Work; U.S. Census Bureau)
- **Skills-first hiring** increases the talent pool for Gen Z by **10.3x** and Millennials by **9x** (LinkedIn)
- **45%** of companies intend to eliminate bachelor degree requirements for some positions in **2024** (Intelligent.com)




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THE GROWING SKILLS GAP

9.5 million open jobs in the U.S. (historic high).
By 2030, there will be a labor shortage of more than 85 million people that could result in \$8.5 trillion lost in annual revenue.
(Source: Korn Ferry)

- **Train through the transition**
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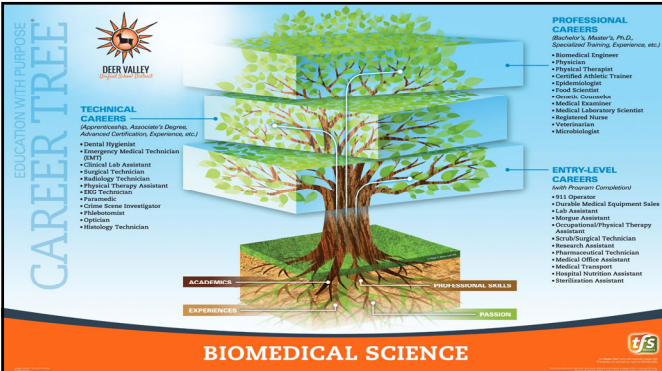


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Education With Purpose | Employment With Passion

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TECHNICAL CAREERS
(Apprenticeships, Associate's Degree, Advanced Certification, Experience, etc.)

- Dental Hygienist
- Emergency Medical Technician (EMT)
- Clinical Lab Assistant
- Surgical Technologist
- Radiology Technologist
- Physical Therapy Assistant
- EKG Technician
- Phlebotomist
- Ophthalmic Technician
- Otolaryngology Technician

ENTRY-LEVEL CAREERS
(Just-Passport Candidates)

- 911 Operator
- Durable Medical Equipment Sales
- Lab Assistant
- Morgue Assistant
- Occupational/Physical Therapy Assistant
- Scrub/Surgical Technician
- Research Assistant
- Pharmaceutical Technician
- Medical Office Assistant
- Medical Transcriptionist
- Hospital Nutrition Assistant
- Sterilization Assistant

PROFESSIONAL CAREERS
(Bachelor's, Master's, Ph.D., Significant Training, Experience, etc.)

- Biomedical Engineer
- Physician
- Physical Therapist
- Epidemiologist
- Food Scientist
- Genetic Counselor
- Medical Laboratory Scientist
- Registered Nurse
- Veterinarian
- Microbiologist

BIOMEDICAL SCIENCE

DEER VALLEY

TFS

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ENTRY-LEVEL CAREERS

(with Program Completion)

- 911 Operator
- Durable Medical Equipment Sales
- Lab Assistant
- Morgue Assistant
- Occupational/Physical Therapy Assistant
- Scrub/Surgical Technician
- Research Assistant
- Pharmaceutical Technician
- Medical Office Assistant
- Medical Transcriptionist
- Hospital Nutrition Assistant
- Sterilization Assistant

PROFESSIONAL SKILLS

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EDUCATION WITH PURPOSE

TECHNICAL CAREERS
(Apprenticeship, Associate's Degree, Advanced Certification, Experience, etc.)

- Dental Hygienist
- Emergency Medical Technician (EMT)
- Clinical Lab Assistant
- Surgical Technician
- Radiology Technician
- Physical Therapy Assistant
- EKG Technician
- Paramedic
- Crime Scene Investigator
- Phlebotomist
- Optician
- Histology Technician

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EDUCATION WITH PURPOSE

PROFESSIONAL CAREERS
(Bachelor's, Master's, Ph.D., Specialized Training, Experience, etc.)

- Biomedical Engineer
- Physician
- Physical Therapist
- Certified Athletic Trainer
- Epidemiologist
- Food Scientist
- Genetic Counselor
- Medical Examiner
- Medical Laboratory Scientist
- Registered Nurse
- Veterinarian
- Microbiologist

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EDUCATION WITH PURPOSE

CAREER TREE

TECHNICAL CAREERS
(Apprenticeship, Associate's Degree, Advanced Certification, Experience, etc.)

- Dental Hygienist
- Emergency Medical Technician (EMT)
- Clinical Lab Assistant
- Surgical Technician
- Radiology Technician
- Physical Therapy Assistant
- EKG Technician
- Paramedic
- Crime Scene Investigator
- Phlebotomist
- Optician
- Histology Technician

PROFESSIONAL CAREERS
(Bachelor's, Master's, Ph.D., Specialized Training, Experience, etc.)

- Biomedical Engineer
- Physician
- Physical Therapist
- Certified Athletic Trainer
- Epidemiologist
- Food Scientist
- Genetic Counselor
- Medical Examiner
- Medical Laboratory Scientist
- Registered Nurse
- Veterinarian
- Microbiologist

ENTRY-LEVEL CAREERS
(Self-Employed, Contract/Temporary)

- 911 Operator
- Charitable Medical Equipment Sales
- Lab Assistant
- Merger Assistant
- Orthopedic Physical Therapy Assistant
- Research Assistant
- Thermodynamic Technician
- Medical Office Assistant
- Medical Transcriptionist
- Hospital Nutrition Assistant
- Health Insurance Assistant

ACADEMICS | **PROFESSIONAL SKILLS** | **PASSION**

BIOMEDICAL SCIENCE

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EDUCATION WITH PURPOSE

CAREER TREE

TECHNICAL CAREERS
(Apprenticeship, Associate's Degree, Advanced Certification, Experience, etc.)

- Master Electrician
- Residential and Commercial Low Voltage Systems
- Residential and Commercial Technicians (In and Out of Home)
- Electrician (Self-Employed)
- Master Electrician
- Licensed Electrician
- Master Electrician
- Solar and Wind Renewable Energy Technician
- Industrial Control Specialist
- Electrical Estimator
- Maintenance Facility Electrician
- Theme Park Electrician

PROFESSIONAL CAREERS
(Bachelor's, Master's, Ph.D., Specialized Training, Experience, etc.)

- Electrical Engineer
- Systems Manager
- Electrical Instructor
- Electrical Inspector
- Systems Integrator
- Renewable Energy System Designer
- Power Plant Technician
- Utility System Infrastructure Designer
- Electrical Design/Architect

ENTRY-LEVEL CAREERS
(Self-Employed, Contract/Temporary)

- Apprentice Electrician
- Apprentice Fire Alarm Technician
- Apprentice Security System Technician
- Cable Television Installer
- Electromechanics Technician
- Customer Service/Sales Representative
- Manager
- Office Manager
- Utility Worker
- Manufacturing Representative
- Material and Equipment Delivery Person
- Home Heater Installer

ACADEMICS | **PROFESSIONAL SKILLS** | **PASSION**

ELECTRICAL

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EDUCATION WITH PURPOSE

CAREER TREE

LEVEL 2 CAREERS
(With Further Experience or Additional Education)

- High School Science Teacher
- Lab Technician - Environmental
- Lab Technician - Research & Development
- Lab Technician - Quality Control
- Lab Technician - Medical
- Pharmaceutical Sales Representative
- Chemical Engineer
- Forensic Lab Scientist
- Inhalation Prevention Technician
- Product Development Scientist
- Production Water Management Chemist
- Military Scientist/Analyst

LEVEL 1 CAREERS
(With Program Completion)

- Process Development Technician
- Lab Technician - Environmental
- Lab Technician - Research & Development
- Lab Technician - Quality Control
- Lab Technician - Medical
- Lab Technician - Chemical
- CMP Cleanup Technician
- Equipment Prep Technician
- Global Information Systems Technician
- Administrative Assistant
- Kit Production Assistant
- Hazardous Waste Response Associate

ACADEMICS | **PROFESSIONAL SKILLS** | **PASSION**

CHEMISTRY

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EDUCATION WITH PURPOSE

LEVEL 1 CAREERS
(with Program Completion)

- Process Development Technician
- Lab Technician - Environmental
- Lab Technician - Research & Development
- Lab Technician - Quality Control
- Lab Technician - Medical
- Lab Technician - Chemical
- CMP Cleanup Technician
- Equipment Prep Technician
- Global Information Systems Technician
- Administrative Assistant
- Kit Production Assistant
- Hazardous Waste Response Associate

ACADEMICS | **PROFESSIONAL SKILLS** | **PASSION**

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LEVEL 2 CAREERS
(with Further Experience or Additional Education)

- High School Science Teacher
- Lab Technician - Environmental
- Lab Technician - Research & Development
- Lab Technician - Quality Control
- Lab Technician - Medical Representative
- Pharmaceutical Sales
- Chemical Engineer
- Forensics Lab Scientist
- Pollution Prevention Technician
- Product Development Scientist
- Hazardous Waste Management Chemist
- Military Scientist/Analyst

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LEVEL 3 CAREERS
(with Extended Experience or Additional Education)

- Research Scientist
- Research Project Manager
- Research Professor
- Management Consultant
- Patent Examiner/Attorney
- Entrepreneur
- Regulatory Affairs Professional
- Art Conservation
- Forensics Lab Director
- Cheminformatics/Chemical Modeling
- Military Scientist/Analyst Management
- Technical Writer

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CHEMISTRY

LEVEL 2 CAREERS
(with Further Experience or Additional Education)

- High School Science Teacher
- Lab Technician - Environmental
- Lab Technician - Research & Development
- Lab Technician - Quality Control
- Lab Technician - Medical Representative
- Pharmaceutical Sales
- Chemical Engineer
- Forensics Lab Scientist
- Pollution Prevention Technician
- Product Development Scientist
- Hazardous Waste Management Chemist
- Military Scientist/Analyst

LEVEL 3 CAREERS
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- Research Project Manager
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- Patent Examiner/Attorney
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- Art Conservation
- Forensics Lab Director
- Cheminformatics/Chemical Modeling
- Military Scientist/Analyst Management
- Technical Writer

LEVEL 1 CAREERS
(with Program Completion)

- Process Development Technician
- Lab Technician - Environmental
- Lab Technician - Research & Development
- Lab Technician - Quality Control
- Lab Technician - Medical
- Lab Technician - Chemical
- Equipment Prep Technician
- Lab Technician - Analytical
- Hazardous Waste Response Associate

ACADEMICS | EXPERIENCES | PROFESSIONAL SKILLS | PASSION

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ACADEMICS | **EXPERIENCES** | **PROFESSIONAL SKILLS** | **PASSION**

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The "For Now" Decision
Dealing With Analysis Paralysis

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ELECTRICAL

TECHNICAL CAREERS
(Apprenticeship, Associate's Degree, Advanced Certification, Experience, etc.)

- Master Electrician - Residential and Commercial
- Journeyman Electrician - Residential and Commercial
- Low Voltage Systems
- Business Owner (Self-Employed)
- Foreman
- Licensed Electrician
- Marine Electrician
- Solar and Wind Renewable Energy Technician
- Industrial Control Specialist
- Electrical Instructor
- Maintenance Facility Electrician
- Theme Park Electrician

PROFESSIONAL CAREERS
(Bachelor's, Master's, Ph.D., Specialized Training, Experience, etc.)

- Electrical Engineer
- Electrical System Project Designer
- Electrical Inspector
- Home Automation Installer
- Energy Inspector
- Renewable Energy System Designer
- Smart Plant Technician
- Utility System Infrastructure Designer
- Electrical Designer/Architect

ENTRY-LEVEL CAREERS
(with Program Completion)

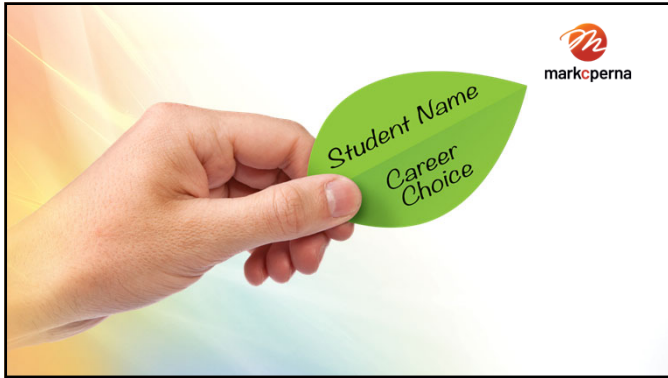
- Apprentice Electrician
- Apprentice Fire Alarm Technician
- Apprentice Security System Technician
- Cable Television Installer
- Telecommunications Technician
- Customer Service/Sales Representative
- Material and Equipment Science
- Office Manager
- Utility Worker
- Manufacturer's Representative
- Electrical and Equipment Safety Officer
- Home Theater Installer

MARINE ELECTRICIAN

ACADEMICS | EXPERIENCES | PROFESSIONAL SKILLS | PASSION

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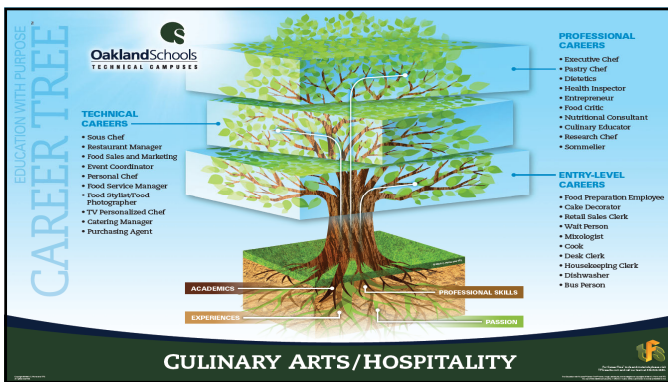
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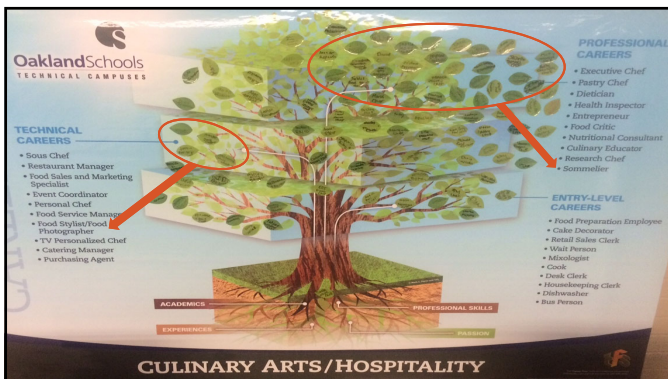
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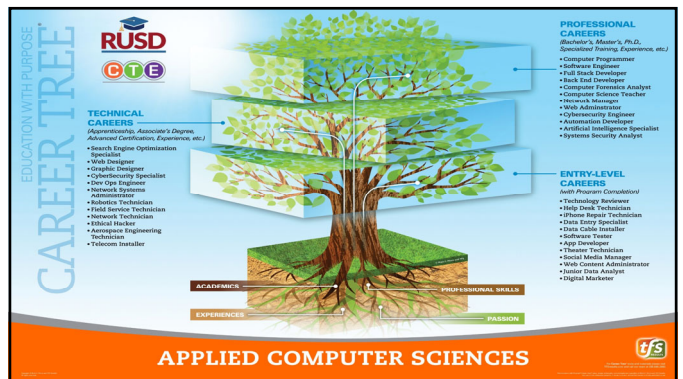
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EDUCATION WITH PURPOSE
CAREER TREE
RUSD
CTE

PROFESSIONAL CAREERS
 (Bachelor's, Master's, Ph.D., Specialist Training, Experience, etc.)

- Network News On Air Talent
- Network News Videographer
- Video Editor/Postproducer
- Animator
- Character Publication Illustration
- Fashion Designer
- Film & TV Producer
- Creative Director
- Prop Master
- Web Designer/Webmaster

TECHNICAL CAREERS
 (Apprenticeship, Associate's Degree, Advanced Certification, Experience, etc.)

- Newspaper/Magazine Graphic Designer
- Media Reporter/On Camera
- Media Reporter/Videographer
- Signage
- Photographer/Videographer
- Media Manager
- Animator
- Video Production Editor
- Graphic Designer
- Photo Editor
- Wildlife Photographer
- Photojournalist

ENTRY-LEVEL CAREERS
 (Entry-Level Training, Experience, etc.)

- Audio Production Consultant
- Production Assistant
- Photographer/Videographer
- Production Assistant
- Social Media Manager
- Audio/Video Engineer
- Technician
- Film & Video Editor
- Designer
- Graphic Designer/Poster Graphic Designer
- Forensic Artist
- Creative Assistant
- Photo Editor
- Camera Operator/Videographer
- Web Designer

ACADEMICS **PROFESSIONAL SKILLS**

EXPERIENCES **PASSION**

APPLIED DIGITAL MEDIA
tfs

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EDUCATION WITH PURPOSE
CAREER TREE
RUSD
CTE

PROFESSIONAL CAREERS
 (Bachelor's, Master's, Ph.D., Specialist Training, Experience, etc.)

- Commercial and Residential Architect
- Interior Design
- Green/Sustainable/Environmental Design
- Civil Engineer
- Real Estate Developer
- Mechanical Engineer/Product Designer
- Structural & Astronautical Engineer
- Geologist
- Robotics Engineer
- Landscape Architect
- Automotive Engineer
- Biomedical Chemical Engineer

TECHNICAL CAREERS
 (Apprenticeship, Associate's Degree, Advanced Certification, Experience, etc.)

- BIM (Building Information Modeling) Technician
- Construction Project Manager
- City Planner/Traffic Engineer
- Graphic Designer
- CAD Technician/Instructor
- Architectural Assistant
- BIM (Building Information Modeling) Technician
- Architectural Assistant
- Athletic Equipment Designer
- Horticulture Technician
- Video Game Environment Designer

ENTRY-LEVEL CAREERS
 (Entry-Level Training, Experience, etc.)

- CAD Operator/Consultant
- Building Surveyor
- Construction Worker/Inspector
- Surveying Technician
- Assistant Architect
- Assistant Civil Engineer
- Geographic Information Systems Technician
- Construction Worker/ Carpenter
- Landscaper
- Electronics Technician
- Robotics Technician
- LEGO Designer/Illustrator
- T-Shirt Designer
- Machine Drafter
- Commercial Drafter

ACADEMICS **PROFESSIONAL SKILLS**

EXPERIENCES **PASSION**

ARCHITECTURAL DESIGN
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EDUCATION WITH PURPOSE
CAREER TREE
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PROFESSIONAL CAREERS
 (Bachelor's, Master's, Ph.D., Specialist Training, Experience, etc.)

- ASE Master Certified Technician
- Shop Foreman/Manager
- Automotive Designer
- Automotive Engineer
- Automotive Service Information Specialist
- Automotive Mechanic
- Low Voltage Electrical Engineer
- CNC Programmer
- NASCAR Engineer
- Safety Design Engineer
- DOT/DMV Inspector
- Software Designer

TECHNICAL CAREERS
 (Apprenticeship, Associate's Degree, Advanced Certification, Experience, etc.)

- ASE Certified Technician
- Transmission Specialist
- Quality and Refinishing Technician
- Automotive Systems Technician
- Service Advisor/Diagnostician
- Automotive Mechanic
- Race Team Technician/Pit Crew Member
- Aircraft Mechanic
- Body & Paint Specialist
- Automotive Specialist
- Purchasing/Sales Supervisor

ENTRY-LEVEL CAREERS
 (Entry-Level Training, Experience, etc.)

- Audio Production Consultant
- Lubrication Technician
- Safety Design Assistant
- Tire Technician
- Automotive Body Technician
- Apprentice
- Technician Assistant
- Vehicle Inspector
- Parts Counter Sales & Service Representative
- Alarm/Steer Installer
- Car Wash
- Vehicle Detailer/Detailing Technician
- Vehicle Photographer
- Social Media Manager

ACADEMICS **PROFESSIONAL SKILLS**

EXPERIENCES **PASSION**

AUTOMOTIVE TECHNOLOGY
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EDUCATION WITH PURPOSE
CAREER TREE
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PROFESSIONAL CAREERS
 (Bachelor's, Master's, Ph.D., Specialist Training, Experience, etc.)

- Food Scientist
- Registered Dietitian
- Restaurant Owner
- Culinary Instructor
- Food Critic
- Health Inspector
- Resort Manager
- Food Industry Lawyer
- Nutritionist
- Culinary Educator
- General/Regional Manager

TECHNICAL CAREERS
 (Apprenticeship, Associate's Degree, Advanced Certification, Experience, etc.)

- Sous Chef
- Test Kitchen & Recipe Developer
- Food Truck Operator
- Pastry Chef
- Food Processor
- Food Stylist
- Restaurant Manager
- Baker
- Food & Beverage Sales

ENTRY-LEVEL CAREERS
 (Entry-Level Training, Experience, etc.)

- Audio Production Consultant
- Dishwasher
- Health Inspector
- Food Server
- Health Inspector
- Event Assistant
- Retail Sales Clerk
- Hotel/Tourism Specialist
- Baker
- Head Cook
- Farmer

ACADEMICS **PROFESSIONAL SKILLS**

EXPERIENCES **PASSION**

CULINARY ARTS & SERVICES
tfs

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EDUCATION WITH PURPOSE
CAREER TREE
RUSD
CTE

PROFESSIONAL CAREERS
 (Bachelor's, Master's, Ph.D., Specialist Training, Experience, etc.)

- Classroom Teacher
- School Site Administrator
- Social Worker
- School Counselor
- Instructional Technology Specialist
- Educational Software Designer
- Librarian
- University Professor
- Program Designer/Engineer
- Educational Programs Director
- Chief Academic Officer

TECHNICAL CAREERS
 (Apprenticeship, Associate's Degree, Advanced Certification, Experience, etc.)

- Preschool Teacher
- Daycare Center Director
- Corporate Trainer
- Community Outreach Coordinator
- Maintenance & Operations Specialist
- Life Utility
- Childcare/Teacher
- Victim Advocate
- School Nurse
- Administrative Assistant
- Autism Behavior Technician
- Juvenile Corrections Officer

ENTRY-LEVEL CAREERS
 (Entry-Level Training, Experience, etc.)

- Audio Production Consultant
- Montessori/Teacher
- Tutor
- Activity Director
- High School Sports Coach
- Receptionist
- Teacher Assistant
- Preschool Aide
- Camp Counselor
- Life Utility
- Social & Human Service Assistant

ACADEMICS **PROFESSIONAL SKILLS**

EXPERIENCES **PASSION**

EDUCATION & CHILD DEVELOPMENT
tfs

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EDUCATION WITH PURPOSE
CAREER TREE
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CTE

PROFESSIONAL CAREERS
 (Bachelor's, Master's, Ph.D., Specialist Training, Experience, etc.)

- Aerospace
- Electrical Engineer
- Computer Engineer
- Aerospace Engineer
- Astronautics Designer
- Robotics Engineer
- Civil Engineer
- Electrical/Electronics Engineer
- Engineering Production/Inspector
- Technician
- Design Engineer
- Design Engineer
- Design Engineer

TECHNICAL CAREERS
 (Apprenticeship, Associate's Degree, Advanced Certification, Experience, etc.)

- Computer Network Specialist
- Electronic Mechanical Technician
- Electronics Engineering Technologist
- Technical Graphic Artist
- Audio Technician
- Web Development
- Animation Maintenance
- Electronic Drafter
- Video Energy Systems Technician
- Mechanical Engineering Technician
- Drafter

ENTRY-LEVEL CAREERS
 (Entry-Level Training, Experience, etc.)

- Audio Production Consultant
- CAD Technician
- Engineering Production/Inspector
- 3D Printer Technician
- Retail Sales - Electronics store
- Solar System Sales Technician
- Industrial Machine Operator
- Solar Panel Manufacturing Technician
- Technician
- Retail Sales
- Manufacturing Line Worker
- Quality Control
- Warehouse Worker

ACADEMICS **PROFESSIONAL SKILLS**

EXPERIENCES **PASSION**

ENGINEERING DESIGN
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EDUCATION WITH PURPOSE
CAREER TREE

RUSD CTE

PROFESSIONAL CAREERS
(Bachelor's, Master's, Ph.D., Specialized Training, Experience, etc.)

- Producer
- Mixer
- Music Educator
- Musicologist
- Ethnomusicologist
- Psychoacoustician
- Conductor
- Music Attorney
- Music Therapist
- Music Supervisor
- Audiologist
- Publisher

TECHNICAL CAREERS
(Apprenticeship, Associate's Degree, Advanced Certification, Experience, etc.)

- Arts & Repertoire Coordinator
- Booking Agent
- Gigging Musician
- Music Director
- Music Journalist
- Private Instructor
- Promotions Manager
- Radio DJ
- Foley Artist
- Recording Engineer
- Live Sound Engineer
- Visual Designer

ENTRY-LEVEL CAREERS
(Entry Program, Certificate)

- Audio Program Coordinator
- Song Writer
- Audio Engineer Aide
- Musician Personal Assistant
- Studio
- Podcaster
- Composer
- Singer
- Musician
- Coplan/Copbar
- Production Assistant

ACADEMICS | **EXPERIENCES** | **PROFESSIONAL SKILLS** | **PASSION**

MUSIC TECHNOLOGY & AUDIO PRODUCTION

tfs

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EDUCATION WITH PURPOSE
CAREER TREE

RUSD CTE

PROFESSIONAL CAREERS
(Bachelor's, Master's, Ph.D., Specialized Training, Experience, etc.)

- Senior Technical Support Specialist
- Systems Analyst
- Senior Penetration Tester
- Senior System Administrator
- Programming Analyst
- Information Security Analyst
- Director of Educational Technology
- Senior Web Application Developer
- IT Risk & Web Developer
- Cloud Security Engineer
- IT Quality Analyst

TECHNICAL CAREERS
(Apprenticeship, Associate's Degree, Advanced Certification, Experience, etc.)

- IT Support Specialist
- Desktop Support Specialist
- A/C Technician
- Security Network Support Specialist
- Network Electronics Technician
- Security Analyst
- Front End Development
- Programmer
- Quality Assurance Technician
- Database Administrator
- Technical Writer
- System Administrator

ENTRY-LEVEL CAREERS
(Entry Program, Certificate)

- Computer Repair Technician
- Front End Developer
- Research Support Assistant
- Human Resources Assistant
- Legal Administrative Assistant
- Video Game Tester
- Search Engine Evaluator
- Training Support Representative
- Customer Service Representative
- Data Entry Clerk

ACADEMICS | **EXPERIENCES** | **PROFESSIONAL SKILLS** | **PASSION**

NETWORKING & CYBERSECURITY

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EDUCATION WITH PURPOSE
CAREER TREE

RUSD CTE

PROFESSIONAL CAREERS
(Bachelor's, Master's, Ph.D., Specialized Training, Experience, etc.)

- Materials Scientist
- Civil Engineer
- Project Manager
- Architectural Designer
- Building Code Inspector
- General Contractor
- Fire Protection Engineer
- Land Acquisition Manager
- Construction Trades Teacher
- OSHA Inspector
- City Designer

TECHNICAL CAREERS
(Apprenticeship, Associate's Degree, Advanced Certification, Experience, etc.)

- Low Voltage Electrician
- Carpenter
- House Mason
- Cabinet Maker
- Historic Restoration Specialist
- Solar Thermal Technician
- Plumber Journeyman
- Heavy Equipment Operator
- Glass Installer
- CAD Drafter
- Crane Operator
- Land Surveyor
- Estimator

ENTRY-LEVEL CAREERS
(Entry Program, Certificate)

- Carpentry Apprentice
- Concrete Finisher
- Plumber Apprentice
- Construction Worker
- Drywall Installer
- Electrical Apprentice
- Mason
- Roofing Specialist
- Solar System Installer
- Land Surveyor Assistant
- Forklift Operator
- Tile Installer

ACADEMICS | **EXPERIENCES** | **PROFESSIONAL SKILLS** | **PASSION**

RESIDENTIAL & COMMERCIAL CONSTRUCTION

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EDUCATION WITH PURPOSE
CAREER TREE

RUSD CTE

PROFESSIONAL CAREERS
(Bachelor's, Master's, Ph.D., Specialized Training, Experience, etc.)

- Electrical Engineer
- Mechanical Engineer
- Supply Chain Manager
- Robotics Engineer
- Precision Engineer
- Control Engineer
- Automation Specialist
- Robotics
- Engineering Professor/Instructor

TECHNICAL CAREERS
(Apprenticeship, Associate's Degree, Advanced Certification, Experience, etc.)

- Warehouse Logistics Manager
- Electrical Technician
- Mapping/GIS Technician
- Lab Technologist
- CAD Specialist
- Instrument Technician
- Instrument Technologist
- Automation Technician
- Industrial Robotics Technician
- Automated Guided Vehicle Technician

ENTRY-LEVEL CAREERS
(Entry Program, Certificate)

- Cargo and Freight Agent
- Heavy Machine Operator
- CNC Operator
- Assembly Technician
- Maintenance Technician
- Mill Operator
- Computer Repair Technician
- Fabricator
- Miller Weld Installer
- Utility Field Technician
- 3D Printer Technician
- Drone Operator

ACADEMICS | **EXPERIENCES** | **PROFESSIONAL SKILLS** | **PASSION**

ROBOTICS & ENGINEERING SYSTEMS

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EDUCATION WITH PURPOSE
CAREER TREE

RUSD CTE

PROFESSIONAL CAREERS
(Bachelor's, Master's, Ph.D., Specialized Training, Experience, etc.)

- Physical Therapist
- Certified Athletic Trainer
- Dietitian/Sports Nutritionist
- Certified Strength & Conditioning Specialist
- Occupational Therapist
- Optometrist
- Physician's Assistant
- Sports Science Teacher
- Sports Psychologist
- Sports Medicine Physician
- Registered Nurse

TECHNICAL CAREERS
(Apprenticeship, Associate's Degree, Advanced Certification, Experience, etc.)

- Athletic Program Supervisor
- Certified Personal Trainer
- Certified Nursing Assistant
- Emergency Medical Technician
- Massage Therapist
- Personal Trainer
- Physical Therapy Aide
- Surgical Technologist
- Dental Hygienist
- Group Fitness Instructor
- Health/Wellness Educator
- Personal Trainer

ENTRY-LEVEL CAREERS
(Entry Program, Certificate)

- Dispatcher
- Detail Care Worker
- Fire Fighter
- Fitness Instructor
- Personal Trainer
- Rehabilitation
- Sports Coach
- Strength/Resistance Training
- Technical
- Medical Billing Clerk
- Veterinary Assistant
- Personal Trainer

ACADEMICS | **EXPERIENCES** | **PROFESSIONAL SKILLS** | **PASSION**

SPORTS MEDICINE & INJURY MANAGEMENT

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EDUCATION WITH PURPOSE
CAREER TREE

RUSD CTE

PROFESSIONAL CAREERS
(Bachelor's, Master's, Ph.D., Specialized Training, Experience, etc.)

- Theater Designer/light, set, costume
- Lighting Designer
- Live
- Theater, Film, Video Director
- Artistic Director/Managing Producer
- Production Stage Manager
- Costume Design Instructor
- Technical Theater Instructor
- Project Manager
- Creative Services Producer

TECHNICAL CAREERS
(Apprenticeship, Associate's Degree, Advanced Certification, Experience, etc.)

- Set Designer
- Sound Artist
- Master Carpenter/Electrician
- Wig Designer / Dresser
- Audio System/Lighting Technician
- Content Mail Manager
- Make-up Artist
- Production Manager
- Stage Manager
- Technical Director
- Audio Engineer
- Live Production

ENTRY-LEVEL CAREERS
(Entry Program, Certificate)

- Grip
- Makeup Artist
- Costume Stitcher
- Stage Hand
- Assistant Director
- Theater Tech Crew
- Audio Technician
- Assistant Editor
- Stage Manager
- Live Event Technician
- Associate Producer

ACADEMICS | **EXPERIENCES** | **PROFESSIONAL SKILLS** | **PASSION**

TECHNICAL THEATER & LIVE EVENT PRODUCTION

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EDUCATION WITH PURPOSE
CAREER TREE

RUSD CTE

TECHNICAL CAREERS
(Administrators, Assistants, Design, Advanced Certification, Experiences, etc.)

- 3D Modeler
- Mobile Apps Programmer
- Web Developer
- Database Manager
- Network Security Administrator
- Network Support Specialist
- Branding Manager
- Motion Designer
- Packaging Designer
- Video Game Designer
- UX Designer
- Flight Planner

PROFESSIONAL CAREERS
(Bachelor's, Master's, Ph.D., Specialist, Financial, Forensic, etc.)

- Website Content Manager
- Database Analyst
- Knowledge Application
- Project Manager
- Senior Systems Analyst
- User Support Analyst
- Web Content Developer
- Cloud Integration Specialist
- Information Technology Architect
- Senior Art Director
- Video Game Developer

ENTRY-LEVEL CAREERS
(Adult Programs, Competency)

- Computer Technician
- Logo Designer
- Software Technician
- Software Tester
- Video Game Tester
- Internet Marketer
- Front End Web Designer
- Database Administrator
- Mobile Apps Assistant
- Social Media Manager
- Helpdesk Analyst
- Animator

ACADEMICS

- Be Career & College Ready
- Consider all of your career and college options
- Develop a career-focused academic plan
- Get Ahead
- Pursue personal growth and take swift action
- Succeed in your classes now to unlock schedule flexibility later
- Make It Count
- Utilize all subject areas to build your unique Competitive Advantage
- Register with Enrollment to enter the pathway you choose

EXPERIENCES

- Get Involved
- Actively participate in a club, sport, or organization
- Visit a high school or college campus showcase
- Engage with Professionals
- Attentively listen to and participate with guest speakers
- Network with business, industry, and college partners
- Change the World
- Help at a community event or school activity
- Tutor and mentor other students

PROFESSIONAL SKILLS

- Invest Effort & Engagement
- Complete high-quality work in a timely manner
- Pursue new challenges and adapt to change
- Communicate Effectively
- Listen, share, and engage with others
- Practice verbal, non-verbal, written, and digital communication
- Engage in Teamwork
- Collaborate with others and contribute new ideas
- Identify project needs and shared resources
- Apply Problem Solving
- Develop effective strategies using appropriate resources
- Self-reflect and accept constructive feedback

PASSION

- Discover Your Abilities
- Explore what you are good at
- Recognize and develop your talents
- Control Your Journey
- Understand and embrace your strengths as a learner
- Build confidence through consistency and practice
- Succeed
- Enroll in programs based on individual interests
- Take reasonable and creative risks

WEB & APP DEVELOPMENT

TFS

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EDUCATION WITH PURPOSE
CAREER TREE

RUSD CTE

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MY COMPETITIVE ADVANTAGE

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RUSD CTE

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RUSD CTE

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MY COMPETITIVE ADVANTAGE

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PASSION

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VE ADVANTAGE

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RESULTS

For Career Test tools and materials please visit TFSresults.com and call our team at 330-840-2680.

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ACADEMICS

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John Deere Davenport Works
Davenport, Iowa

Manufacturing:
Heavy Construction & Agricultural Equipment

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Megan
24 Years Old
John Deere (5-years)

Abilities:

- ✓ Academic Knowledge
- ✓ Technical Skills
- ✓ Professional Skills

4-Year Degree:
Business

College Debt:
\$0

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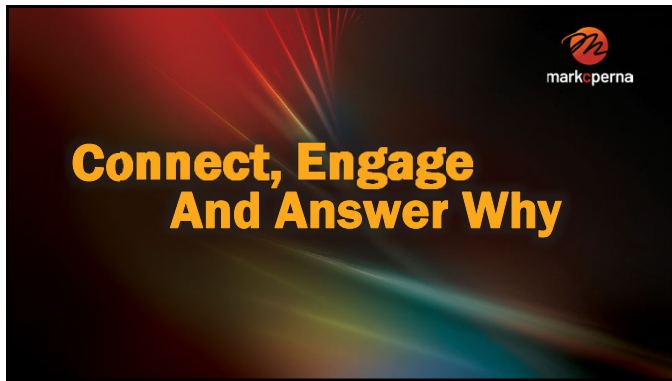
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Shifting The Paradigm
The CALL TO ACTION

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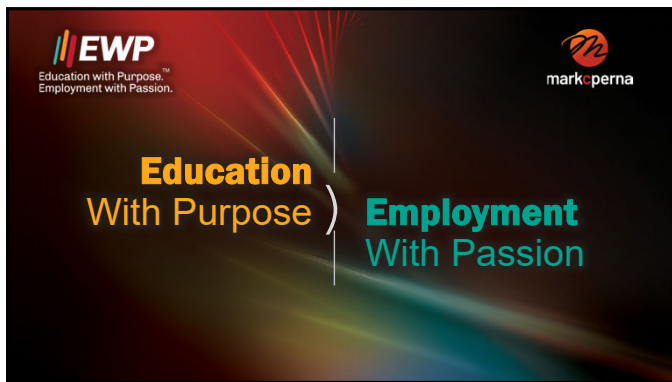
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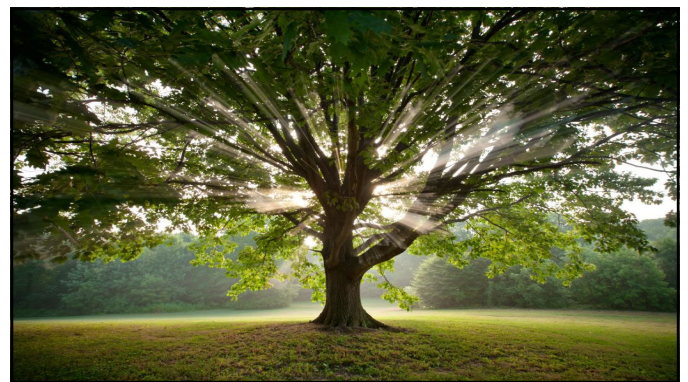
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mark-perna | **COMPETITIVE ADVANTAGE TRACK™**

- **Slice 1:** "Why We All Need a Personal Competitive Advantage (Part 1)"
- **Slice 2:** "Why We All Need a Personal Competitive Advantage (Part 2)"
- **Slice 3:** "Leveraging The Human Connection"
- **Slice 4:** "Building Your Dream"
- **Slice 5:** "The Power of Failure"
- **Slice 6:** "Be Comfortable Being Uncomfortable"

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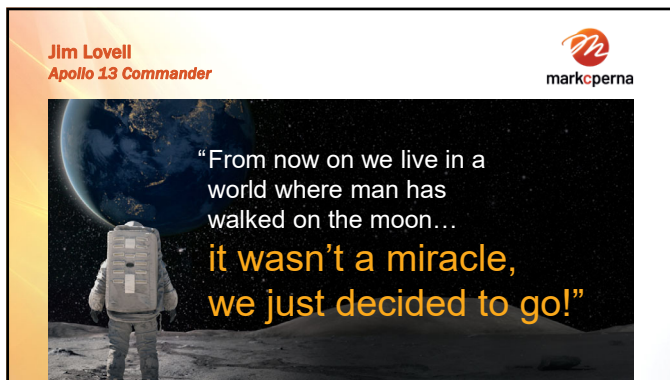
mark-perna | **COMPETITIVE ADVANTAGE TRACK™**



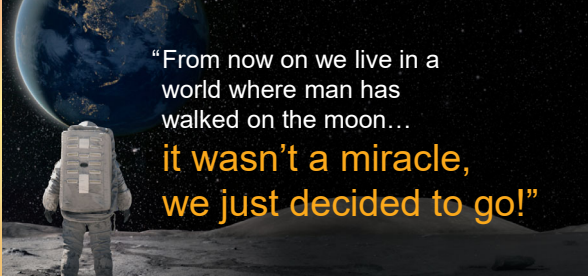
- Facilitator Reflection
- Discussion Starters
- Supersize Suggestions (Activities)
- Big Picture View

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Jim Lovell
Apollo 13 Commander



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"From now on we live in a world where man has walked on the moon...
**it wasn't a miracle,
we just decided to go!"**

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SHARE YOUR THOUGHTS

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