



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!

A handwritten signature in black ink, appearing to read 'Mark C. Perna', with a long horizontal flourish extending to the right.

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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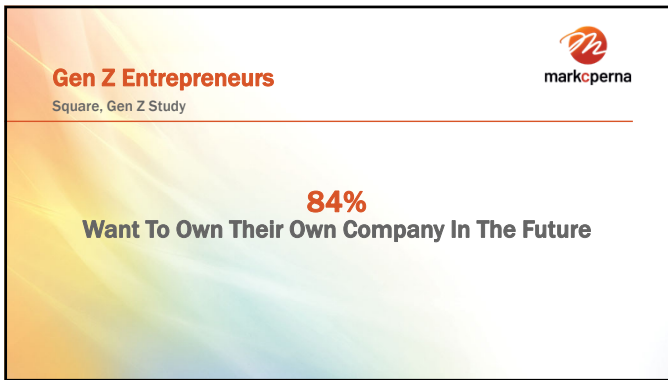
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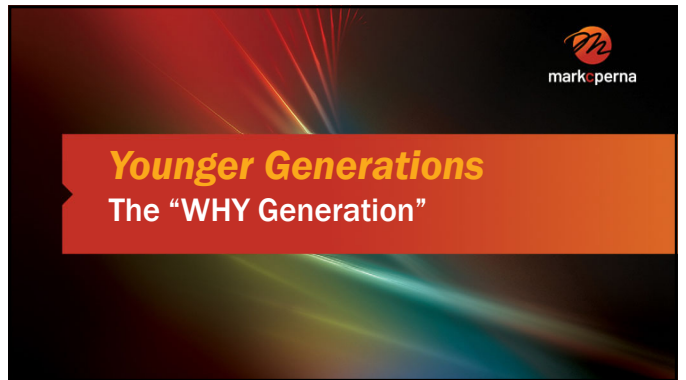
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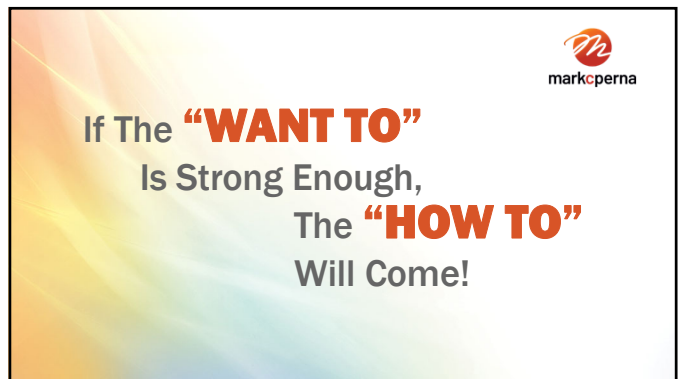
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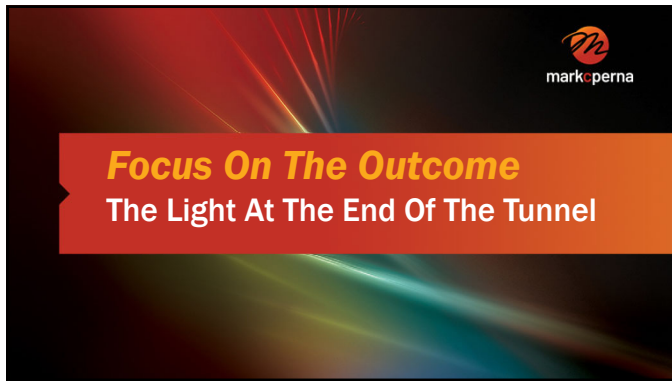


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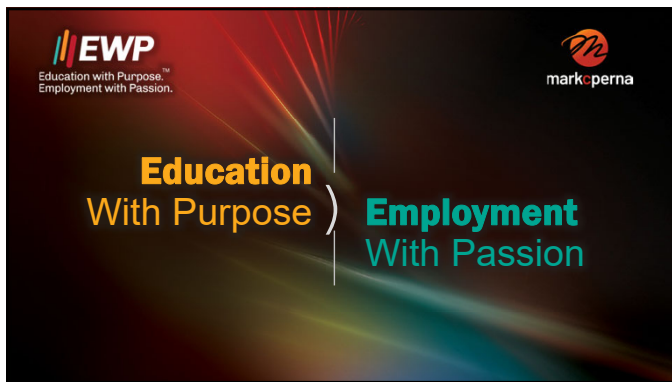
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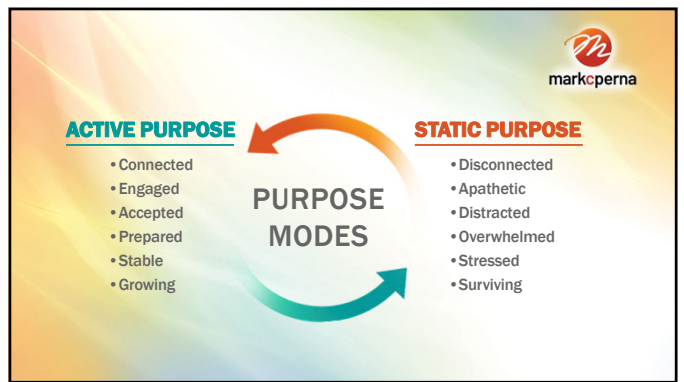
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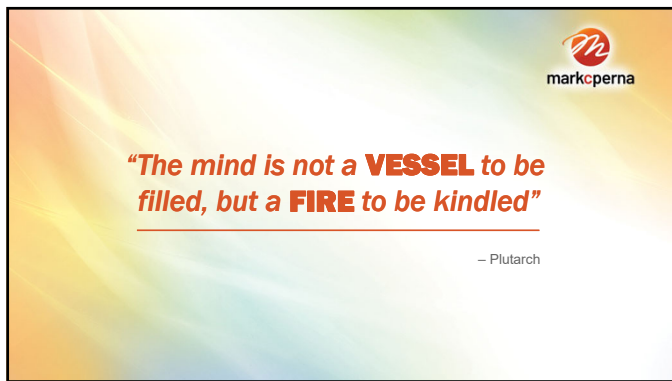
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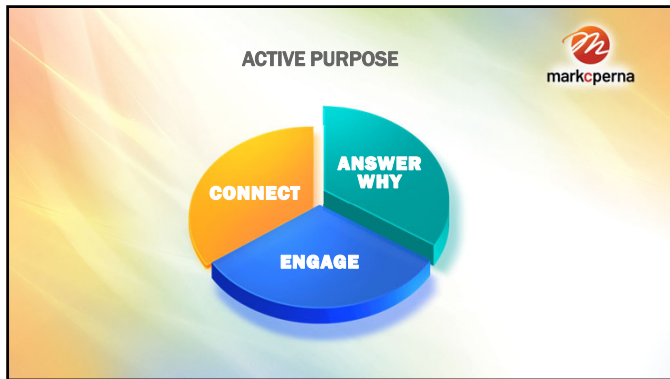


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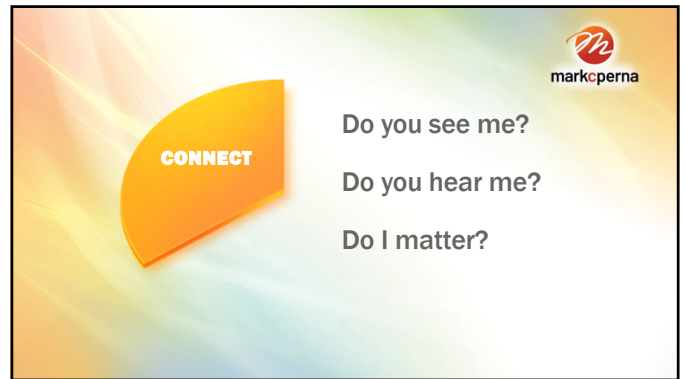


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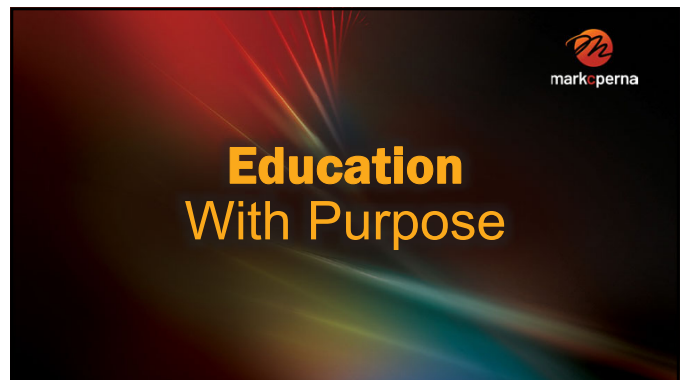
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Georgetown University
Center for Education and Workforce

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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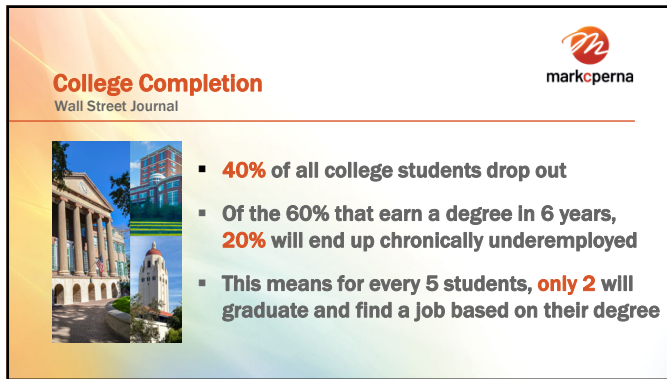
Strada-Gallup Education Network
College Student Survey

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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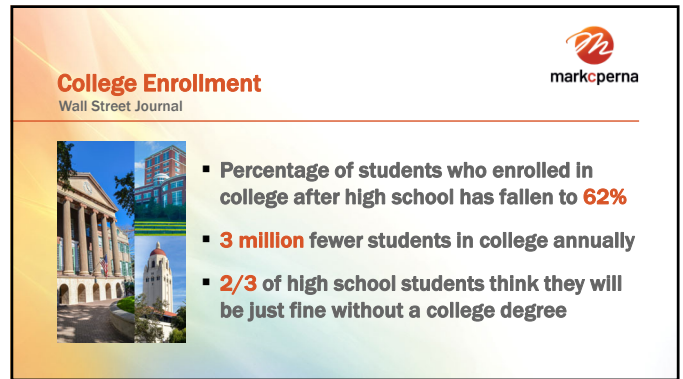
College Completion
Wall Street Journal




- **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** (11%) 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



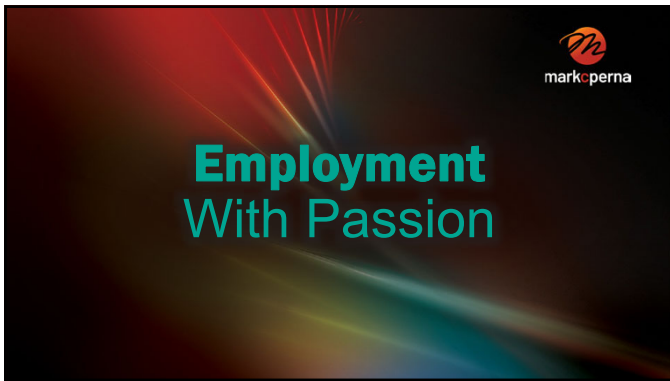
At the Interview:

- **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

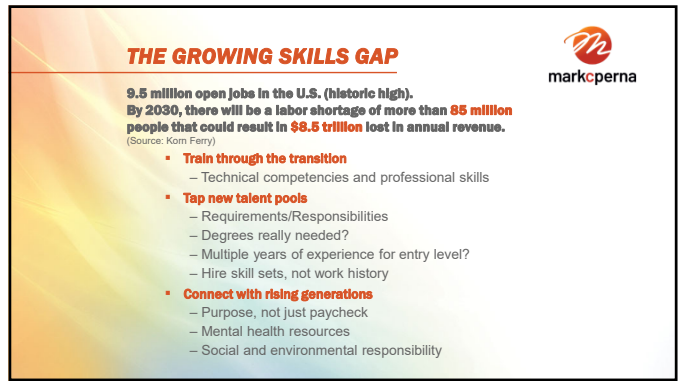
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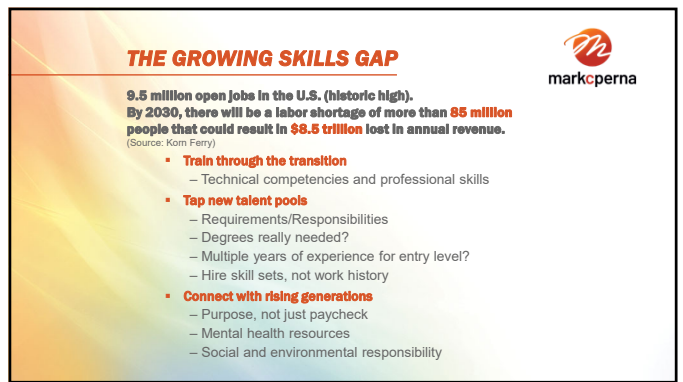
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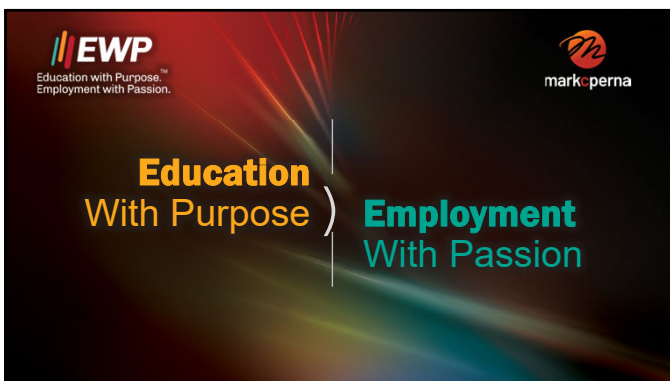
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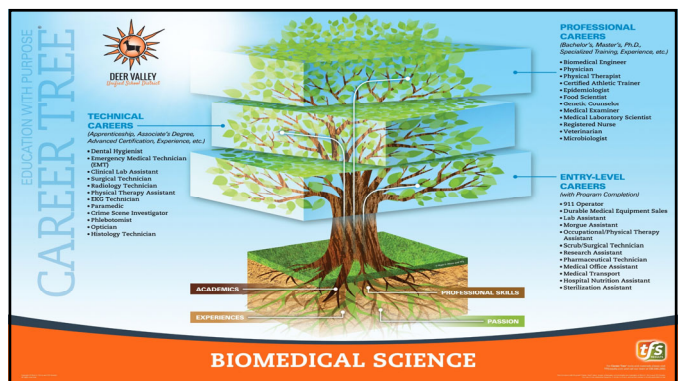
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ENTRY-LEVEL CAREERS
(with Program Completion)

- 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 Transport
- Hospital Nutrition Assistant
- Sterilization Assistant

PROFESSIONAL SKILLS

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

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- Epidemiologist
- Food Scientist
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- Registered Nurse
- Veterinarian
- Microbiologist

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- Pharmaceutical Technician
- Medical Office Assistant
- Medical Transport
- Hospital Nutrition Assistant
- Sterilization Assistant

BIOMEDICAL SCIENCE

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

- Electrical Engineer
- Electrical System Project Designer
- Electrical Manager
- Electrical Inspector
- Home Automation Installer
- Systems Engineer
- Renewable Energy System Designer
- Invert/Fault Technician
- Utility System Infrastructure Engineer
- Electrical Design/Architect

JOURNEYMAN ELECTRICIAN

ENTRY-LEVEL CAREERS
(with Program Completion)

- Apprentice Electrician
- Apprentice Fire Alarm Technician
- Apprentice Security System Technician
- Cable/Telephone Installer
- Communications Technician
- Customer Service/Sales Representative
- Material and Equipment Manager
- Office Manager
- Utility Worker
- Welding/Sheet Metal Representative
- Material and Equipment Delivery Person
- Home Theory Installer

ELECTRICAL

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LEVEL 3 CAREERS
(with Further Experience or Additional Education)

- Research Scientist
- Research Project Manager
- Research Professor
- Patent Examiner/Attorney
- Entrepreneur
- Regulatory Affairs Professional
- Lab Coordinator
- Forensic Lab Director
- Characterization/Chemical Management
- Teaching
- Military Scientist/Analyst
- Technical Writer

LEVEL 2 CAREERS
(with Further Experience or Additional Education)

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

LEVEL 1 CAREERS
(with Program Completion)

- Process Development Technician
- Lab Technician - Environmental Development
- Lab Technician - Research & Development
- Lab Technician - Quality Control
- Lab Technician - Medical
- Lab Technician - Chemical
- Lab Technician - Instrumentation
- O&P Change Technician
- Equipment Prep Technician
- Lab Technician - Analytical
- Lab Technician - Instrumentation
- Lab Technician - Environmental
- Lab Technician - Safety
- Lab Technician - Waste Response Associate

CHEMISTRY

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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

PROFESSIONAL SKILLS

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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
- Pharmaceutical Sales Representative
- 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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LEVEL 3 CAREERS
(with Extended Experience or Additional Education)

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

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- Lab Technician - Research & Development
- Lab Technician - Quality Control
- Lab Technician - Medical
- Pharmaceutical Sales Representative
- Chemical Engineer
- Forensics Lab Scientist
- Pollution Prevention Technician
- Product Development Scientist
- Hazardous Waste 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

CHEMISTRY

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ACADEMICS

EXPERIENCES

PROFESSIONAL SKILLS

PASSION

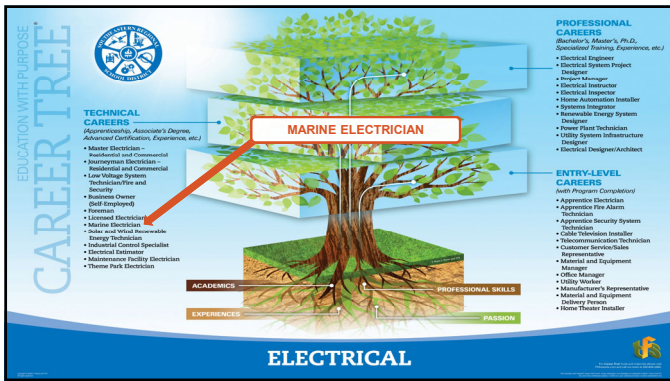
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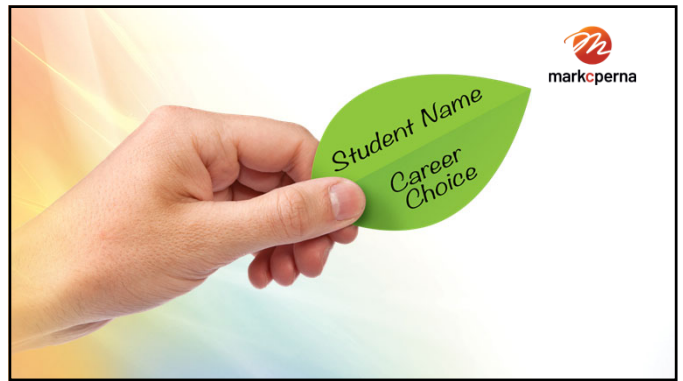
The "For Now" Decision
Dealing With Analysis Paralysis

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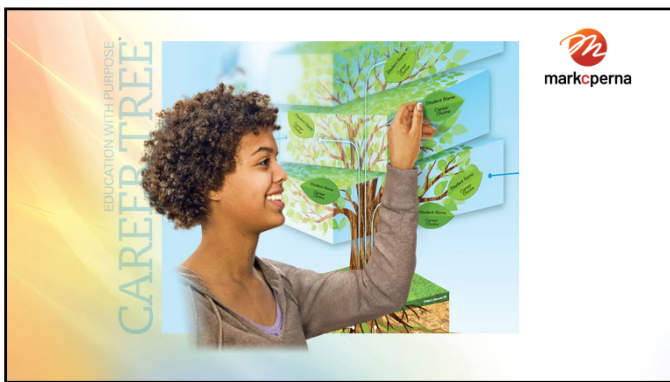
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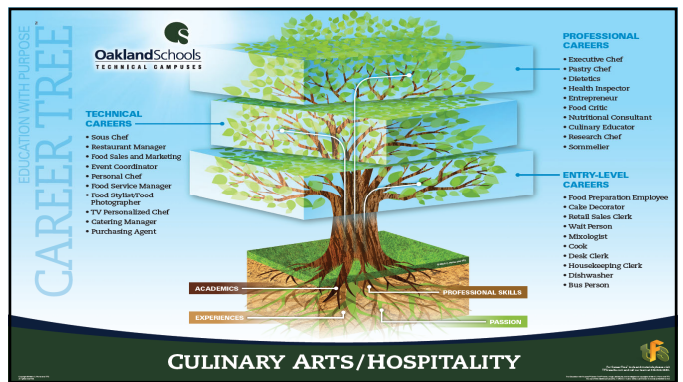
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EDUCATION WITH PURPOSE
CAREER TREE
RUSD
CTE

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

- Search Engine Optimization Specialist
- Web Designer
- Cybersecurity Specialist
- UX/UI Designer
- Network Systems Administrator
- Robotics Technician
- Field Service Technician
- Network Technician
- RF/Millwright Technician
- Apprentice Engineering Technician
- Telecom Installer

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

- Computer Programmer/Software Engineer
- Full Stack Developer
- Back End Developer
- Computer Forensics Analyst
- Computer Science Teacher
- Network Engineer
- Web Administrator
- Cybersecurity Engineer
- Artificial Intelligence Specialist
- Systems Security Analyst

ENTRY-LEVEL CAREERS
(Apprenticeship, Associate's Degree, Advanced Certification, Experience, etc.)

- IT Help Desk Technician
- Help Desk Technician
- Network Support Technician
- Data Entry Specialist
- Data Cable Installer
- Software Tester
- App Developer
- Thesis Technician
- Social Media Manager
- Web Content Administrator
- Junior Data Analyst
- Digital Manager

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

APPLIED COMPUTER SCIENCES

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EDUCATION WITH PURPOSE
CAREER TREE
RUSD
CTE

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

- Photographer/Videographer
- Photographer/Magazine Graphic Designer
- Media Reporter/On Camera
- Media Reporter/Videographer
- Signage
- Media Manager
- Animation Designer/Editor
- Graphic Designer
- Photo Editor
- Web Site Photographer
- Photobooth Artist

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

- Network News On-Air Talent
- Network News Videographer
- Signage Media Artist
- Videographer/Photographer
- 3D Artist
- Illustrator
- Instructional Publication Illustration
- Fashion Designer
- Film & TV Producer
- Illustration Artist/Animator
- Creative Director
- Prop Master
- Web Designer/Webmaster

ENTRY-LEVEL CAREERS
(Apprenticeship, Associate's Degree, Advanced Certification, Experience, etc.)

- Photographer/Videographer
- Photo Assistant
- Social Media Manager
- Audio/Video Equipment Technician
- Graphic Designer/Junior Graphic Designer
- Freelance Artist
- Freelance Artist
- Photo Editor
- Camera Operator/Videographer
- Web Designer

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

APPLIED DIGITAL MEDIA

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EDUCATION WITH PURPOSE
CAREER TREE
RUSD
CTE

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

- Architectural Drafter
- Construction Project Manager
- City Planner/Traffic Engineer
- Graphic Designer
- CAD Technician/Draftsman
- Architectural Illustrator
- 3D Modeling/Information Modeling Technician
- Cost Estimator
- Architectural Equipment Designer
- Steel Technician
- Value Stream Environment Designer

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

- Commercial and Residential Architect
- Interior Design
- Green Sustainable/Environmental Architect
- Chief Architect
- Chief Engineer
- Chief Estimator
- Mechanical Engineer/Product Designer
- Apprentice & Amusement Engineer
- Landscaping Architect
- Automotive Engineer
- Biomedical/Chemical Engineer

ENTRY-LEVEL CAREERS
(Apprenticeship, Associate's Degree, Advanced Certification, Experience, etc.)

- CAD Operator/Drafting, Rendering
- Drafting
- Assistant Architect
- Assistant Estimator
- Geographic Information Systems
- Landscaper
- Electrician
- Construction Worker/Carpenter
- Apprentice
- Large Design/Estimator
- Interior Designer
- Mobile Dealer
- Commercial Drafter

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

ARCHITECTURAL DESIGN

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EDUCATION WITH PURPOSE
CAREER TREE
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TECHNICAL CAREERS
(Apprenticeship, Associate's Degree, Advanced Certification, Experience, etc.)

- ASE Certified Technician
- Transmission Specialist
- Chassis and Alignment Technician
- Collision and Refinishing Technician
- Apprentice/Engine/Instrument
- Service Advisor/Diagnostician
- Automotive Mechanic
- Body & Paint Specialist
- Automotive Detailer
- Purchasing/Sales Supervisor

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

- ASE Master Certified Technician
- Shop General Manager
- Automotive Designer
- Automotive Engineer
- Automotive Service Information Specialist
- ASE Instructor
- Low Voltage Electrical Engineer
- CNC Programmer
- HARSA Engineer
- Safety Design Engineer
- DOT/DNV Inspector
- Software Designer

ENTRY-LEVEL CAREERS
(Apprenticeship, Associate's Degree, Advanced Certification, Experience, etc.)

- Lab Technician
- Automotive Assistant
- Tire Technician
- Automotive Body Technician
- Apprentice
- Technician Assistant
- Auto Inspection
- Parts Counter Sales & Service Representative
- Automotive Installer
- Auto Sales & Service Receptionist
- Vehicle Photographer
- Social Media Manager

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

AUTOMOTIVE TECHNOLOGY

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EDUCATION WITH PURPOSE
CAREER TREE
RUSD
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TECHNICAL CAREERS
(Apprenticeship, Associate's Degree, Advanced Certification, Experience, etc.)

- Sommelier
- Head Chef
- Two Kitchens & Recipe Developer
- Food Truck Operator
- Pastry Chef
- Event Planner/Artist
- Private Chef
- Bar/Event
- Restaurant Manager
- Chef
- Food & Beverage Sales

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

- Food Scientist
- Registered Dietitian
- Restaurant Owner
- Food critic
- Executive Chef
- Event Manager
- Food Industry Lawyer
- Food Stylist
- Culinary Educator
- Culinary Regional Manager

ENTRY-LEVEL CAREERS
(Apprenticeship, Associate's Degree, Advanced Certification, Experience, etc.)

- Food Service/Consultant
- Chocolatier
- Pastry Chef
- Food Server
- Event Cook
- Event
- Event Assistant
- Event Sales Clerk
- Wine Tasting Room Specialist
- Barista
- Pastry

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

CULINARY ARTS & SERVICES

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EDUCATION WITH PURPOSE
CAREER TREE
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TECHNICAL CAREERS
(Apprenticeship, Associate's Degree, Advanced Certification, Experience, etc.)

- Preschool Teacher
- Corporate Trainer
- Community Outreach Coordinator
- Maintenance & Operations Employee
- Librarian
- Translator/Interpreter
- Video Advocate
- Childcare Worker
- Administrative Assistant
- Autism Behavior Technician
- Juvenile Corrections Officer

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

- Classroom Teacher
- School Site Administrator
- Social Worker
- Health & Family Counselor
- School Counselor
- School Psychologist
- Behavioral Software Designer
- Educator
- University Professor
- Top Performer/Engineer

ENTRY-LEVEL CAREERS
(Apprenticeship, Associate's Degree, Advanced Certification, Experience, etc.)

- Preschool Teacher
- Library Assistant
- Administrative Assistant
- Administrative Assistant
- Autism Behavior Technician
- Juvenile Corrections Officer
- Child Care
- Activity Director
- High School Sports Coach
- Receptionist
- Teacher Assistant
- Preschool Aide
- Compass Aide
- Wellness/Social Worker
- Senior Instructor/Instructor
- Child Guide
- Social & Human Service Assistant

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

EDUCATION & CHILD DEVELOPMENT

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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.)

- Astronaut
- Electrical Engineer
- Computer Engineer
- Aerospace Engineer
- Mechanical Engineer
- Robotics
- Civil Engineer
- Electrical/Electronics Engineer
- Engineering Professor/Instructor
- Heavy Industry
- Mechanical Engineer

ENTRY-LEVEL CAREERS
Entry Program Consultant

- CAD Technician
- Electronic Assembly Technician
- Electronic Technician
- 3D Printer Technician
- Small Sales - Electronics store
- Solar Systems Sales
- Industrial Machine Operator
- Small Business
- Manufacturing Line Worker
- Quality Control
- Warehouse Worker

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

- Computer Network Specialist
- Electric-Mechanical Technician
- Electronic Engineering Technician
- CNC Engineering Technician
- Technical Graphic Artist
- Audio Technician
- Weld Developer
- Aviation Maintenance
- Electronic Driller
- Field Energy System Technician
- Mechanical Engineering Technician
- Driller

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

ENGINEERING 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.)

- Director of Programming
- Multimedia Artist/Animator
- Director
- Video Editor
- Actor, Anchor, News Reporter
- Director of Photography
- Film & Video Editor
- Production Sound Mixer/Engineer
- Script Supervisor
- Executive Producer
- Casting Director
- Writer/Television News Producer

ENTRY-LEVEL CAREERS
Entry Program Consultant

- Crew Photographer/Videographer
- Production Assistant
- Script Supervisor
- Production Assistant
- Script Supervisor
- Editor/Key Grip
- Actor/Video Crew
- Camera Operator/Assistant
- Assistant Director (other film)
- Staff Writer
- Casting Assistant
- Camera Key Grip
- Assistant Video Editor

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

- Lighting Technician
- Equipment Technician
- Appliance/Business Manager
- Video Editor
- Audio & Video Engineer
- Foley Artist
- Camera/Scope Artist
- Camera Operator
- Music Composer
- Visual Effects Artist
- Production Design & Storyboard Artist
- Technical Director

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

FILM, TV, & VIDEO PRODUCTION

tfs

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EDUCATION WITH PURPOSE
CAREER TREE
RUSD
CTE

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

- Game Designer
- Project Manager
- Software Engineer
- UX Designer
- Video Game Programmer
- QA Artist
- 3D Artist
- Game Director
- Unity Mobile/AR/VR Developer
- Visual Effects Artist
- Systems Analyst

ENTRY-LEVEL CAREERS
Entry Program Consultant

- Independent Game Developer
- Software Quality Assurance
- Game Tester
- Community/Broadcaster Assistant
- Production Assistant
- Game Animator
- Data Entry Specialist
- Technical Engineer
- Customer Service Representative
- Web Developer
- Quality Control Manager

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

- Unity Programmer
- Sound Designer
- Level Designer
- Graphic Designer
- Concept Artist
- 3D Modeler
- Character Animator
- 3D Artist
- Concept Designer
- Creative/Game Writer
- App Developer

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

GAME DESIGN & DEVELOPMENT

tfs

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EDUCATION WITH PURPOSE
CAREER TREE
RUSD
CTE

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

- Creative Director
- Art Director
- Graphic Design Instructor
- Superior Editor
- Commercial Photographer
- Set and Exhibit Designer
- Advertising Executive
- Communications Director
- Environmental Designer
- Package Designer

ENTRY-LEVEL CAREERS
Entry Program Consultant

- Production Artist
- Digital Press Operator
- Screen Printer
- Print Associate
- Prepress Operator
- Prepress Operator
- Graphic Design Assistant
- Social Media Content Developer
- Photo Editor
- Color Binding and Finishing
- Web Editor
- Web Designer

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

- Printer
- Large Format Print Operator
- Printer Technician
- Typography Designer
- Production Designer
- Graphic Designer
- Production Designer
- Prepress Technician
- Desktop Publisher
- Production Assistant
- Production Planner
- Sales Representative

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

GRAPHIC DESIGN & PRINT PRODUCTION

tfs

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EDUCATION WITH PURPOSE
CAREER TREE
RUSD
CTE

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

- Cardiovascular Engineer
- Travel Nurse
- Biomedical Engineer
- Physician Assistant
- Health Care Therapist
- CDC Public Health Specialist
- Genetic Anthropologist
- Consumer Psychologist
- Medical Researcher
- Physical Therapist
- Healthcare Policy Advisor

ENTRY-LEVEL CAREERS
Entry Program Consultant

- Certified Quality Assistant
- Emergency Medical Technician
- Healthcare Quality Assistant
- Medical Assistant
- Pharmacy Technician
- Medical Interpreter
- CNA Technician/Therapist
- Contact Tracer
- Medical Billing/Coding
- Dietary Aide
- Medical Scribe
- Hospital Technician
- Phlebotomist

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

- Paramedic
- Pharmaceutical Sales Representative
- Laboratory Technician
- Financial Technician
- Medical Technician
- Dental Technician
- Diagnostic Technician
- Radiology Technician
- Surgical Technician
- Nuclear Medical Technician

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

HEALTH CAREERS & PATIENT CARE

tfs

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EDUCATION WITH PURPOSE
CAREER TREE
RUSD
CTE

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

- Business Director
- Chief Executive Officer
- Chief Operating Officer
- Executive Financial Advisor
- Market Research Analyst
- Business Development
- Professional Consultant
- Director of Advertisement & Marketing
- Business Trainer/Professor
- Sales Manager
- Social Media Consultant

ENTRY-LEVEL CAREERS
Entry Program Consultant

- Retail Sales Associate
- General Office Clerk
- Retailer
- Small Business Owner
- Warehouse Team Member
- Wholesale & Manufacturing Sales Reps
- Bookkeeper
- Receptionist
- Customer Service Agent
- Office Manager
- Hotel Customer Service
- Retail Rep

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

- Logistics Coordinator
- Advertising Agent
- Payroll Clerk
- Human Resource
- Public Relations
- Travel Agent
- Distribution/Logistics Manager
- Import/Purchasing Agent
- Purchasing
- Compliance Manager
- Insurance Clerk
- Trade Expansion Manager

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

INTERNATIONAL BUSINESS

tfs

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Answering Why: Unleashing Passion, Purpose, and Performance in Younger Generations

EDUCATION WITH PURPOSE
CAREER TREE
RUSD
CTE

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

- Paralegal
- Law Enforcement Officer
- Corrections Officer
- Border Patrol Agent
- State Correctional Officer
- Public Service Representative
- Military - Non-Commissioned Officer
- Paralegal/Probation Officer
- Citizen Analyst
- Citizen Service Investigator
- CHS Protective Services Agent
- Fire Fighter Male

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

- Clerical Court Judge
- Private Investigator
- Public Information Officer
- Military - Commissioned Officer
- Investigator
- Police Officer
- Immigration & Customs Enforcement Agent
- SWAT Officer
- Black Card
- File Clerk
- Forensic Psychologist

ENTRY-LEVEL CAREERS
(Adult Program, Conventional)

- Legal Internship/Paralegal
- Police Officer
- Emergency Services Dispatcher
- Thermal Officer
- Security Guard
- Training Enforcement
- Military - Infantry
- Police Cadet
- Domestic Detention Counselor
- Mail
- Ballistics/Recovery Agent
- Emergency Medical Technician (EMT)
- Veteran's Services Assistant

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

LAW & PUBLIC SERVICES

tfs

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EDUCATION WITH PURPOSE
CAREER TREE
RUSD
CTE

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

- Audio Director
- Booking Agent
- Gigging Musician
- Music Director
- Music Journalist
- Music Producer
- Production Manager
- Radio DJ
- Foley Artist
- Recording Engineer
- Live Sound Engineer
- Sound Designer

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

- Producer
- Music Educator
- Musicologist
- Musicologist
- Psychosociologist
- Conductor
- Music Attorney
- Music Therapist
- Music Supervisor
- Audiotape
- Publisher

ENTRY-LEVEL CAREERS
(Adult Program, Conventional)

- Assistant Engineer
- Sound Engineer
- Sound Mixer
- Musician/Personal Assistant
- Studio
- Podcaster
- Composer
- Drummer
- DJ
- Musician/Artist
- Guitar/Bassist
- Production Assistant

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

MUSIC TECHNOLOGY & AUDIO PRODUCTION

tfs

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EDUCATION WITH PURPOSE
CAREER TREE
RUSD
CTE

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

- IT Support Specialist
- Desktop Support Specialist
- ITC Technician
- Security Network Support Specialist
- Biomedical Electronics Technician
- ITC Support Specialist
- Front End Development
- ITC Technician
- Quality Assurance Technician
- Database Administrator
- Technical Writer
- System Administrator

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

- Senior Technical Support Specialist
- System Analyst
- Senior Presentation Tester
- Senior System Administrator
- Programming Analyst
- Instructional Technology Analyst
- Director of Educational Technology
- Software Security Engineer
- Senior Web Application Developer
- Full Stack Web Developer
- Cloud Security Engineer
- IT Quality Analyst

ENTRY-LEVEL CAREERS
(Adult Program, Conventional)

- Web Developer
- Computer Repair Technician
- Front End Developer
- Emergency Responder
- Ballistics/Recovery Agent
- Human Resources Assistant
- Legal Administrative Assistant
- Video Game Tester
- Search Engine Optimizer
- Desktop Support Representative
- Customer Service Representative
- Data Entry Clerk

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

NETWORKING & CYBERSECURITY

tfs

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EDUCATION WITH PURPOSE
CAREER TREE
RUSD
CTE

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

- Low Voltage Electrician
- Stone Mason
- Carpeting Journeyman
- Historic Restoration Specialist
- Solar Thermal Technician
- Plumber Journeyman
- Heavy Equipment Operator
- Concrete Finisher
- CAD Drafter
- Crane Operator
- Land Surveyor
- Estimator

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

- Materials Scientist
- Chief Engineer
- Project Manager
- Architectural Designer
- Building Code Inspector
- General Contractor
- Densetting Engineer
- Lead Architect
- Construction Trades Teacher
- ASQA Inspector
- City Designer

ENTRY-LEVEL CAREERS
(Adult Program, Conventional)

- Construction Worker
- Carpeting Apprentice
- Concrete Finisher
- Plumbing Apprentice
- Electrical Apprentice
- General Laborer
- Roofing Specialist
- Solar System Installer
- Land Surveyor Assistant
- ASQA Operator
- Tile Installer

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

RESIDENTIAL & COMMERCIAL CONSTRUCTION

tfs

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EDUCATION WITH PURPOSE
CAREER TREE
RUSD
CTE

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

- Warehouse Logistics Manager
- Electrical Technician
- Mapping/GIS Technician
- LiDAR Technician
- CAD Specialist
- Industrial Technician
- Information Technologist
- Automation Aide Technician
- Industrial Robotics Technician
- Autonomous Guided Vehicle Technician

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

- Electrical Engineer
- Mechanical Engineer
- Supply Chain Manager
- Automation Engineer
- Industrial Engineer
- Civil Engineer
- Robotics Engineer
- Automotive
- Automotive Specialist
- Robotics
- Engineering Professor/Instructor

ENTRY-LEVEL CAREERS
(Adult Program, Conventional)

- Adult Program Conventional
- Cargo and Freight Agent
- Inventory Machine Operator
- CNC Operator
- Assembly Technician
- Maintenance Technician
- MSD Operator
- Computer Repair Technician
- Fabricator
- Solar Panel Installer
- Control Panel Technician
- Control Panel Technician
- Diagnose Operator

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

ROBOTICS & ENGINEERING SYSTEMS

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EDUCATION WITH PURPOSE
CAREER TREE
RUSD
CTE

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

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

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

- Certified Athletic Trainer
- Certified Athletic Trainer
- Certified Strength & Conditioning Specialist
- Occupational Therapist
- Speech Therapist
- Physician's Assistant
- Sports Science Teacher
- Sports Psychologist
- Sports Medicine Physician
- Registered Nurse

ENTRY-LEVEL CAREERS
(Adult Program, Conventional)

- Dispatcher
- Child Care Worker
- Fire Fighter
- General Laborer
- Personal Trainer
- Rehabilitator
- Sports Coach
- Sports Equipment Repair
- Umpire/Referee
- Technical
- Medical Billing Clerk
- Veterinary Assistant
- Personal Trainer

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

SPORTS MEDICINE & INJURY MANAGEMENT

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EDUCATION WITH PURPOSE
CAREER TREE

RUSD CTE

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

- Scenic Artist
- Assistant Director
- Master Carpenter/Electrician
- VFX Designer / Animator
- Audio/Video/Lighting Technician
- Consent Hall Manager
- Make-up Artist
- Production Manager
- Stage Manager
- Technical Director
- Audio Engineer
- Event Producer

PROFESSIONAL CAREERS
(Bachelor's, Master's, Ph.D., Doctorate/Postdoctoral Experience, etc.)

- Lighting Designer
- Set Designer
- Theater, Film, Video Director
- Director
- Production Stage Manager
- Costume Design Instructor
- Technical Theater Instructor
- Playwright
- Senior Creative Director
- Project Manager
- Creative Services Producer

ENTRY-LEVEL CAREERS
(Adult Program Completion)

- Stagehand
- Make-up Artist
- Costume Shopper
- Change Hand
- Lighting Operator/Technician
- Videographer
- Theater Tech Crew
- Audio Technician
- Assistant Floor
- Stage Manager
- Live Event Technician
- Associate Producer

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

TECHNICAL THEATER & LIVE EVENT PRODUCTION

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EDUCATION WITH PURPOSE
CAREER TREE

RUSD CTE

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

- Web Developer
- Network Manager
- Network Security Administrator
- Network Support Specialist
- Training Manager
- Motion Designer
- Packaging Designer
- Video Game Designer
- UX Designer
- Digital Printer

PROFESSIONAL CAREERS
(Bachelor's, Master's, Ph.D., Doctorate/Postdoctoral Experience, etc.)

- Website Content Manager
- Database Analyst
- Administrative 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 Program Completion)

- Computer Technician
- Logo Designer
- Web Designer
- Technical Support
- Software Tester
- Video Game Tester
- Internet Marketer
- Front End Web Designer
- Database Administrator
- Mobile Apps Assistant
- Email Registrar
- Helpdesk Analyst
- Animator

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

WEB & APP DEVELOPMENT

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EDUCATION WITH PURPOSE
CAREER TREE

RUSD CTE

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
 - Attend guest lectures 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

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

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

MY COMPETITIVE ADVANTAGE

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EDUCATION WITH PURPOSE
CAREER TREE

RUSD CTE

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EDUCATION WITH PURPOSE
CAREER TREE

RUSD CTE

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EDUCATION WITH PURPOSE
CAREER TREE

RUSD CTE

ACADEMICS

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EXPERIENCES

- Get Involved
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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

- Be Career & College Ready
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 - Develop a career-focused academic plan
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BY MARK C. PERNA

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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

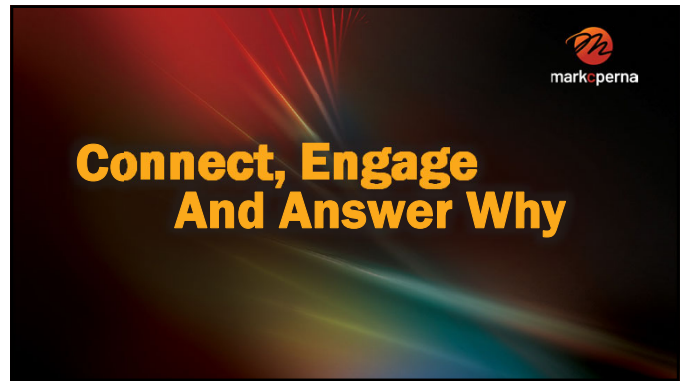
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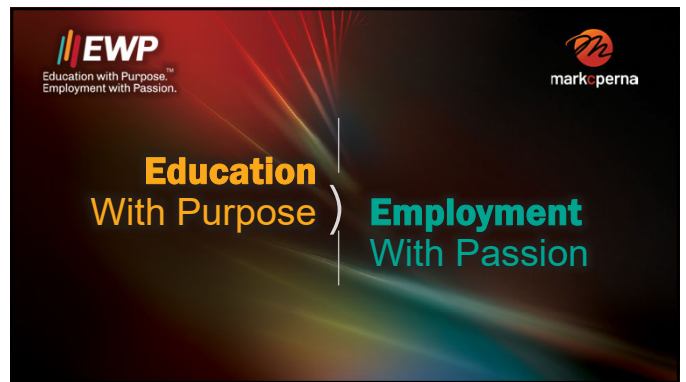
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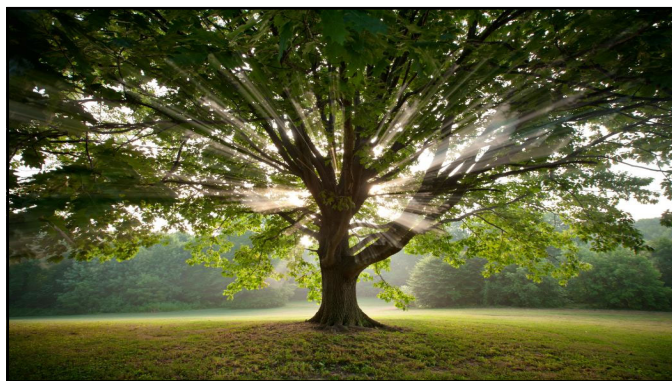
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Answering Why: Unleashing Passion, Purpose, and Performance in Younger Generations



COMPETITIVE ADVANTAGE TRACK™
LEARNING SERIES

Empower young people to build a personal competitive advantage — one skill at a time!



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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 Fallure"
- **Slice 6:** "Be Comfortable Being Uncomfortable"

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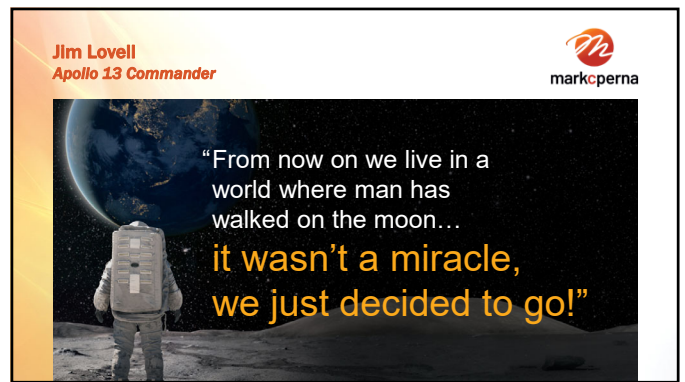
mark:perna | **COMPETITIVE ADVANTAGE TRACK™**



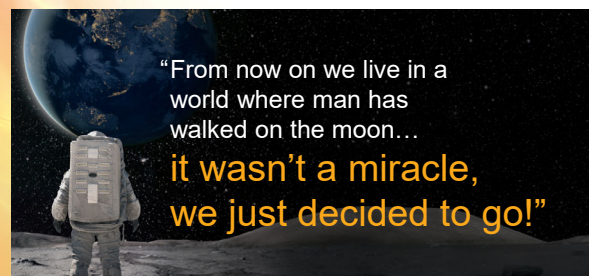
- Facilitator Reflection
- Discussion Starters
- Supersize Suggestions (Activities)
- Big Picture View

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Jim Lovell
Apollo 13 Commander



"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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