



## 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](http://MarkCPerna.com) for FREE resources and information about Mark's award-winning bestseller  
*Answering Why: Unleashing Passion, Purpose, and Performance in Younger Generations*

WELCOME... 

**Unleashing Passion, Purpose, and Performance in Younger Generations**

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

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TFSresults.com | mark.perna@tfsresults.com | 330.840.2680


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**The Shifting Landscape**  
Education & Workforce Development 

2

**The World Has Changed** 

3

**THE FUTURE OF SKILLS** 

- Up to **40% of core job skills** are expected to change and **50% of employees** will need to learn new skills  
(World Economic Forum "Future of Jobs" report)
- 375 million workers globally** might have to change occupations in the next decade to meet companies' needs  
(McKinsey Global Survey)
- 66% of workers** in Australia, UK and US said L&D opportunities make or break their decision to take a job or stay at a company  
(HigherEd Dive)

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**The World Has Changed** 

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**Academic Knowledge** 

**COMPETITIVE ADVANTAGE**

**Professional Skills** **Technical Competencies**

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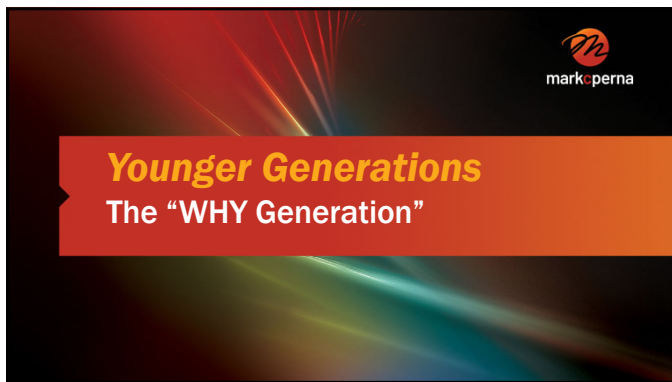
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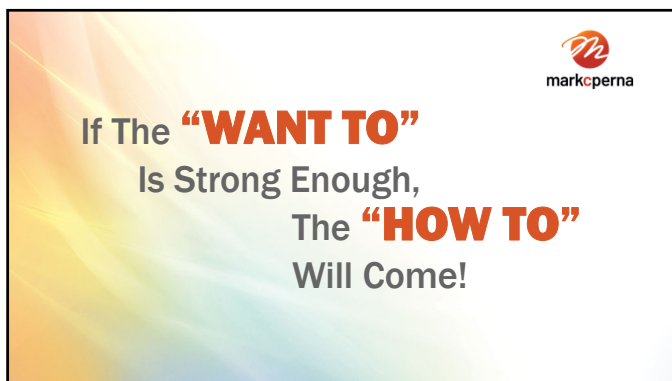
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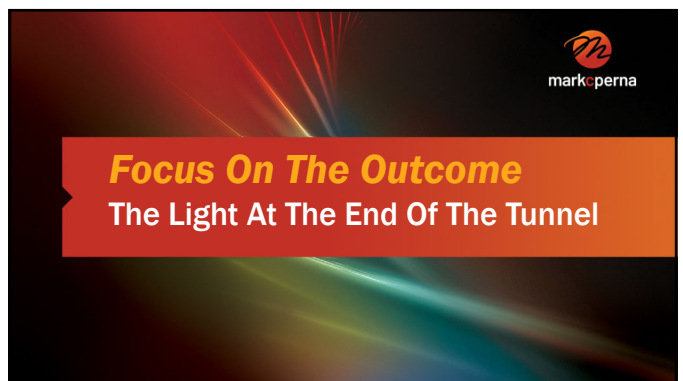
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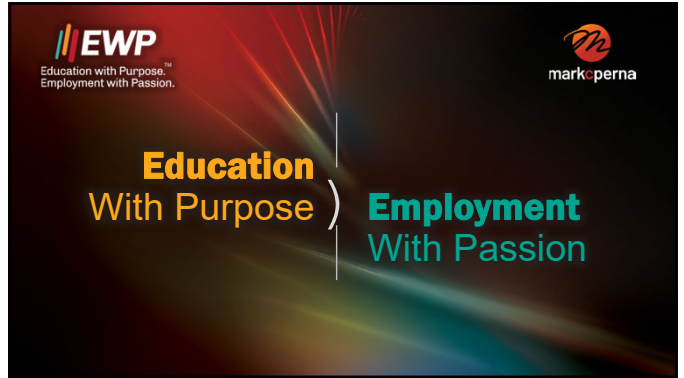
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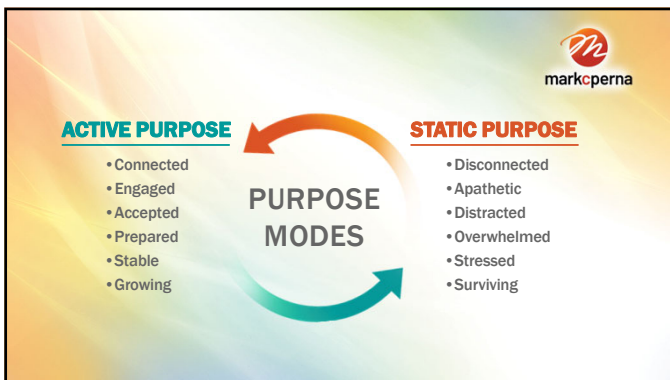
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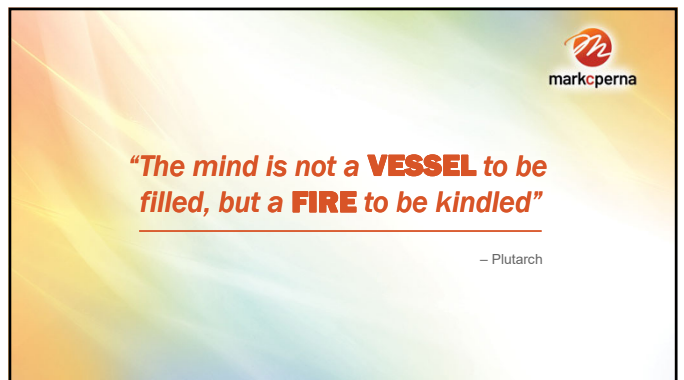
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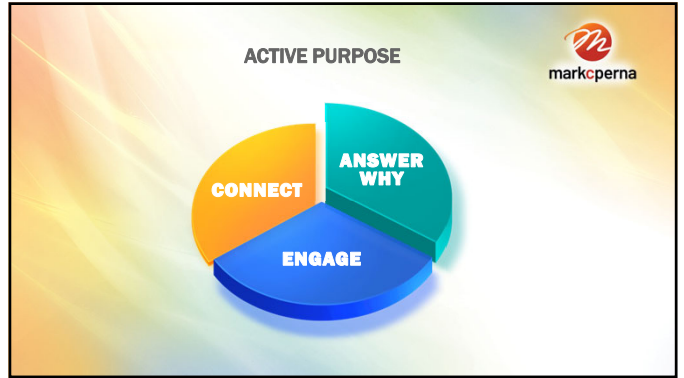
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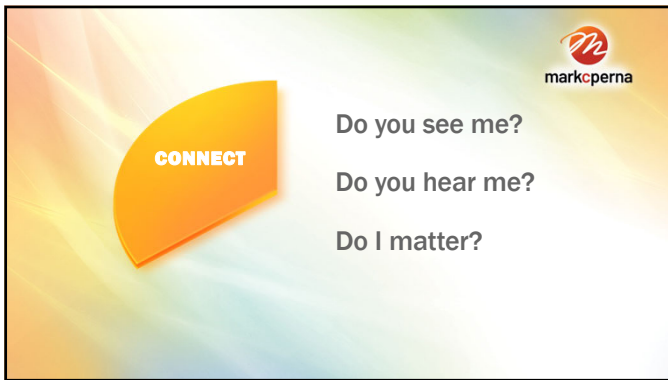
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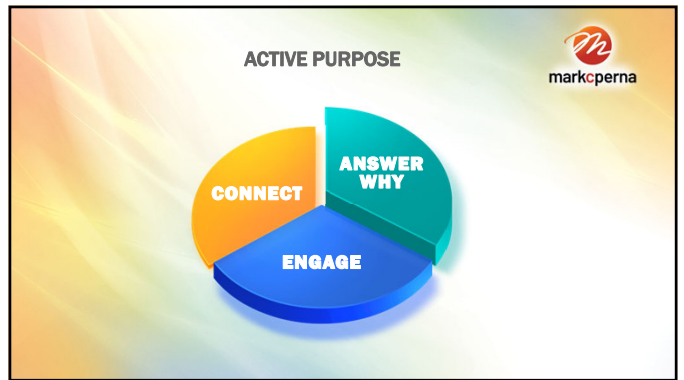
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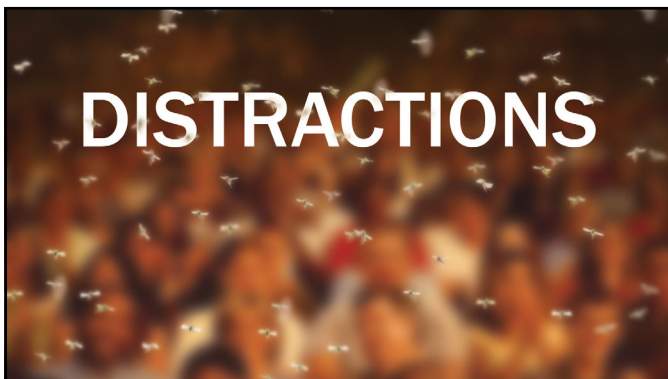
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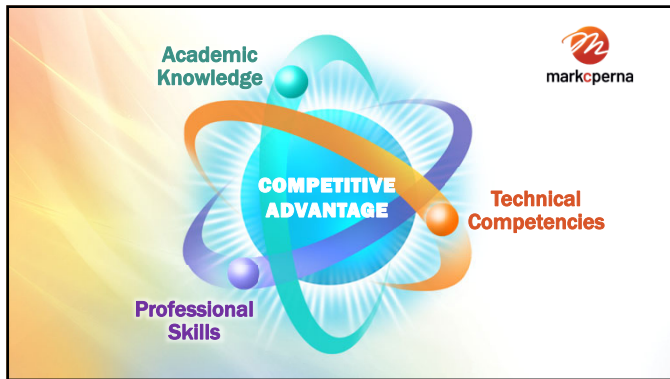


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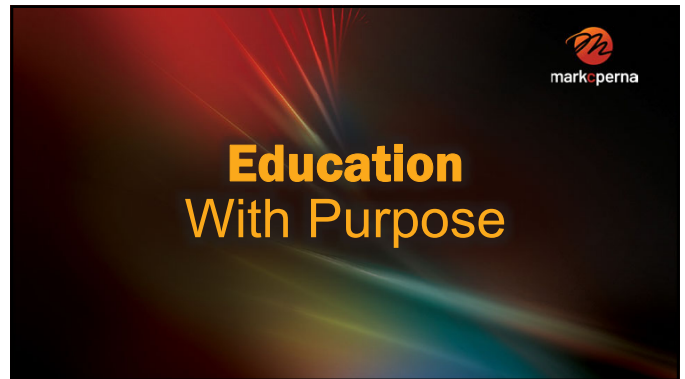


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Georgetown University  
Center for Education and Workforce




Estimates **1/3<sup>rd</sup>** 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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### Recent College Graduates Did College Fail Me?

Hult International Business School, National Survey of Employees

- **77%** "I learned more in 6 months at my job than in my entire 4-year education"
- **85%** "I wish my college had better prepared me for the workplace"
- **87%** "I received better job training from my employer than I did from my undergraduate education"
- **94%** "I have regrets about my degree"

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### Top 5 In-Demand Professional Skills

Hult International Business School, Nationwide Business Leaders Involved in Hiring

- **98%** Communication
- **93%** Willingness To Learn
- **92%** Collaboration
- **90%** Creativity
- **87%** Critical Thinking

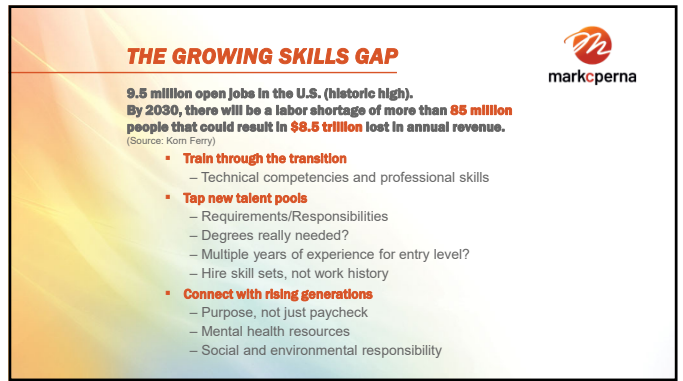
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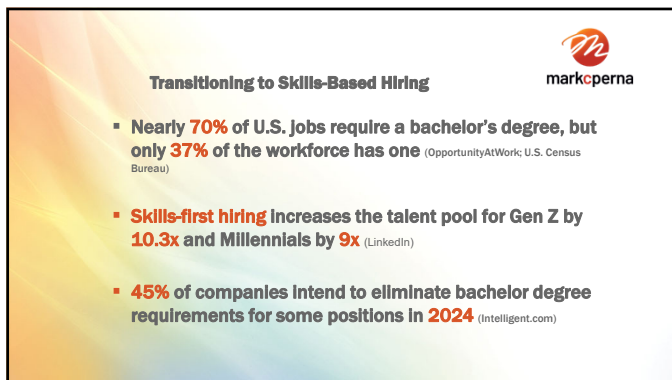
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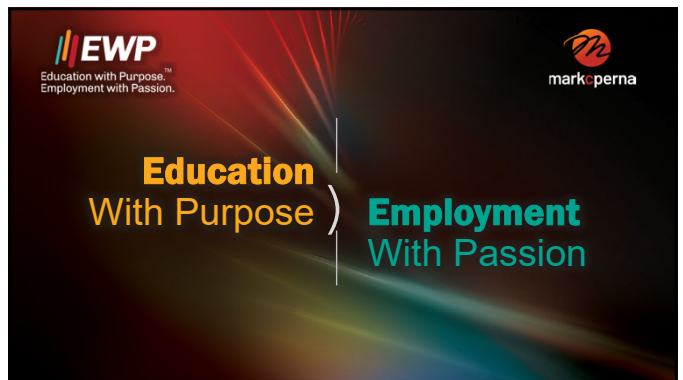
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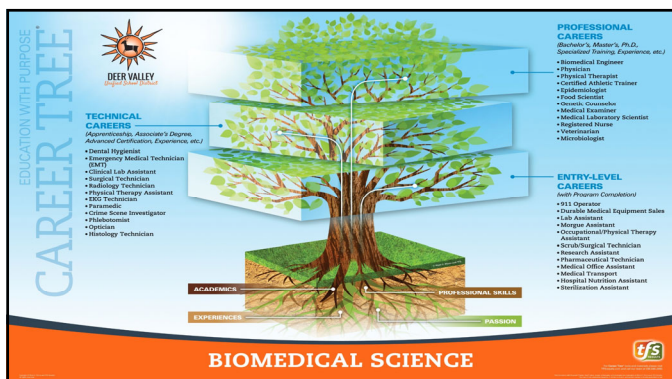
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**EDUCATION WITH PURPOSE**

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

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

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**EDUCATION WITH PURPOSE**

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

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

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**EDUCATION WITH PURPOSE**

**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

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

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

**ENTRY-LEVEL CAREERS**  
(Self-Employed, Contract, Freelance)

- Lab Assistant
- Biotechnology Technician
- Research Assistant
- Medical Office Assistant
- Medical Transcriptionist
- Hospital Nutrition Assistant
- Lab Technician
- Quality Control Technician
- Instrumentation Technician
- Calibration Technician
- Maintenance Technician
- Instrumentation Technician
- Calibration Technician
- Maintenance Technician

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

**BIOMEDICAL SCIENCE**

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**EDUCATION WITH PURPOSE**

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

- Master Electrician
- Residential and Commercial Electricians
- Low Voltage Systems Technicians (Fire and Security)
- Industrial Electrician (Self-Employed)
- Marine Electrician
- Licensed Electrician
- Motor Electrician
- Solar and Wind Renewable Energy Technician
- Electrical Estimator
- Maintenance Facility Electrician
- Theme Park Electrician

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

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

**ENTRY-LEVEL CAREERS**  
(Self-Employed, Contract, Freelance)

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

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

**ELECTRICAL**

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**EDUCATION WITH PURPOSE**

**COLLEGE OF THE CANYONS**

**LEVEL 2 CAREERS**  
(With Further Experience or Additional Education)

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

**LEVEL 1 CAREERS**  
(With Program Completion)

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

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

**CHEMISTRY**

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**EDUCATION WITH PURPOSE**

**LEVEL 1 CAREERS**  
(with Program Completion)

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

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

**PROFESSIONAL SKILLS**

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EDUCATION WITH PURPOSE  
**CAREER TREE**

**LEVEL 2 CAREERS**  
*(with Further Experience or Additional Education)*

- High School Science Teacher
- Lab Technician - Environmental
- Lab Technician - Research & Development
- Lab Technician - Quality Control
- Lab Technician - Medical Representative
- 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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EDUCATION WITH PURPOSE  
**CAREER TREE**

COLLEGE OF THE CANYONS

**LEVEL 2 CAREERS**  
*(with Further Experience or Additional Education)*

- High School Science Teacher
- Lab Technician - Environmental
- Lab Technician - Research & Development
- Lab Technician - Quality Control
- Lab Technician - Medical Representative
- Pharmaceutical Sales 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
- Management Consultant
- Patent Examiner/Attorney
- Entrepreneur
- Regulatory Affairs Professional
- Art Conservation
- Forensics Lab Director
- Cheminformatics/Chemical Modeling
- Military Scientist/Analyst Management
- Technical Writer

**LEVEL 1 CAREERS**  
*(with Program Completion)*

- Process Development Technician
- Lab Technician - Environmental Development
- Lab Technician - Research & Development
- Lab Technician - Quality Control
- Lab Technician - Chemical
- Lab Technician - Chemical
- Equipment Prep Technician
- SAP/Chemistry Systems Technician
- Administrative Assistant
- Risk Production Assistant
- Hazardous Waste Response Associate

ACADEMICS | EXPERIENCES | PROFESSIONAL SKILLS | PASSION

**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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EDUCATION WITH PURPOSE  
**CAREER TREE**

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

- Master Electrician - Residential and Commercial
- Journeyman Electrician - Residential and Commercial
- Low Voltage Systems Technician/Pre and Security
- Business Owner (Self-Employed)
- Foreman
- Licensed Electrician
- Marine Electrician - Boat and Water Recreational Energy Specialist
- Industrial Control Specialist
- Electrical Instructor
- Maintenance Facility Electrician
- Theme Park Electrician

**MARINE ELECTRICIAN**

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

- Electrical Engineer
- Electrical System Project Designer
- Program Manager
- Electrical Instructor
- Electrical Inspector
- Home Automation Installer
- Systems Integrator
- Renewable Energy System Designer
- Smart Plant Technician
- Utility System Infrastructure Designer
- Electrical Designer/Architect

**ENTRY-LEVEL CAREERS**  
*(with Program Completion)*

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

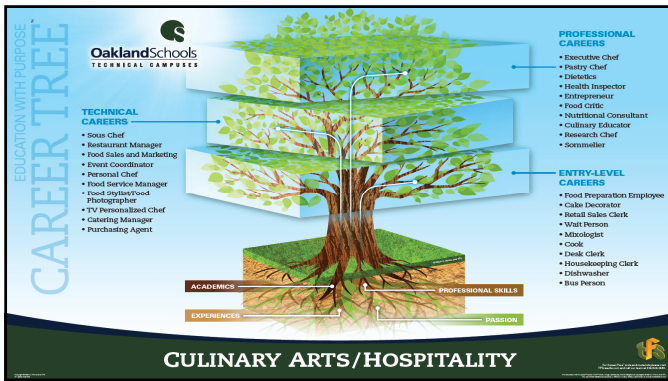
ACADEMICS | EXPERIENCES | PROFESSIONAL SKILLS | PASSION

**ELECTRICAL**

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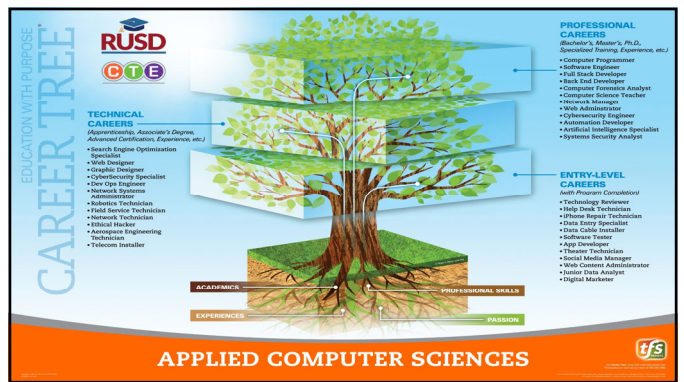
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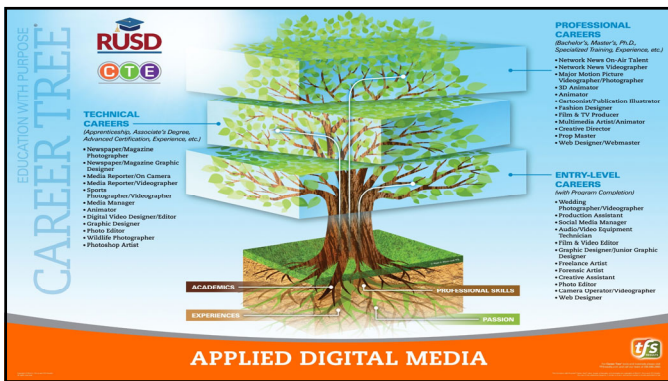
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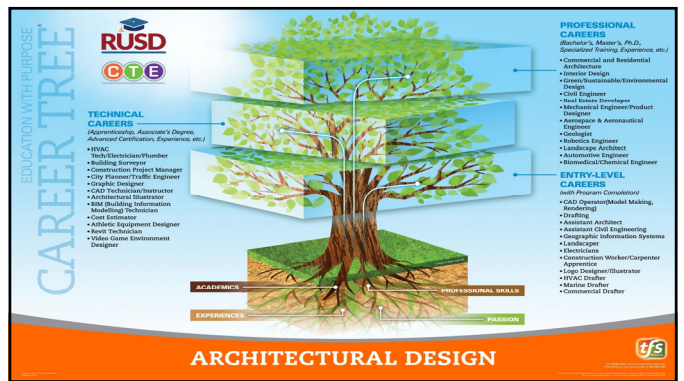
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**PROFESSIONAL CAREERS**  
(Bachelor's, Master's, Ph.D., Specialist Training, Experience, etc.)

- Creative Director
- Art Director
- Graphic Design Instructor
- Magazine Editor
- Production Editor
- Commercial Photographer
- Photo Editor
- Set and Exhibit Designer
- Advertising Executive
- Communications Director
- Environmental Designer
- Packaging Designer

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

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

**ENTRY-LEVEL CAREERS**  
(Entry-Level)

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

**GRAPHIC DESIGN & PRINT PRODUCTION**

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

- Cardiorespiratory Surgeon
- Travel Nurse
- Biomedical Engineer
- Health Science Educator
- Physical Assistant
- Respiratory Therapist
- CPT/Healthcare Specialist
- Forensic Anthropologist
- Consumer Psychologist
- Health Economist
- Physical Therapist
- Healthcare Policy Advisor

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

- Paramedic
- Pharmaceutical Sales Representative
- Laboratory Technician
- Ultrasound/MSI Technician
- Forensic Technician
- Mortician
- Diagnostic Technician
- Dental Hygienist
- Ophthalmic Technician
- Radiologic Technician
- Surgical Technician
- Nuclear Medical Technician

**ENTRY-LEVEL CAREERS**  
(Entry-Level)

- Audiology Technician
- Certified Nursing Assistant
- Medical Assistant
- Pharmacy Technician
- Medical Interpreter
- CPT Technician/Photographer
- Contact Tracer
- Medical Billing/Coding
- Health Aide
- Biotech Aide
- Transport Technician
- Phlebotomist

**HEALTH CAREERS & PATIENT CARE**

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

- Business Director
- Chief Executive Officer
- Chief Operating Officer
- General Financial Advisor
- Market Research Analyst
- Controller/Accountant
- Director of Administration & Marketing
- Business Development Executive
- Professional Consultant
- Business Teacher/Professor
- Office Manager
- Social Media Consultant

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

- Logistics Coordinator
- Human Resource
- Payroll Clerk
- Advertising Agent
- Sales Executive
- Travel Agent
- Import/Export Manager
- Buyer/Purchasing Agent
- Purchasing Agent
- Coordinator/Manager
- Bookkeeper Clerk
- Trade Expansion Manager

**ENTRY-LEVEL CAREERS**  
(Entry-Level)

- Business Research Assistant
- Professional Consultant
- Business Teacher/Professor
- Office Manager
- Social Media Consultant
- Retail Buyer
- Bookkeeper
- Receptionist
- Customer Service Agent
- Research Helper
- Retail Customer Service
- Retail Buyer

**INTERNATIONAL BUSINESS**

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

- Circuit Court Judge
- Private Investigator
- Public Information Officer
- Military - Commissioned Officer
- Alcohol Beverage Control Investigator
- French Teacher
- Immigration & Customs Enforcement Agent
- Public Officer
- Fire Chief
- Detective
- Forensic Pathologist

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

- Paralegal
- Law Enforcement Officer
- Border Patrol Agent
- State Correctional Officer
- Police Service Representative (Military - Non Commissioned Officer)
- Parole/Probation Officer
- Crime Analyst
- Crime Scene Investigator
- Child Protection Services Agent
- Fire Fighter/Medic

**ENTRY-LEVEL CAREERS**  
(Entry-Level)

- Legal Secretary/Paralegal
- Legal Secretary/Paralegal
- Emergency Services Dispatcher
- Detective
- Security Guard
- Military - Infantry
- Police Officer
- Juvenile Detention Counselor
- Sheriff
- Bail Bondsman/Recovery Agent
- Emergency Medical Technician (EMT)
- Victim's Services Assistant

**LAW & PUBLIC SERVICES**

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

- Producer
- Mixer
- Music Educator
- Musicologist
- Ethnomusicologist
- Composer
- Music Archivist
- Music Therapist
- Music Supervisor
- Musician
- Publisher

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

- Artist & Repertoire Coordinator
- Booking Agent
- Gigging Musician
- Music Director
- Music Business Manager
- Private Instructor
- Promotions Manager
- Radio DJ
- Video Artist
- Recording Engineer
- Live Sound Engineer
- Sound Designer

**ENTRY-LEVEL CAREERS**  
(Entry-Level)

- Audio Production Consultant
- Assistant Engineer
- Music Supervisor
- Administrative Aide
- Music Business Assistant
- Producer
- Composer
- Singer
- DJ
- Musicologist
- Musician
- Production Assistant

**MUSIC TECHNOLOGY & AUDIO PRODUCTION**

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

- Senior Technical Support Specialist
- System Analyst
- Senior System Administrator
- Program Manager
- Information Security Analyst
- Director of Education
- Technology
- Software Security Engineer
- Full Stack Web Developer
- Cloud Security Engineer
- IT Quality Analyst

**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
- Hack and Developer
- Data End Development
- Programmer
- Database Developer
- Database Administrator
- Technical Writer
- System Administrator

**ENTRY-LEVEL CAREERS**  
(Entry-Level)

- Audio Production Consultant
- Web Developer
- Computer Repair Technician
- Front End Developer
- Network Installer
- Network Support Assistant
- Human Resources Assistant
- Legal Administrative Assistant
- Video Game Tester
- Search Engine Evaluator
- Desktop Support Representative
- Customer Service Representative
- Data Entry Clerk

**NETWORKING & CYBERSECURITY**

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**EDUCATION WITH PURPOSE**  
**CAREER TREE**  
**RUSD**  
**CTE**

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

- Materials Scientist
- Civil Engineer
- Project Manager
- Architectural Designer
- Building Code Inspector
- General Contractor
- Site Preparation Engineer
- Dewatering Engineer
- Land Acquisition Manager
- Construction Trades Teacher
- CRMA Inspector
- City Designer

**ENTRY-LEVEL CAREERS**  
Adult Program Completion/

- Construction Apprentice
- Concrete Finisher
- Concrete Formwork
- Construction Worker
- Electrical Apprentice
- Estimator
- Excavation Operator
- Excavation Worker
- Excavation Assistant
- Excavation Inspector
- Excavation Supervisor
- Excavation Foreman
- Excavation Foreman Assistant
- Excavation Foreman Supervisor
- Excavation Foreman Inspector
- Excavation Foreman Supervisor
- Excavation Foreman Inspector

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

- Low Voltage Electrician
- House Mason
- Concrete Masonry
- Structural Steel Erection Specialist
- Welder
- Welder Welding Inspector
- Heavy Equipment Operator
- Crane Operator
- CAD Drafter
- Land Surveyor
- Estimator

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

**RESIDENTIAL & COMMERCIAL CONSTRUCTION**

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**EDUCATION WITH PURPOSE**  
**CAREER TREE**  
**RUSD**  
**CTE**

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

- Electrical Engineer
- Mechanical Engineer
- Supply Chain Manager
- Materials Engineer
- Automation Engineer
- Biomedical Engineer
- Petroleum Engineer
- Chemical Engineer
- Automation Specialist
- Robotics
- Engineering Professional/Instructor

**ENTRY-LEVEL CAREERS**  
Adult Program Completion/

- Warehouse Logistics Manager
- Electrical Technician
- Mechanical Technician
- CAD Specialist
- Manufacturing Technician
- Instrumentation Technician
- Automation Technician
- Industrial Robotics Technician
- Automated Guided Vehicle Technician

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

- Warehouse Logistics Manager
- Electrical Technician
- Mechanical Technician
- CAD Specialist
- Manufacturing Technician
- Instrumentation Technician
- Automation Technician
- Industrial Robotics Technician
- Automated Guided Vehicle Technician

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

**ROBOTICS & ENGINEERING SYSTEMS**

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**EDUCATION WITH PURPOSE**  
**CAREER TREE**  
**RUSD**  
**CTE**

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

- Physical Therapist
- Certified Athletic Trainer
- Exercise/Sports Nutritionist
- Chiropractor
- Occupational Therapist
- Strength and Conditioning Specialist
- Personal Trainer
- Sports Science Teacher
- Sports Psychologist
- Sports Medicine Physician
- Engineered Doctor

**ENTRY-LEVEL CAREERS**  
Adult Program Completion/

- Dispatcher
- Child Care Worker
- Fire Fighter
- Fitness Instructor
- Personal Trainer
- Recreation Specialist
- Sports Coach
- Umpire/Referee
- Medical Equipment Repair Technician
- Medical Billing Clerk
- Veterinary Assistant
- Personal Trainer

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

- Athletic Program Supervisor
- Certified Personal Trainer
- Certified Strength and Conditioning Specialist
- Emergency Medical Technician
- Massage Therapist
- Physical Therapy Aide
- Recreation Specialist
- Recreation Therapist
- Group Fitness Instructor
- Health/Wellness Educator
- Pharmacy Technician

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

**SPORTS MEDICINE & INJURY MANAGEMENT**

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**EDUCATION WITH PURPOSE**  
**CAREER TREE**  
**RUSD**  
**CTE**

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

- Theater Designer (light, set, costume)
- Theater, Film, Video Director
- Artistic Director/Managing Director
- Production Stage Manager
- Costume Design Instructor
- Technical Theater Instructor
- Stage Light
- Senior Creative Director
- Project Manager

**ENTRY-LEVEL CAREERS**  
Adult Program Completion/

- Stage Hand
- Orp
- Make-up Artist
- Costume Shopper
- Stage Hand
- Lighting Operator/Technician
- Stagehand
- Audio Technician
- Assistant Editor
- Stage Manager
- Live Event Technician
- Associate Producer

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

- Event Artist
- Event Producer
- Event Coordinator
- Event Manager
- Event Supervisor
- Event Designer
- Event Planner
- Event Coordinator
- Event Manager
- Event Supervisor
- Event Designer
- Event Planner

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

**TECHNICAL THEATER & LIVE EVENT PRODUCTION**

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**EDUCATION WITH PURPOSE**  
**CAREER TREE**  
**RUSD**  
**CTE**

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

- Software Systems Manager
- Database Analyst
- IT Consultant/Analyst
- Project Manager
- Senior Systems Analyst
- User Support Analyst
- Web Content Developer
- Cloud Integration Specialist
- Digital Communications Teacher
- Information Technology Teacher
- Senior Art Director
- Video Game Developer

**ENTRY-LEVEL CAREERS**  
Adult Program Completion/

- Computer Technician
- Graphic Designer
- Software Trainer
- Video Game Tester
- Internet Marketer
- Front End Web Designer
- Database Administrator
- Junior Program Manager
- Helpdesk Analyst
- Analyst

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

- Web Developer
- Database Manager
- Network Security Administrator
- Network Support Specialist
- Branding Manager
- Media Designer
- Packaging Designer
- Video Game Designer
- UX Designer
- Digital Producer

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

**WEB & APP DEVELOPMENT**

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**John Deere**  
Davenport Works  
Davenport, Iowa

**Manufacturing:**  
Heavy Construction &  
Agricultural Equipment



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**Megan**  
24 Years Old  
John Deere (5-years)

**Abilities:**  
✓ Academic Knowledge  
✓ Technical Skills  
✓ Professional Skills

**4-Year Degree:**  
Business

**College Debt:**  
\$0

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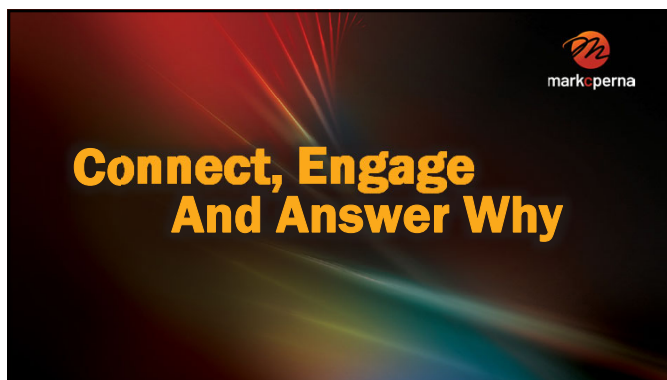
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**Shifting The Paradigm**  
The CALL TO ACTION

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**Connect, Engage  
And Answer Why**

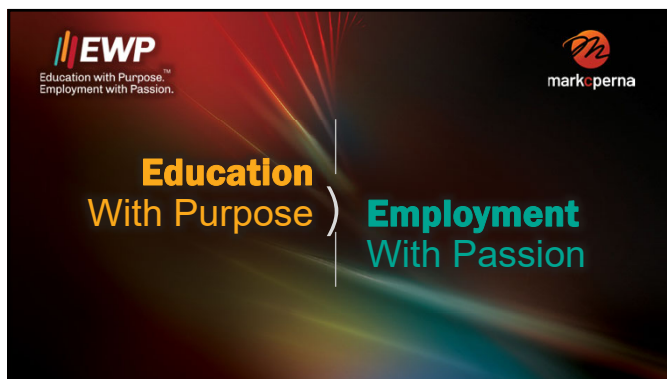
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**Create A Strong  
Message Of Purpose**

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**EWP**  
Education with Purpose.  
Employment with Passion.

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**Education  
With Purpose** ) **Employment  
With Passion**

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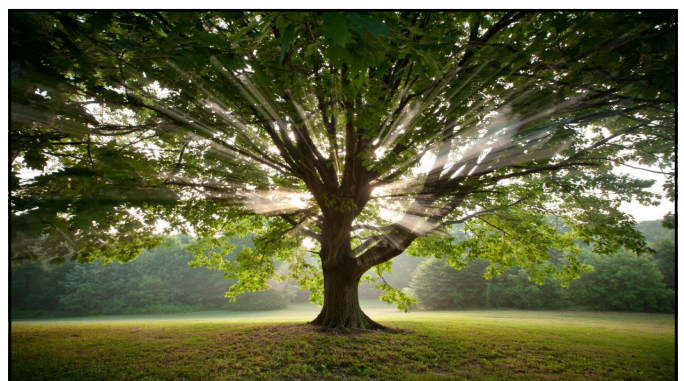
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**Mark C. Perna**  
Speaker, Author, and CEO

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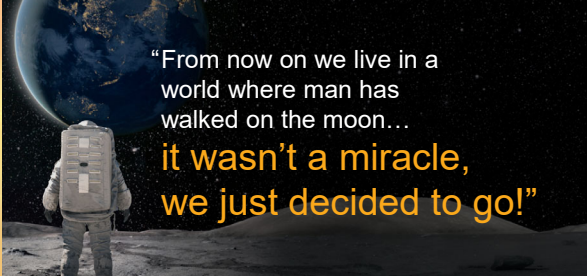


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- Independent Press Award Winner: **Career**
- National Indie Excellence Awards Winner: **Business**
- National Indie Excellence Awards Winner: **Parenting & Family**
- National Indie Excellence Awards Winner: **Career**
- IPPY Silver Award Winner: **Parenting**
- Axiom Business Book Awards: **Human Resources**
- Nautilus Award Winner: **Relationships/Communication**

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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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