



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'.

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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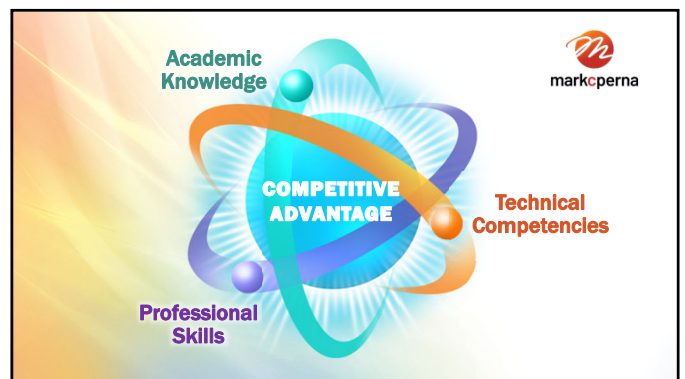
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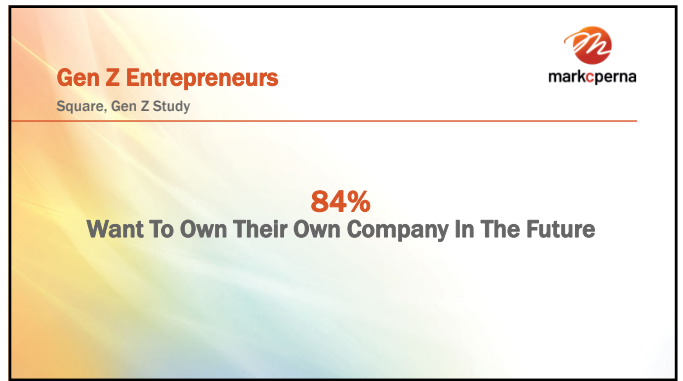


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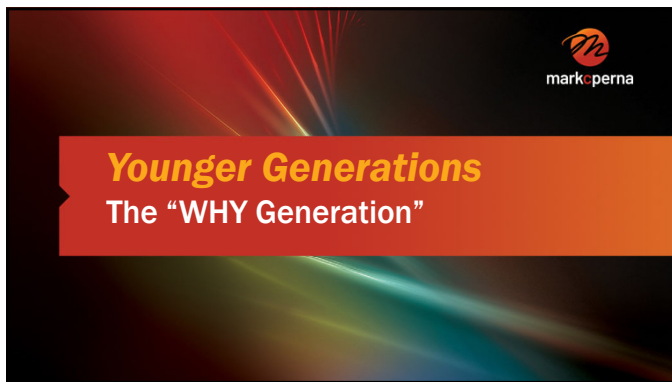
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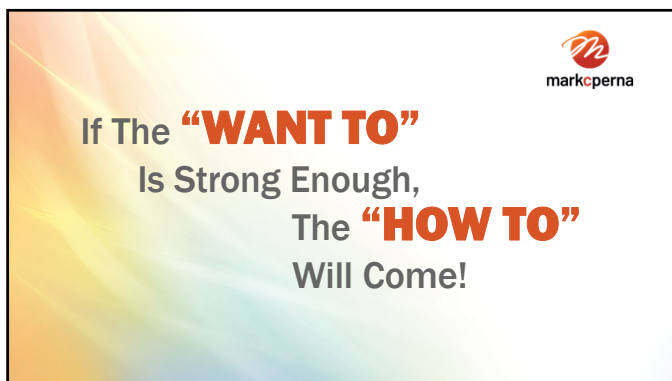
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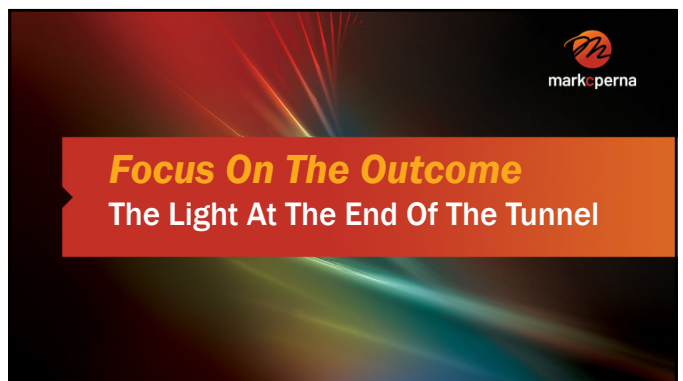
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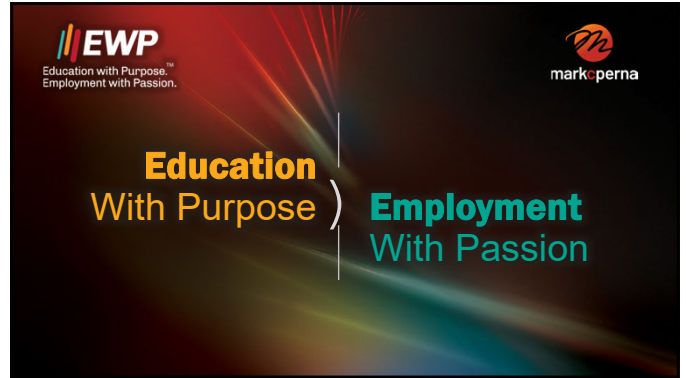


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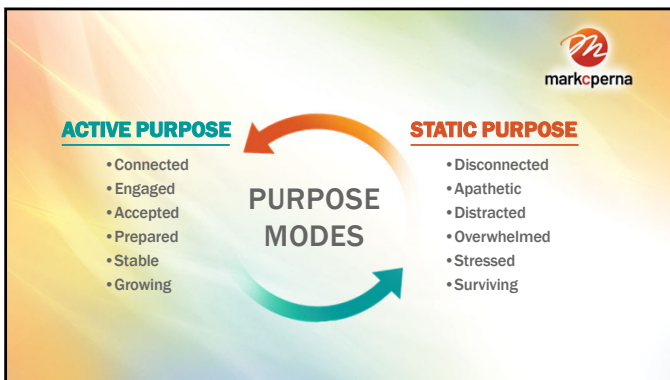
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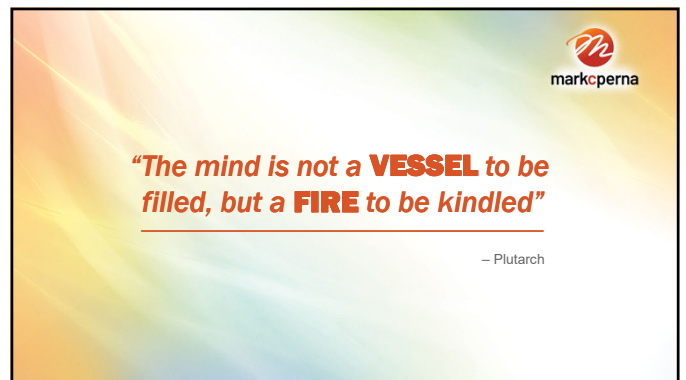
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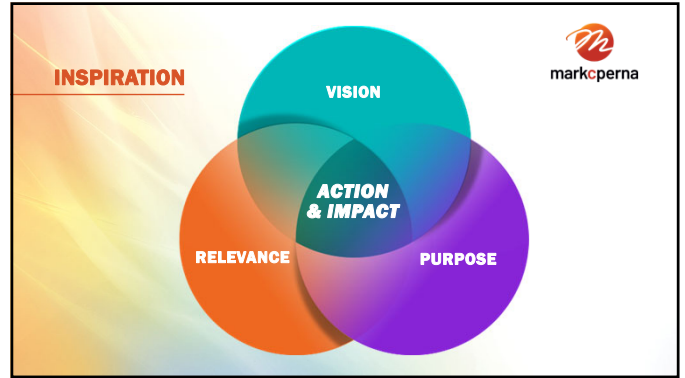


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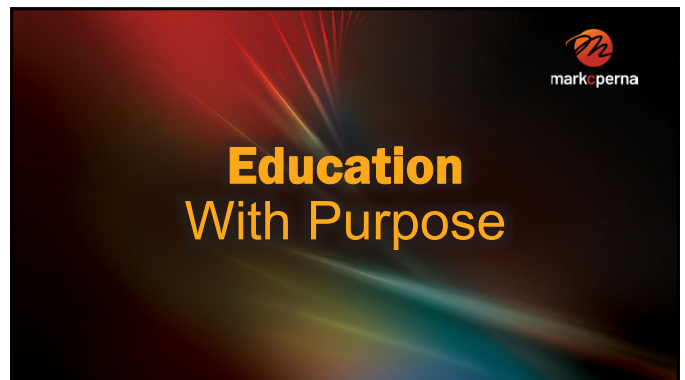
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**Georgetown University
Center for Education and Workforce**



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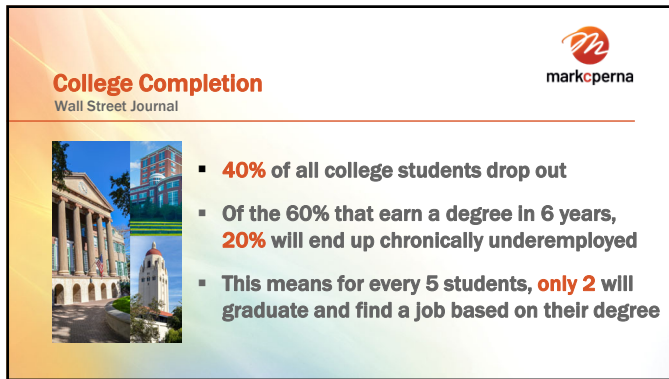
**Strada-Gallup Education Network
College Student Survey**
32,000 students representing 43 random 4-year institutions




- 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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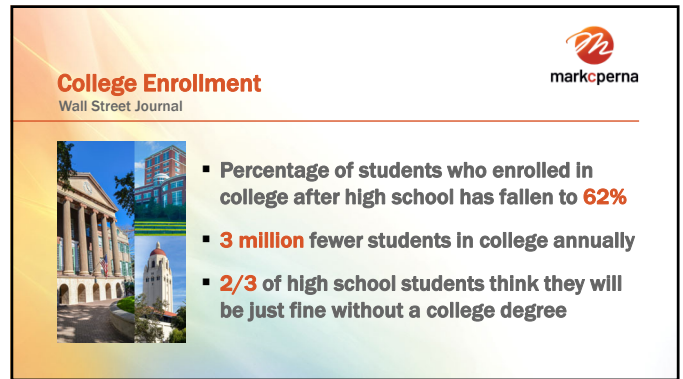
College Completion
Wall Street Journal




- **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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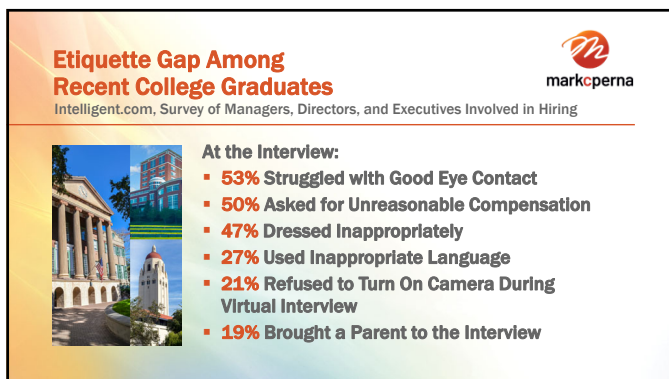
College Debt in America
As Reported by Major News Agencies




- **\$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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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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Recent College Graduates Workforce Integration
Intelligent.com, Nationwide Business Leaders Involved in Hiring



Businesses Who Recently Hired College Graduates:

- **75%** Some Or All Were Unsatisfactory
- **60%** Fired A College Graduate They Hired This Year
- **90%** Say College Graduates Need Etiquette Training
- **1 in 7** May Refrain From Hiring College Graduates
- **Overall** "Hiring managers say recent college graduates are unprepared for the workforce, can't handle the workload, and are unprofessional"

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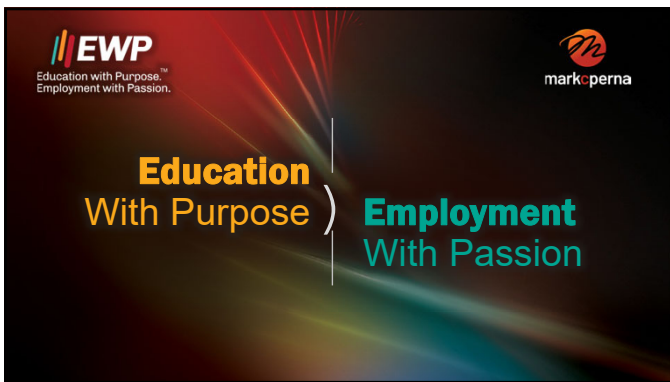
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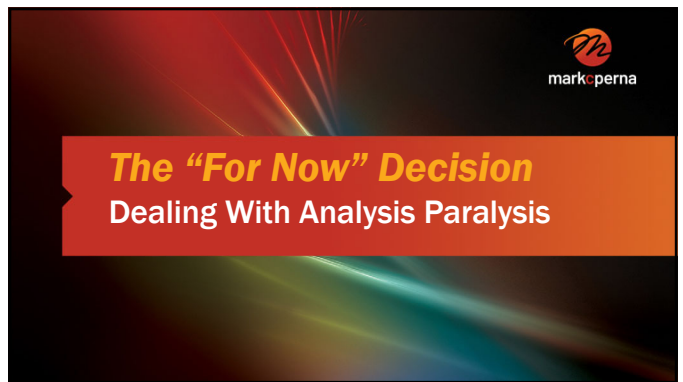
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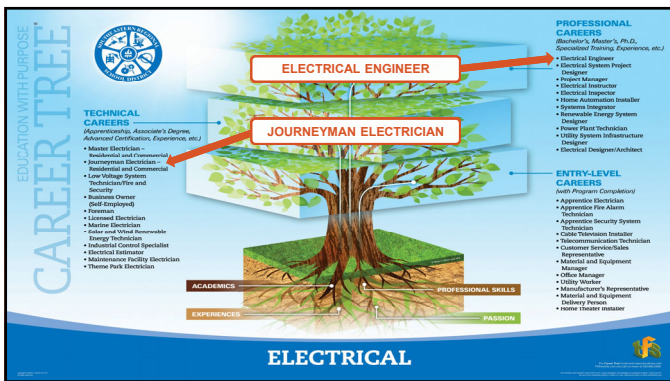
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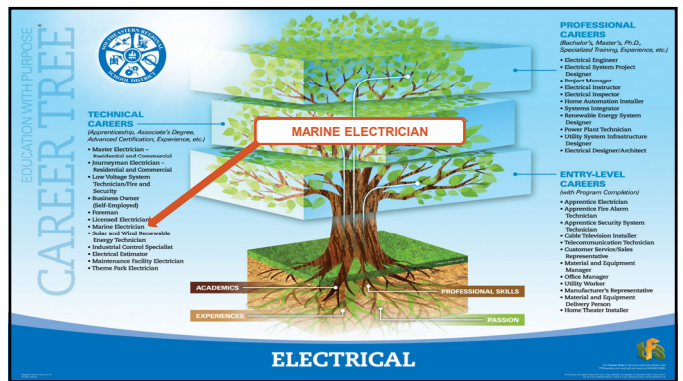
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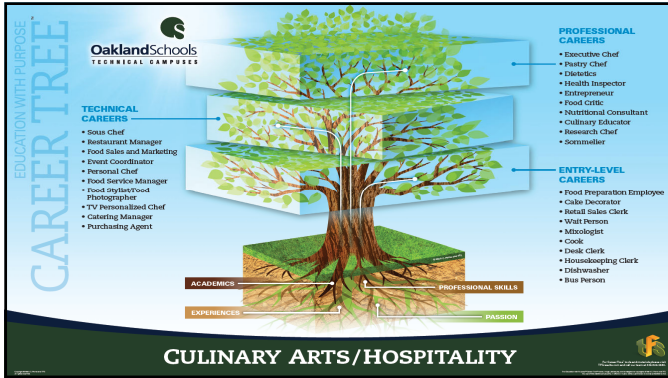


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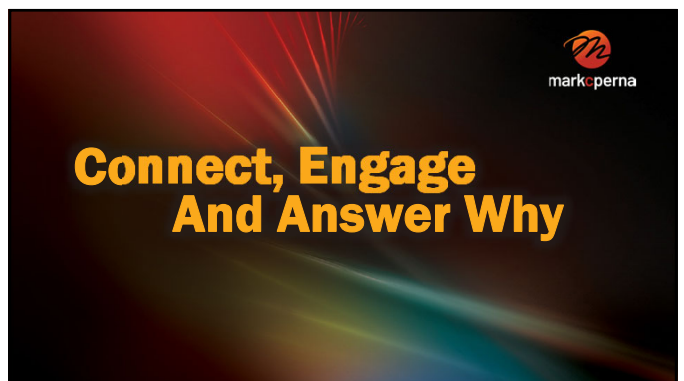
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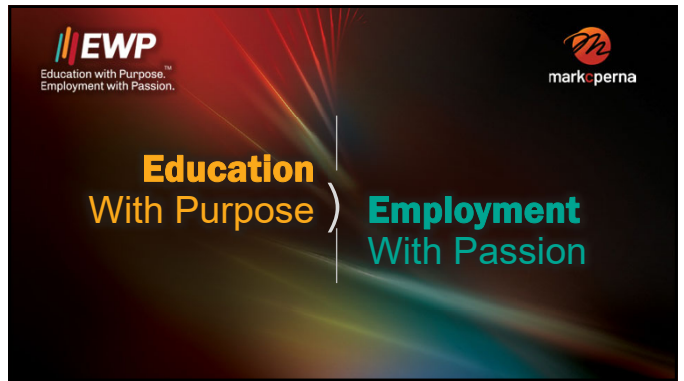


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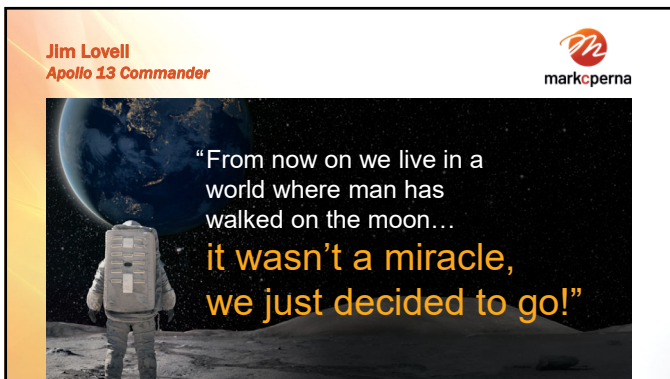
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WELCOME...

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Gen Z Revealed: The Mega Trends Driving Their Highest Performance

PRESENTED BY
MARK C. PERNA Speaker, Author, and CEO

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The World Has Changed

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**The Great Resignation
The Great Stay
The Great Detachment**

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THE GLOBAL SKILLS GAP

- **60%** of employers believe skills gaps in local labor markets will be one of the greatest barriers to their business transformations
(World Economic Forum "Future of Jobs" report)
- Nearly **nine in ten executives and managers** say their organizations either face skill gaps already or expect gaps to develop within the next five years
(McKinsey Global Survey)
- **\$11.5 trillion** in global GDP could be lost by 2028 if organizations do not take action to close their skills gaps
(World Economic Forum "Future of Jobs" report)

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SKILLS GAP: AEROSPACE/AVIATION

- Industry will need to fill a projected 3.5 million jobs by 2026, but skills gap is expected to prevent 2 million of those hires
(Future Aviation Aerospace Workforce)
- Workforce shortages could cost \$49 billion just from positions remaining unfilled
(Future Aviation Aerospace Workforce)

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SKILLS GAP: AGRICULTURE

- Average age of principal farm operators is 59; only 9% are under the age of 35
(AG America, Lending)
- Almost half (45%) of farms globally report they are facing a lack of expertise and training
(Shell Lubricant Solutions, 2021)
- 86% of farmers have experienced equipment breakdown in the last 3 years due to lack of maintenance
(Shell Lubricant Solutions, 2021)

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SKILLS GAP: CONSTRUCTION



- The industry lost \$60.9 billion in gross domestic product and is experiencing a shortfall of 6.5 million jobs due to the pandemic (Deloitte)
- 78% of contractors report difficulty finding skilled craftsmen to replace the retiring workforce (Tradesmen International)
- 71% of contractors struggling to meet scheduling commitments and 39% have had to turn down work (U.S. Chamber of Commerce; Conger)

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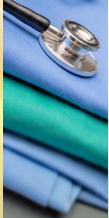
SKILLS GAP: CYBERSECURITY/IT



- 500,000+ cybersecurity job postings in the U.S. (Harvard)
- 3.5 million unfilled cybersecurity jobs globally (Harvard)
- The IT skills gap troubles 80% of managers in North America (CIO Dive)

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SKILLS GAP: HEALTHCARE



- From 2010 to 2030, 1 million+ registered nurses projected to exit the workforce (Nursing Economics)
- In August 2021, 92% of critical care nurses said the pandemic depleted nurses at their hospital, and two-thirds stated that the pandemic has caused them to consider leaving nursing (Medpage)

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SKILLS GAP: HOSPITALITY



- Accommodation/Food Services Industry has had the highest quit rate since July 2021, consistently above 5% (2x the 2.5% average) (US Chamber of Commerce)
- Nearly 40% of hospitality businesses are facing skilled worker shortages (RestaurantOnline.co.uk)

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SKILLS GAP: MANUFACTURING



- 2.1 million unfilled jobs projected by 2030 with a negative impact of \$1 trillion+ (Deloitte)
- Heavy equipment industry alone losing \$2.4 billion+ every year due to lack of skilled workers (Conger)

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SKILLS GAP: PETROCHEMICAL




"The Great Crew Change"

- 1.9 million job openings anticipated through 2035 (RAND Corporation)
- The average age of workers in petroleum companies is 50, among the oldest of any industry (Iron Mountain)
- 9 out of 10 employers believe the skills gap is impacting current productivity (Hydrocarbon Engineering)


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SKILLS GAP: TRANSPORTATION, SUPPLY CHAIN & LOGISTICS

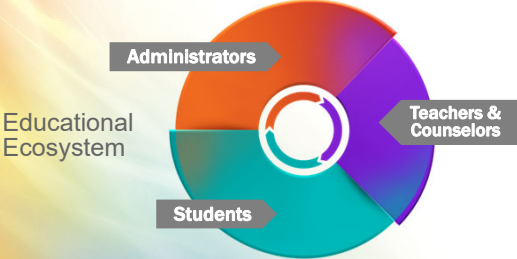


- Projected shortage of 160,000+ drivers by 2028 (American Trucking Associations)
- Six job openings for every one hire in the trucking industry since 2016 (Coyote/EMSI)
- 78% of shippers and 56% of third-party logistics firms say shortages have impacted their supply chain operations (Food Logistics)



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SKILLS GAP: EDUCATION




Administrators

Teachers & Counselors

Students


Educational Ecosystem



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SKILLS GAP: YOUNGER GENERATIONS

(Amazon and Workplace Intelligence Study)



74% of Millennials and Gen Z workers are **planning to quit** their jobs

- 78% fear they lack skills to advance their career
- 71% are concerned they lack education to advance their career
- 58% are worried their skills are already outdated
- 70% feel unprepared for the future of work



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The World Has Changed



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Academic Knowledge

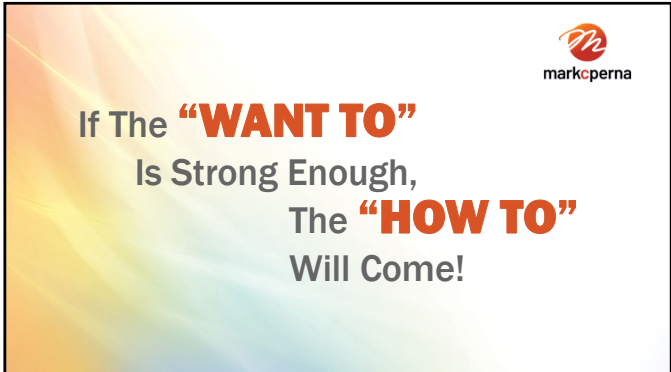
Professional Skills

Technical Competencies


COMPETITIVE ADVANTAGE



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If The **“WANT TO”**
Is Strong Enough,
The **“HOW TO”**
Will Come!



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

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

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PARENT MASTER CLASS:
Supersizing Every Child's Competitive Advantage

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Coming January 2025 – FREE at MarkCPerna.com!

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ACTIVE PURPOSE

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CONNECT

ANSWER WHY

ENGAGE

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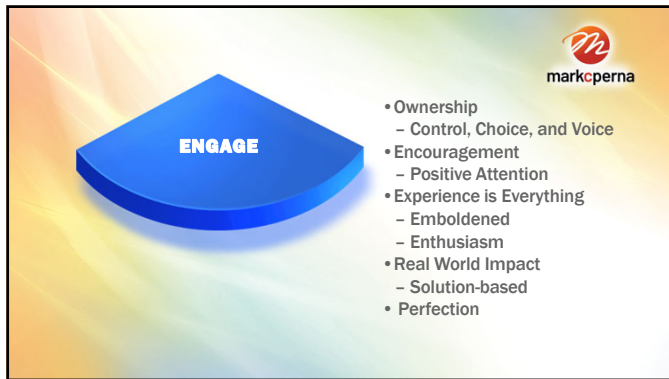
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CONNECT

- Human Connection
 - Human Needs Met
 - Respect
 - Trust
- Boundaries & Expectations
 - Consequences
 - Punitive/Payoff
- Empathetic Communication
 - Active Listening
 - Meet Them Where They Are
 - Validate Their Circumstances
 - Check-Ins
- Winning Hearts & Minds
 - Empowering Performance

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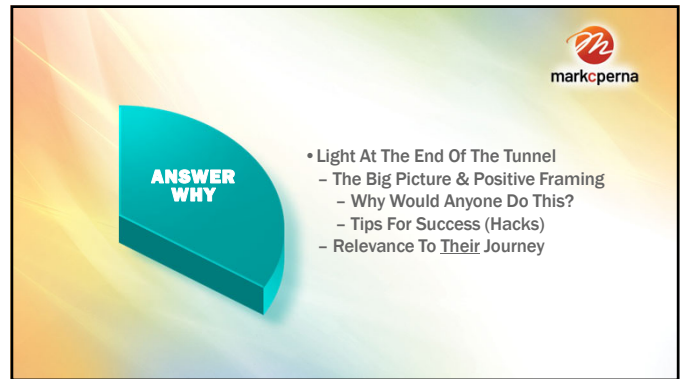
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ENGAGE

- Ownership
 - Control, Choice, and Voice
- Encouragement
 - Positive Attention
- Experience is Everything
 - Emboldened
 - Enthusiasm
- Real World Impact
 - Solution-based
- Perfection

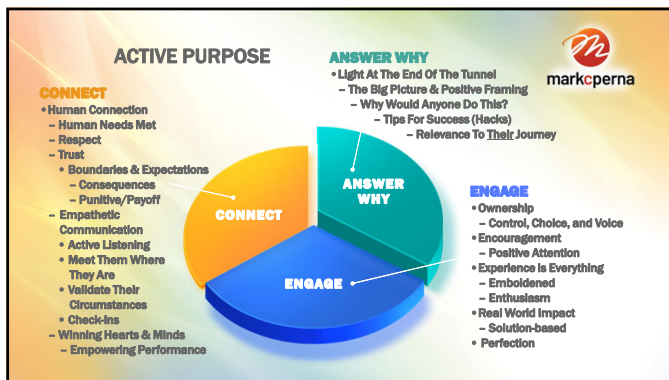
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ANSWER WHY

- Light At The End Of The Tunnel
 - The Big Picture & Positive Framing
 - Why Would Anyone Do This?
 - Tips For Success (Hacks)
- Relevance To Their Journey

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ACTIVE PURPOSE

CONNECT

- Human Connection
 - Human Needs Met
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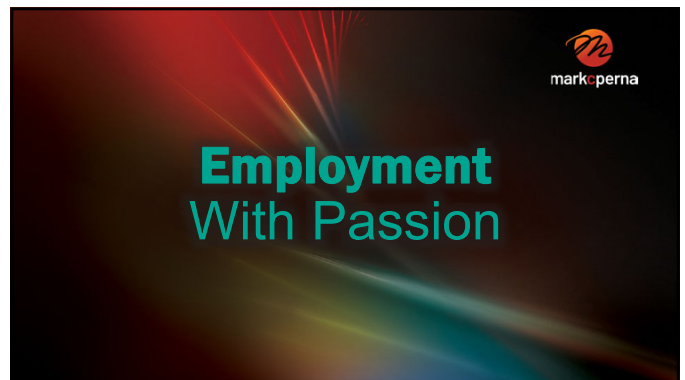
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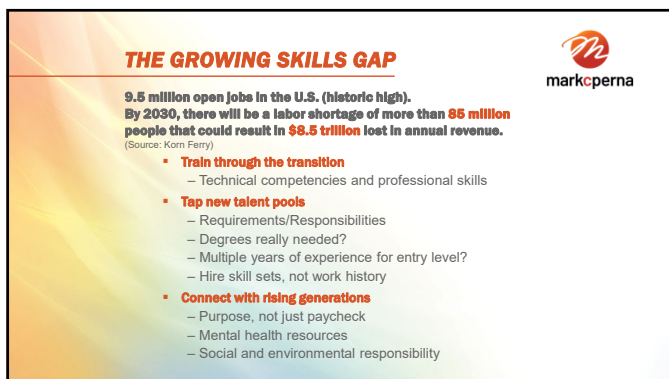
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Employment With Passion

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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 **95 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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TOP STRATEGIES TO ATTRACT AND RETAIN TOP TALENT

- **Be flexible**
 - HiBob: 90% want flexibility as their top priority
- **Make geography irrelevant**
- **Emphasize the position, not the company**
 - Twice as likely to choose dream job with a company they don't know
- **Diversify**
- **Expand the onboarding experience**
 - Gallup: 88% of organizations don't onboard well with 20% of turnover tied to first 45 days
- **Focus on culture**

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TRAIN TO WIN THE TALENT WAR

By 2026, 85 million jobs will be displaced and 97 million new ones created.
(Source: LinkedIn)

- **Normalize on-the-job training**
 - Upskill & reskill both technical and professional skills
- **Invest in training Gen-Z**
 - 83% want to learn skills to perform better in their current role
 - 76% see learning as the key to their advancement
 - 50% more time spent viewing online training than other generations
- **Shine the Light at the End of the Tunnel**
- **Create mentorship opportunities**
- **Unleash your interns**

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EWP
Education With Purpose.
Employment With Passion.

Education With Purpose | **Employment With Passion**

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CAREER TREE
DEER VALLEY

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

ENTRY-LEVEL CAREERS
(with Program Completion)

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

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

ACADEMIC | **EXPERIENCES** | **PROFESSIONAL SKILLS** | **PASSION**

BIOMEDICAL SCIENCE

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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
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PROFESSIONAL SKILLS

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

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CAREER TREE
EDUCATION WITH PURPOSE

DEER VALLEY

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

- Dental Hygienist
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- Building Technician
- Physical Therapy Assistant
- CRCO Technician
- Pharmacist
- Clinical Nurse Investigator
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- Sports Scientist
- Food Scientist
- Chemist
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(With Program Completion)

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- Lab Assistant
- Morganer Assistant
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- Biological Technician
- Research Assistant
- Pharmaceutical Technician
- Medical Office Assistant
- Medical Transport
- Digital Variation Assistant
- Sterilization Assistant

ACADEMICS | EXPERIENCES | PROFESSIONAL SKILLS | PASSION

BIOMEDICAL SCIENCE

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CAREER TREE
EDUCATION WITH PURPOSE

COLLEGE OF THE CANYONS

LEVEL 2 CAREERS
(With Further Experience or Additional Education)

- High School Science Teacher
- Lab Technician - Bioremediation
- 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 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

LEVEL 1 CAREERS
(With Program Completion)

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

ACADEMICS | EXPERIENCES | PROFESSIONAL SKILLS | PASSION

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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CAREER TREE
EDUCATION WITH PURPOSE

COLLEGE OF THE CANYONS

LEVEL 2 CAREERS
(With Further Experience or Additional Education)

- High School Science Teacher
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ACADEMICS | EXPERIENCES | PROFESSIONAL SKILLS | PASSION

CHEMISTRY

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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
- Marriage & Family Counselor
- School Counselor
- Educational Software Developer
- Librarian
- University Professor
- Toy Industry Engineer
- College/Global Programs Director
- Chief Academic Officer

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

- Preschool Teacher
- Daycare Director/Director
- Compliance Trainer
- Community Outreach Coordinator
- Maintenance & Operations Employee
- Child Care
- Translator/Interpreter
- Victim Advocate
- Child Nurse
- Administrative Assistant
- Autism Behavior Technician
- Juvenile Corrections Officer

ENTRY-LEVEL CAREERS
(Adult Program Consultant)

- Teacher/Caregiver
- Activity Director
- High School Sports Coach
- Receptionist
- Teacher Assistant
- Trench/Field Aide
- Compass Aids
- Multi-Service Worker
- Event Management Assistant
- Tour Guide
- Social & Human Service Assistant

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

EDUCATION & CHILD 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.)

- Automotive Engineer
- Chemical Engineer
- Aerospace Engineer
- Structural Engineer
- Material Engineer
- Biomedical
- Civil Engineer
- Electrical/Electronics Engineer
- Engineering Professor/Instructor
- Drivay Imagination
- Mechanical Engineer

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

- Computer Network Specialist
- Electro-Mechanical Technician
- Electronics Engineering Technologist
- Cloud Engineering Technician
- Technical Graphic Artist
- Audio Technician
- Video Developer
- Automation Maintenance
- Electronic Drafting
- Energy Energy System Technician
- Mechanical Engineering Technician

ENTRY-LEVEL CAREERS
(Adult Program Consultant)

- CAD Technician
- Electronic Assembly Technician
- Electronic Technician
- 3D Printer Technician
- Small Fabric Electronics Store
- Solar System Sales
- Industrial Machine Operator
- Solar Panel Manufacturing Technician
- Panel Fabricator
- Manufacturing Line Worker
- Quality Control
- Warehouse Worker

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

ENGINEERING DESIGN

tfs

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EDUCATION WITH PURPOSE
CAREER TREE
RUSD
CTE

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

- Director of Programming
- Media/Media Analyst/Analyst
- TV/Video School Professor
- Director
- Film & Video Editor
- Actor, Actress, News Reporter
- Director of Photography
- Production Sound Mixer/Engineer
- Script Supervisor
- Executive Producer
- Casting Director
- Movie/Television/News Producer

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

- Equipment Technician
- Agent/Business Manager
- Video Editor
- Lighting Technical Director
- Audio & Video Engineer
- Foley Artist
- Visual Effects Artist
- Music Composer
- Visual Effects Editor
- Graphic Design & Storyboard Artist
- Technical Director

ENTRY-LEVEL CAREERS
(Adult Program Consultant)

- Event Photographer/Videoographer
- Production Assistant
- Script Supervisor (Casting)
- Actor/Voice Over
- Screen Operator
- Camera Operator/Assistant
- Assistant Director (when film)
- Staff Writer
- Casting Assistant
- Coffee/Tea/Bar (Cafe)
- Assistant Video Editor

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
- 3D Artist
- QA Analyst
- Unity Mobile/AR/VR Developer
- Visual Effects Artist
- Systems Analyst

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

- Unity Programmer
- Sound Design
- Level Designer
- Graphic Designer
- Asset Artist
- Technical Artist
- 3D Modeler
- 3D Artist
- Concept Designer
- Character Artist
- Gameplay Designer
- Character/Scene Writer
- App Developer

ENTRY-LEVEL CAREERS
(Adult Program Consultant)

- Game Tester
- Independent Game Developer
- Software Quality Assurance
- Game Tester
- Level Designer
- QA Analyst
- Character Artist
- QA Tester
- Customer Service Representative
- Technical Support
- Web Developer
- Website Content Manager

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
- Image Consultant
- Image Consultant
- Product Manager
- Site and Exhibit Designer
- Advertising Executive
- Communications Director
- Instructional Designer
- Package Designer

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

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

ENTRY-LEVEL CAREERS
(Adult Program Consultant)

- Production Artist
- Image Consultant
- Screen Printer
- Print Assistant
- Prepress Operator
- Printing Press Operator
- Prepress Graphic Designer
- Graphic Design Assistant
- Social Media Content Developer
- Photo Editor
- Photo Editing and Finishing Workers
- Web Designer

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 Surgeon
- Travel Nurse
- Biomedical Engineer
- Health Services Director
- Physician Assistant
- Healthcare Therapist
- CSPC Public Health Specialist
- Forensic Anthropologist
- Consumer Psychologist
- Healthcare Negotiator
- Physical Therapist
- Healthcare Policy Advisor

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

- Pharmacist
- Pharmaceutical Sales Representative
- Labatory Technician
- Pharmaceutical Technician
- Pharmacist Technician
- Meritician
- Dietetic Technician
- Dental Hygienist
- Ophthalmic Technologist
- Podiatry Technician
- Imaging Technician
- Nuclear Medical Technician

ENTRY-LEVEL CAREERS
(Adult Program Consultant)

- Emergency Medical Technician
- Cardiac Rehab Assistant
- Medical Assistant
- Therapist Technician
- Medical Interpreter
- CST (Certification) Photographer
- Contact Tracer
- Medical Billing/Coding
- Dietary Aide
- Medical Scribe
- Intelligent Medication
- Phlebotomist

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

HEALTH CAREERS & PATIENT CARE

tfs

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EDUCATION WITH PURPOSE
CAREER TREE

RUSD
CTE

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

- Logistics Coordinator
- Advertising Agent
- Travel Agent
- Hotel/Hospitality Manager
- Customer Logistics Manager
- Buyer/Purchasing Agent
- Producting
- Construction Manager
- Business Clerk
- Trade Expansion Manager

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

- Business Director
- Chief Executive Officer
- Chief Operating Officer
- Personal Financial Advisor
- Market Research Analyst
- Controller/Accountant
- Human Resources Director
- Professional Consultant
- Director of Administration & Training
- Business Teacher/Professor
- Marketing
- Social Media Consultant

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

INTERNATIONAL BUSINESS

tfs

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EDUCATION WITH PURPOSE
CAREER TREE

RUSD
CTE

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

- Paralegal
- Law Enforcement Officer
- Police Officer
- State Correctional Officer
- Police Service Representative
- Military - Non Commissioned Officer
- Parole/Probation Officer
- Criminologist
- Child Abuse Investigator
- Child Protective Services Agent
- Fire Fighter Medic

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

- Public Defender
- Police Officer
- Emergency Services Dispatcher
- Correctional Officer
- Security Guard
- Trucking Enforcement
- Military - Infantry
- Public Care
- Parole Detection Counselor
- Medic
- Fire - Ambulance/Rescue Agent
- Emergency Medical Technician (EMT)
- Veteran's Services Assistant

ACADEMICS | **PROFESSIONAL SKILLS** | **EXPERIENCES** | **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.)

- Artist & Repertoire Coordinator
- Booking Agent
- Music Director
- Production Manager
- Artist ID
- Foley Artist
- Recording Engineer
- Live Sound Engineer
- Sound Designer

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

- Assistant Engineer
- Administrative Aide
- Stage Manager
- Production Assistant
- Sound
- Podcaster
- Composer
- Singer
- DJ
- Instrumentalist
- Composer/Producer
- Production Assistant

ACADEMICS | **PROFESSIONAL SKILLS** | **EXPERIENCES** | **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
- PC Technician
- Security Network Support Specialist
- Biomedical Electronics Technician
- Web Developer
- Front End Development
- Database Developer
- Quality Assurance Technician
- Database Administrator
- Technical Writer
- System Administrator

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

- Web Developer
- Computer Support Technician
- Front End Developer
- Network Administrator
- Human Resources Assistant
- Legal Administrative Assistant
- Video Game Tester
- Speech Engine Developer
- Desktop Support Representative
- Customer Service Representative
- Data Entry Clerk

ACADEMICS | **PROFESSIONAL SKILLS** | **EXPERIENCES** | **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
- Electric Mechanic
- Carpenter/Journeyman
- Electric Restoration Specialist
- Auto Thermal Technician
- Plumber/Journeyman
- Heavy Equipment Operator
- Crane Operator
- Land Surveyor
- Estimator

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

- Construction Manager
- Construction Trades Teacher
- City Designer
- Construction Manager
- Construction Trades Teacher
- City Designer

ACADEMICS | **PROFESSIONAL SKILLS** | **EXPERIENCES** | **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
- Mechanical Technician
- Automation Technician
- Industrial Robotics Technician
- Automated Guided Vehicle Technician
- CAD Specialist
- Mechatronics Technician
- Information Technology
- Automation Technician
- Industrial Robotics Technician
- Automated Guided Vehicle Technician

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

- Warehouse Logistics Manager
- Electrical Technician
- Mechanical Technician
- Automation Technician
- Industrial Robotics Technician
- Automated Guided Vehicle Technician
- CAD Specialist
- Mechatronics Technician
- Information Technology
- Automation Technician
- Industrial Robotics Technician
- Automated Guided Vehicle Technician

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

ROBOTICS & ENGINEERING SYSTEMS

tfs

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EDUCATION WITH PURPOSE
CAREER TREE
RUSD CTE

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

- Athletic Program Supervisor
- Certified Personal Trainer
- Certified Strength & Conditioning Specialist
- Emergency Medical Technician
- Massage Therapist
- Paramedic EMT
- Physical Therapy Aide
- Surgical Technician
- Dental Hygienist
- Clinical Research Institute
- Health/Wellness Educator
- Pharmacy Technician

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

- Physical Therapist
- Certified Athletic Trainer
- Pharmacology Nutritionist
- Certified Strength & Conditioning Specialist
- Occupational Therapist
- Occupational
- Physician's Assistant
- Sports Medicine Instructor
- Sports Psychologist
- Sports Medicine Physician
- Registered Nurse

ENTRY-LEVEL CAREERS
(Adult Program Completion)

- Child Care Worker
- Fitness Instructor
- Personal Trainer
- Physical Therapist
- Sports Coach
- Medical Billing
- Medical Equipment Repair
- Health Care
- Medical Billing Clerk
- Veterinary Assistant
- Personal Trainer

ACADEMICS | **EXPERIENCES** | **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.)

- Stage Artist
- Assistant Director
- Assistant Stage Manager
- Audio/Video Identification
- Hair Stylist
- Make-up Artist
- Production Manager
- Stage Manager
- Audio Engineer
- Event Producer

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

- Lighting Designer
- Costume Designer
- Theatrical Director
- Production Stage Manager
- Costume Design Instructor
- Playwright
- Senior Creative Director
- Project Manager
- Creative Services Producer

ENTRY-LEVEL CAREERS
(Adult Program Completion)

- Prop
- Make-up Artist
- Costume Director
- Stage Hand
- Lighting Operator/Technician
- Videographer
- Stage Tech Crew
- Audio Technician
- Assistant Editor
- Stage Manager
- Live Event Technician
- Associate Producer

ACADEMICS | **EXPERIENCES** | **PASSION**

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.)

- 3D Modeler
- Mobile Apps Programmer
- Web Developer
- Database Manager
- Network Security Administrator
- Marketing Manager
- Motion Designer
- Packaging Designer
- Video Game Designer
- UX Designer
- Digital Printer

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

- Website Content Manager
- Database Analyst
- E-Commerce Application Administrator
- Project Manager
- Senior Systems Analyst
- User Support Analyst
- Web Content Developer
- Cloud Integration Specialist
- Digital Communications Teacher
- Information Technology Architect
- Senior Art Director
- Video Game Developer

ENTRY-LEVEL CAREERS
(Adult Program Completion)

- Computer Technician
- Logo Designer
- Graphic Designer
- Software Tester
- Video Game Tester
- Internet Marketer
- Email List Mailer
- Database Administrator
- Mobile Apps Assistant
- Junior Programmer
- Helpdesk Analyst
- Animator

ACADEMICS | **EXPERIENCES** | **PASSION**

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
 - Actively 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

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

ACADEMICS | **EXPERIENCES** | **PASSION**

MY COMPETITIVE ADVANTAGE

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EDUCATION WITH PURPOSE
CAREER TREE
RUSD CTE

ACADEMICS

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ACADEMICS | **EXPERIENCES** | **PASSION**

MY COMPETITIVE ADVANTAGE

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EDUCATION WITH PURPOSE
CAREER TREE
RUSD CTE

ACADEMICS

- Be Career & College Ready
 - Consider all of your career and college options
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PROFESSIONAL SKILLS


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- Engage in Teamwork
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 - Identify project needs and shared resources
- Apply Problem Solving
 - Develop effective strategies using appropriate resources
 - Self-reflect and accept constructive feedback

ACADEMICS | **EXPERIENCES** | **PASSION**

MY COMPETITIVE ADVANTAGE

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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

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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

MY COMPETITIVE ADV

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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

VE ADVANTAGE



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TFSResults.com and call our team at 330-840-2680.

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Education With Purpose | **Employment With Passion**

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SHARE YOUR THOUGHTS

markperna.com/impact/



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