



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](#)

CONNECT WITH ME



[Forbes.com Channel](#)



[LinkedIn](#)



[YouTube](#)



[Instagram](#)



[Facebook](#)



[X](#)

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

WELCOME... 

Unleashing Passion, Purpose, and Performance in Younger Generations

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

CONNECT WITH MARK NOW ON SOCIAL MEDIA:
@MarkCPernaLeadership | @markperna
linkedin.com/in/markperna | @mark_c_perna

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

1

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)

4

The World Has Changed 

5

Academic Knowledge 

COMPETITIVE ADVANTAGE

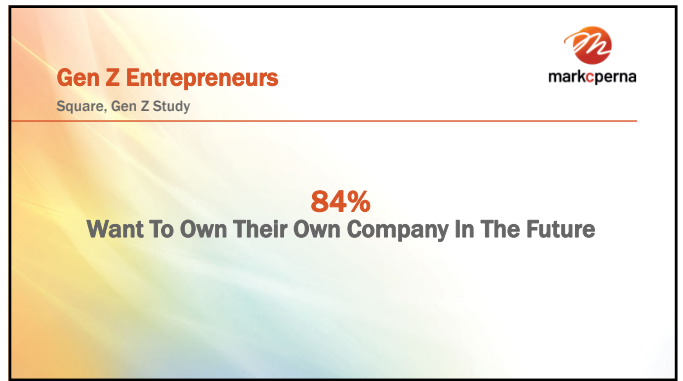
Professional Skills **Technical Competencies**

6

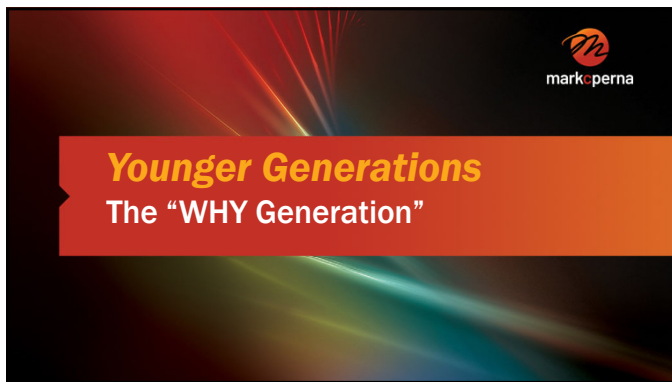
Visit MarkCPerna.com for FREE resources and information about Mark's award-winning bestseller
Answering Why: Unleashing Passion, Purpose, and Performance in Younger Generations



7



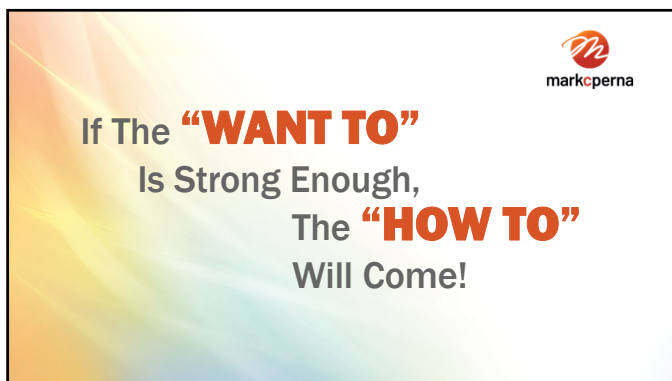
8



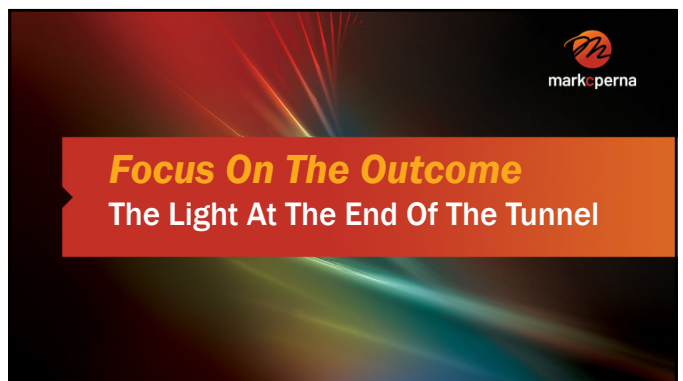
9



10



11

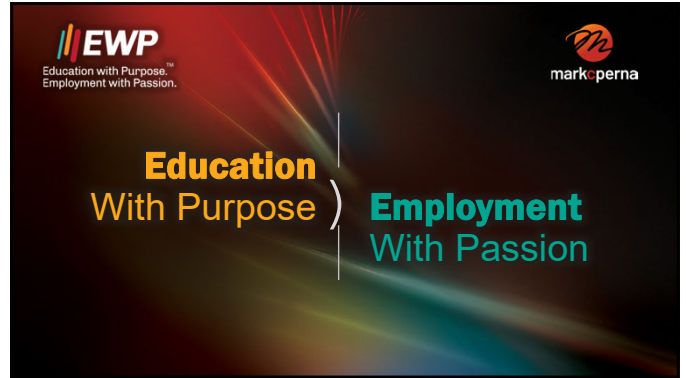


12

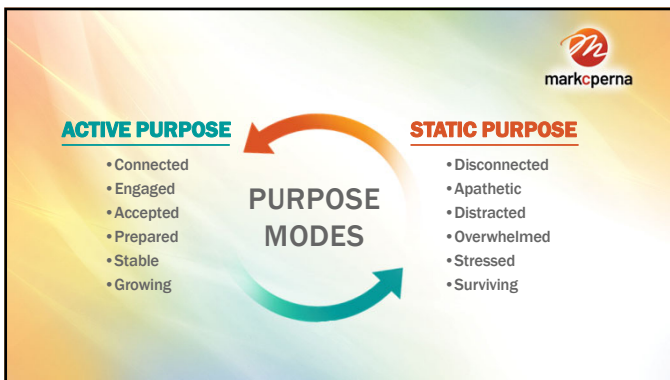
Visit MarkCPerna.com for FREE resources and information about Mark's award-winning bestseller
Answering Why: Unleashing Passion, Purpose, and Performance in Younger Generations



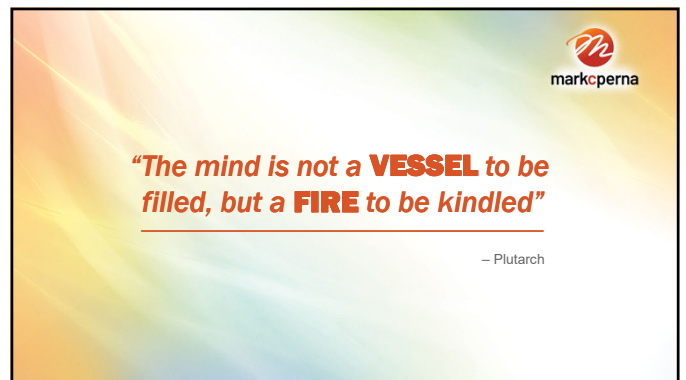
13



14



15



16




17



18


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



markcperna


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

19




markcperna

20



markcperna

21




markcperna

**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.

22




markcperna

**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

23



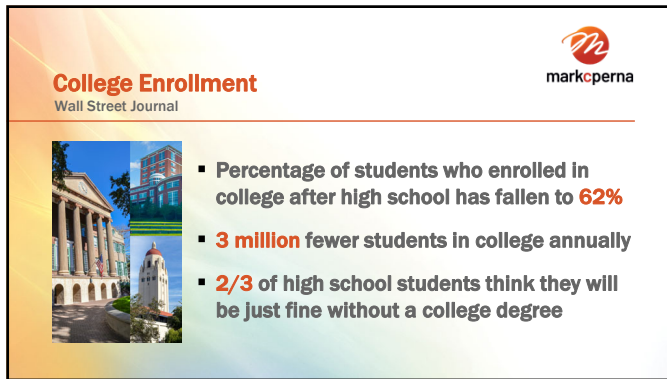
markcperna

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

24

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



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

markperna

25



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**

markperna

26



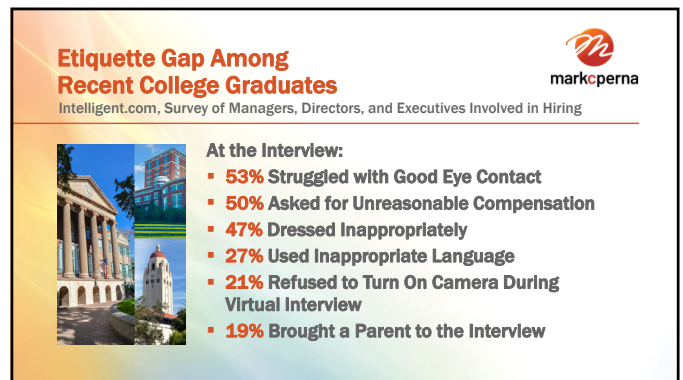
College Debt in America
As Reported by Major News Agencies



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

markperna

27



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

markperna

28



Recent College Graduates Workforce Integration
Intelligent.com, Nationwide Business Leaders Involved in Hiring

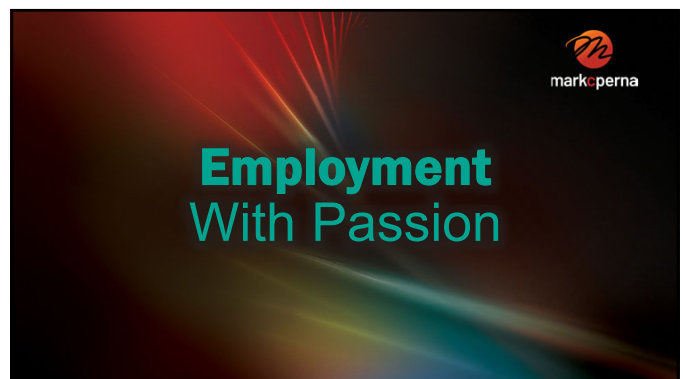


Businesses Who Recently Hired College Graduates:

- **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"

markperna

29



Employment With Passion

markperna

30

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

THE GROWING SKILLS GAP

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

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

31

Transitioning to Skills-Based Hiring

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

32

EWP
Education with Purpose.
Employment with Passion.

Education With Purpose | **Employment With Passion**

33

CAREER TREE

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

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

PROFESSIONAL CAREERS
(Bachelor's, Master's, Ph.D., Specialist, Post-Professional, 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
(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

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

BIOMEDICAL SCIENCE

34

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

35

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

36

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

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

37

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
- Parasitology
- Clinical Science Investigator
- Phlebotomist
- 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
(With Program Completion)

- EMT Operator
- Durable Medical Equipment Sales
- Lab Assistant
- Manager Assistant
- Occupational/Physical Therapy Assistant
- Research Assistant
- Pharmaceutical Technician
- Phlebotomy Assistant
- Medical Transport
- Hospital Volunteer Assistant
- Sterilization Assistant

ACADEMICS | **PROFESSIONAL SKILLS**

EXPERIENCES | **PASSION**

BIOMEDICAL SCIENCE

38

ELECTRICAL ENGINEER

JOURNEYMAN ELECTRICIAN

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

- Master Electrician
- Residential and Commercial
- Supervisory Electrician
- Residential and Commercial
- Low Voltage Systems Technician/Pipe and Specialty
- Electrician (Self-Employed)
- Electrician
- Licensed Electrician
- Motor Electrician
- Enter and Weld Networks
- Energy Technician
- Electrical Control Specialist
- Electrical Inspector
- Maintenance Facility Electrician
- Theme Park Electrician

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

- Electrical Engineer
- Electrical Systems Project Designer
- Project Manager
- Electrical Inspector
- Electrical Inspector
- Service Automation Specialist
- Systems Integrator
- Renewable Energy System Designer
- Power Plant Technician
- Utility Systems Infrastructure Designer
- Electrical Designer/Architect

ENTRY-LEVEL CAREERS
(With Program Completion)

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

ACADEMICS | **PROFESSIONAL SKILLS**

EXPERIENCES | **PASSION**

ELECTRICAL

39

LEVEL 3 CAREERS
(With Extensive Experience or Additional Education)

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

LEVEL 2 CAREERS
(With Further Experience or Additional Education)

- High School Science Teacher
- Lab Technician - Environmental Development
- Lab Technician - Quality Control
- Lab Technician - Medical Representative
- Pharmaceutical Sales
- 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 Development
- Lab Technician - Quality Control
- Lab Technician - Chemical
- CMC Cleaning Technician
- Equipment Prep Technician
- Global Information Systems Technician
- Administrative Assistant
- Kit Production Assistant
- Hazardous Waste Response Associate

ACADEMICS | **PROFESSIONAL SKILLS**

EXPERIENCES | **PASSION**

CHEMISTRY

40

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

41

LEVEL 2 CAREERS
(with Further Experience or Additional Education)

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

42

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

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

43

CAREER TREE
COLLEGE OF THE CANYONS

LEVEL 2 CAREERS
(with Further Education or Additional Education)

- High School Science Teacher
- Lab Technician - Research & Development
- Lab Technician - Quality Control
- Lab Technician - Analytical
- 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)

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

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
- Cheminformatics/Chemical Modeling
- Military Scientist/Analyst Management
- Technical Writer

ACADEMICS | PROFESSIONAL SKILLS
EXPERIENCES | PASSION

CHEMISTRY

44

ACADEMICS | PROFESSIONAL SKILLS
EXPERIENCES | PASSION

45

markperna

The "For Now" Decision
Dealing With Analysis Paralysis

46

CAREER TREE

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

- Master Electrician - Residential and Commercial
- Journeyman Electrician - Residential and Commercial
- Line Voltage Systems Technician/Wire and Security
- Business Owner (Self-Employed)
- Foreman
- Marine Electrician
- Solar and Wind Renewable Energy Technician
- Industrial Control Specialist
- Electrical Estimator
- Maintenance Facility Electrician
- Theme Park Electrician

MARINE ELECTRICIAN

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

- Electrical Engineer
- Electrical System Project Designer
- Electrical Inspector
- Home Automation Installer
- Systems Integrator
- Renewable Energy System Designer
- Invert Plant Technician
- Utility System Infrastructure Engineer
- Electrical Design/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 Manager
- Office Manager
- Utility Worker
- Manufacturer's Representative
- Electrical Field Equipment
- Utility Worker
- Home Theater Installer

ACADEMICS | PROFESSIONAL SKILLS
EXPERIENCES | PASSION

ELECTRICAL

47

CAREER TREE
Oakland Schools TECHNICAL CAMPUS

TECHNICAL CAREERS

- Sous Chef
- Restaurant Manager
- Food Sales and Marketing
- Event Coordinator
- Personal Chef
- Food Service Manager
- Food Stylist/Food Photographer
- TV Personalized Chef
- Catering Manager
- Purchasing Agent

PROFESSIONAL CAREERS

- Executive Chef
- Pastry Chef
- Dietician
- Health Inspector
- Entrepreneur
- Food Critic
- Nutritional Consultant
- Culinary Educator
- Research Chef
- Sommelier

ENTRY-LEVEL CAREERS

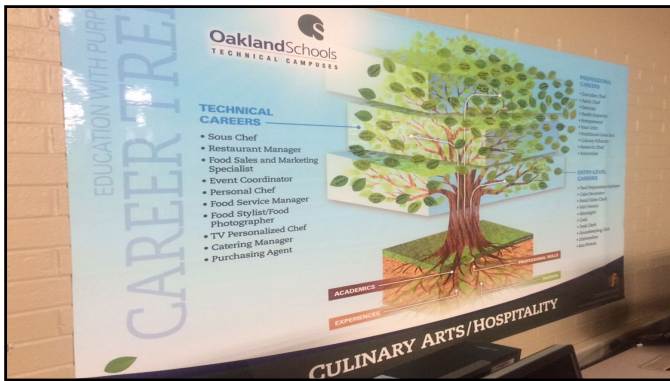
- Food Preparation Employee
- Cake Decorator
- Retail Sales Clerk
- Wait Person
- Microbiologist
- Cook
- Dish Clerk
- Housekeeping Clerk
- Dishwasher
- Bus Person

ACADEMICS | PROFESSIONAL SKILLS
EXPERIENCES | PASSION

CULINARY ARTS/HOSPITALITY

48

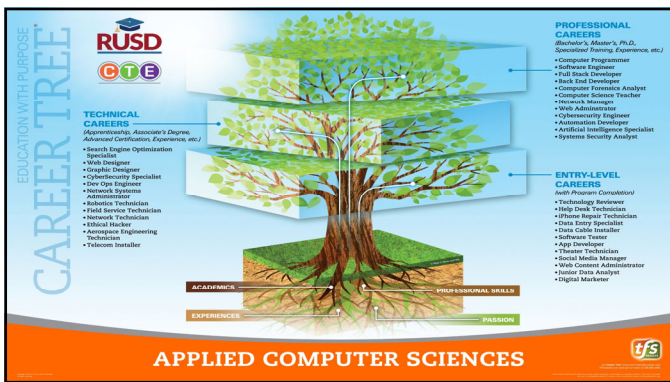
Visit MarkCPerna.com for FREE resources and information about Mark's award-winning bestseller *Answering Why: Unleashing Passion, Purpose, and Performance in Younger Generations*



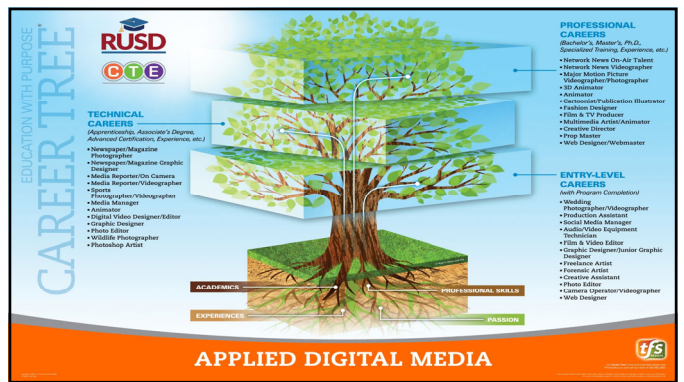
49



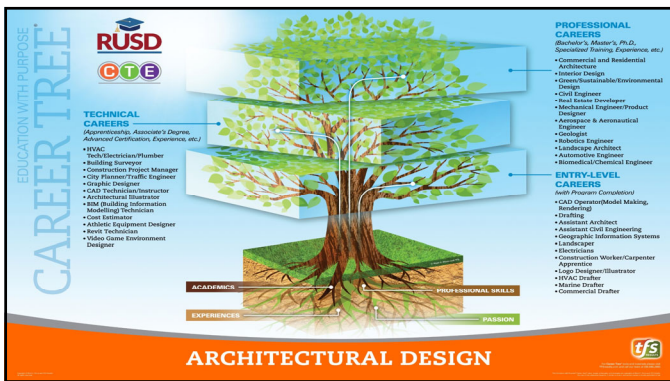
50



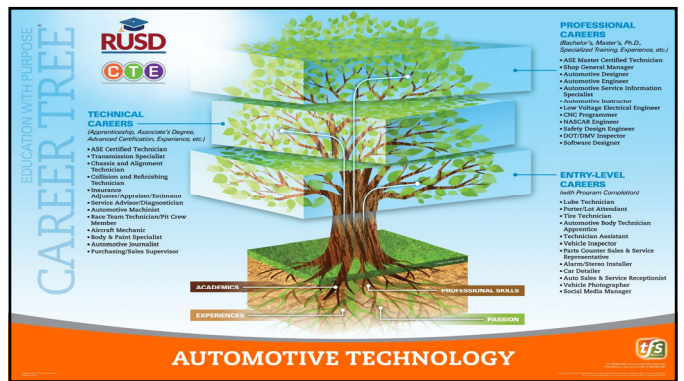
51



52



53



54

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

EDUCATION WITH PURPOSE
CAREER TREE
RUSD
GTE

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

- Food Scientist
- Ingredient Director
- Manufacturing Director
- Culinary Journalist
- Food Critic
- Health Inspector
- Food Safety
- Report Manager
- Food Industry Lawyer
- Nutritionist
- Culinary Educator
- General Regional Manager

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

- Sommelier
- Sous Chef
- Pastry Chef & Recipe Developer
- Food Truck Operator
- Food Chef
- Food Stylist/Artist
- Private Chef
- Bartender
- Restaurant Manager
- Cashier
- Food & Beverage Sales

ENTRY-LEVEL CAREERS
(Adult Program, Consultant)

- Food Processor
- Meat Slicer
- Meat Slicer
- Prep Cook
- Butcher
- Expeditor
- Event Assistant
- Retail Sales Clerk
- Video Training System Specialist
- Barista
- Blindsmith
- Farmer

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

CULINARY ARTS & SERVICES

tfs

55

EDUCATION WITH PURPOSE
CAREER TREE
RUSD
GTE

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

- Classroom Teacher
- School Site Administrator
- Specialist
- Special Worker
- Monitor & Family Coordinator
- School Psychologist
- Educational Software Developer
- Librarian
- University Professor
- Program Director
- Child Care Program Director
- Chief Academic Officer

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

- Paraprofessional Teacher
- Degree Owner/Instructor
- Compliance Trainer
- Administrative Outreach
- Maintenance & Operations
- Employee
- Lab Aides
- Translator/Interpreter
- Video Archivist
- Administrative Assistant
- Autism Behavior Technician
- Juvenile Corrections Officer

ENTRY-LEVEL CAREERS
(Adult Program, Consultant)

- Activity Teacher
- Tutor
- Specialist
- High School Sports Coach
- Interpreter
- Teacher Assistant
- Compass Aide
- Multi-Social Worker
- Basic Instruction/Librarian
- Tour Guide
- Social & Human Service Assistant

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

EDUCATION & CHILD DEVELOPMENT

tfs

56

EDUCATION WITH PURPOSE
CAREER TREE
RUSD
GTE

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

- Automot
- Electrical Engineer
- Computer Engineer
- Aerospace Engineer
- Automotive Designer
- Marine Engineer
- Biomedical
- Civil Engineer
- Electrical/Electronics Engineer
- Engineering Professor/Instructor
- Energy Designer
- Mechanical Engineer

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

- Computer Network Specialist
- Electronic Mechanical Technicians
- Electronic Engineering Technologist
- Civil Engineering Technician
- Technical Graphic Artist
- Audio Technician
- Auto Designer
- Aviation Maintenance
- Electronic Drafter
- Solar Energy System Technician
- Mechanical Engineering Technician
- Drafter

ENTRY-LEVEL CAREERS
(Adult Program, Consultant)

- CAD Technician
- Electronic Assembly Technician
- Auto Designer
- Electronic Technician
- 3D Printer Technician
- Solar Systems Sales
- Industrial Machine Operator
- Solar Panel Manufacturing Technician
- Metals Fabricator
- Manufacturing Line Worker
- Barista
- Quality Control
- Warehouse Worker

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

ENGINEERING DESIGN

tfs

57

EDUCATION WITH PURPOSE
CAREER TREE
RUSD
GTE

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

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

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

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

ENTRY-LEVEL CAREERS
(Adult Program, Consultant)

- Event Photographer/Videographer
- Production Assistant
- Production Runner/Social Media Influencer
- Actor/Video Editor
- Video Editor
- Camera Operator/Assistant
- Assistant Director (above line)
- Staff Writer
- Script Assistant
- Editorial Video Editor

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

FILM, TV, & VIDEO PRODUCTION

tfs

58

EDUCATION WITH PURPOSE
CAREER TREE
RUSD
GTE

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

- Game Designer
- Project Manager
- Software Engineer
- Video Game Programmer
- Art Director
- AI Programmer
- Creative Director
- Unity Audio/AR/VR Developer
- Visual Effects Artist
- Systems Analyst

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

- Unity Programmer
- Visual Designer
- Artist Artist
- Technical Artist
- 3D Animator
- Character Animator
- CAD Artist
- Concept Designer
- Concept/Game Writer
- App Developer

ENTRY-LEVEL CAREERS
(Adult Program, Consultant)

- Independent Game Developer
- Business Development
- Game Tester/Quality Assurance
- Leveling Developer
- Media & Communications Assistant
- Production Assistant
- Data Entry Specialist
- Customer Service Representative
- Technical Support
- Web Developer
- Website Content Manager

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

GAME DESIGN & DEVELOPMENT

tfs

59

EDUCATION WITH PURPOSE
CAREER TREE
RUSD
GTE

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

- Creative Director
- Art Director
- Graphic Design Instructor
- Regulatory Editor
- Publication Editor
- Regulatory Photographer
- Project Manager
- Art and Exhibit Designer
- Advertising Executive
- Communications Director
- Environmental 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
- Production Planner
- Sales Representative

ENTRY-LEVEL CAREERS
(Adult Program, Consultant)

- Production Artist
- Digital Press Operator
- Desktop Printer
- Print Assistant
- Prepress Graphic Designer
- Printed Press Operator
- Offset Press Operator
- Social Media Content Developer
- Photo Editor
- Photo Editing and Printing Workers
- Web Designer

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

GRAPHIC DESIGN & PRINT PRODUCTION

tfs

60

Visit MarkCPerna.com for FREE resources and information about Mark's award-winning bestseller *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.)

- Pharmacist
- Pharmaceutical Sales Representative
- Laboratory Technician
- Ultrasound(MRI) Technician
- Forensic Technician
- Medical Technicians
- Dental Hygienist
- Ophthalmic Technician
- Radiology Technician
- Surgical Technician
- Nuclear Medical Technician

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

- Oncologic Nurse Practitioner
- Travel Nurse
- Health Science Educator
- Physician Assistant
- Respiratory Therapist
- Consumer Psychologist
- Forensic Anthropologist
- Consumer Psychologist
- Health Educator
- Physical Therapist
- Healthcare Policy Advisor

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

- Medical Assistant
- Pharmacy Technician
- Medical Interpreter
- CSI Technician/Photographer
- Contract Trainer
- Medical Billing/Coding
- Chiropractic Aide
- Transportation Technician
- Phlebotomist

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

HEALTH CAREERS & PATIENT CARE

tfs

61

EDUCATION WITH PURPOSE
CAREER TREE
RUSD
CTE

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

- Logistics Coordinator
- Human Resource
- Physical Clerk
- Advertising Agent
- Sales Executive
- Travel Agent
- Hotel/Motels/Resort Manager
- International Logistics Manager
- Buyer/Purchasing Agent
- Publicist
- Bookstore Clerk
- Travel Expedition Manager

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

- Business Director
- Chief Executive Officer
- Chief Operating Officer
- Personal Financial Advisor
- Market Research Analyst
- Controller/Accountant
- Human Resource Director
- Professional Consultant
- Director of Advertisement & Marketing
- Business Teacher/Professor
- Office Manager
- Social Media Consultant

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

- Aviation Program Coordinator
- Retail Sales Associate
- General Office Clerk
- Customer Service Representative
- Small Business Owner
- Warehouse Team Member
- Wholesale & Manufacturing Sales Rep.
- Bookkeeper
- Receptionist
- General Office Clerk
- Customer Service Agent
- Records Keeper
- Food Customer Service
- Retail Buyer

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

INTERNATIONAL BUSINESS

tfs

62

EDUCATION WITH PURPOSE
CAREER TREE
RUSD
CTE

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

- Paralegal
- Law Enforcement Officer
- Court Reporter
- Border Patrol Agent
- State Correctional Officer
- Police Service Representative
- Military - Non Commissioned Officer
- Parole/Probation Officer
- Criminologist
- Crisis Scene Investigator
- Child Protection Services Agent
- Fire Fighter Medic

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

- Criminal Justice
- Circuit Court Judge
- Private Investigator
- Public Information Officer
- Military - Commissioned Officer
- Alcohol Beverage Control Commissioner
- Human Services
- Investigation & Customs Enforcement Agent
- Police Chief
- Fire Chief
- Forensic Pathologist
- Detective
- Health Educator
- Forensic Pathologist

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

- Legal Secretary/Clerk
- Emergency Services Dispatcher
- Detected Official
- Security Guard
- Police Officer
- Military - Infantry
- Police Cadet
- Juvenile Detention Counselor
- Health
- Ball Room/Dance/Recovery Agent
- Emergency Medical Technician (EMT)
- Person's Services Assistant

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

LAW & PUBLIC SERVICES

tfs

63

EDUCATION WITH PURPOSE
CAREER TREE
RUSD
CTE

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

- Audio & Repertoire Coordinator
- Booking Agent
- Gigging Agent
- Music Director
- Music Instructor
- Private Instructor
- Production Manager
- Audio ID
- Policy Artist
- Recording Engineer
- Live Sound Engineer
- Sound Designer

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

- Producer
- Music Educator
- Musicologist
- Phonocardiologist
- Musician
- Music Attorney
- Music Supervisor
- Musicologist
- Publisher

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

- Assistant Engineer
- Sound Writer
- Administrative Aide
- Musician/Personal Assistant
- Musician
- Podcaster
- Composer
- Singer
- IT
- Instrumentalist
- Music Teacher
- Production Assistant

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

MUSIC TECHNOLOGY & AUDIO PRODUCTION

tfs

64

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
- ASIC and Developer
- Print/Email Development
- Network
- Database Developer
- Quality Assurance Technician
- Database Administrator
- Technical Writer
- System Administrator

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

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

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

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

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

NETWORKING & CYBERSECURITY

tfs

65

EDUCATION WITH PURPOSE
CAREER TREE
RUSD
CTE

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

- Low Voltage Electrician
- Stone Mason
- Carpenter Journeyman
- Structural Estimator Specialist
- Plumber Journeyman
- Construction Equipment Operator
- Crane Operator
- Estimator

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

- Civil Engineer
- Project Manager
- Structural Designer
- Building Code Inspector
- General Contractor
- Site Preparation Engineer
- Construction Trades Teacher
- Lead Acquisition Manager
- Construction Trades Teacher
- Crane Inspector
- Crane Designer

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

- Construction Supervisor
- Carpentry Apprentice
- Construction Trades Teacher
- Construction Trades Teacher
- Drywall Installer
- Construction Trades Teacher
- Painter's Assistant
- Construction Trades Teacher
- Solar System Installer
- Lead Inspector Assistant
- Insulation Installer
- Tile Installer

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

RESIDENTIAL & COMMERCIAL CONSTRUCTION

tfs

66

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

EDUCATION WITH PURPOSE
CAREER TREE

RUSD
GTE

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

- Electrical Engineer
- Mechanical Engineer
- Supply Chain Manager
- Materials Engineer
- Aerospace Engineer
- Civil Engineer
- Petroleum Engineer
- Architect
- Neuroscience Specialist
- Robotics
- Engineering Professor/Instructor

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

- Warehouse Logistics Manager
- Electrical Technician
- Manufacturing Technician
- Lab Technologist
- CAM Specialist
- Machinist
- Instrument Technician
- Instrumentation Technician
- Measurement Aide Technician
- Automation Technician
- Industrial Robotics Technician
- Automotive Guided Vehicle Technician

ENTRY-LEVEL CAREERS
(Entry Program Completion)

- CNC Machinist
- Heavy Machine Operator
- CNC Programmer
- Assembly Technician
- Maintenance Technician
- Mill Operator
- Computer Repair Technician
- Fabricator
- Solar Panel Installer
- Electrical Field Technician
- 3D Printer Technician
- Crane Operator

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

ROBOTICS & ENGINEERING SYSTEMS

tfs

67

EDUCATION WITH PURPOSE
CAREER TREE

RUSD
GTE

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

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

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

- Athletic Program Supervisor
- Certified Personal Trainer
- Certified Strength Assistant
- Management Assistant
- Technologist
- Paramedic EMT
- Physical Therapy Aide
- Surgical Technician
- Clinical Radiologist
- Health/Wellness Educator
- Pharmacy Technician

ENTRY-LEVEL CAREERS
(Entry Program Completion)

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

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

SPORTS MEDICINE & INJURY MANAGEMENT

tfs

68

EDUCATION WITH PURPOSE
CAREER TREE

RUSD
GTE

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

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

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

- Electric Artist
- AV/Visual Technician
- Master Computer Electrician
- Wig Designer / Dresser
- Audio/Video Lighting Technician
- Assistant Stage Manager
- Stage Manager
- Audio Engineer
- Event Producer

ENTRY-LEVEL CAREERS
(Entry Program Completion)

- Grip
- Makeup Artist
- Costume Ditcher
- Stage Hand
- Lighting Operator/Technician
- Stage Electrician
- Audio Technician
- Assistant Editor
- Stage Manager
- Live Event Technician
- Associate Producer

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

TECHNICAL THEATER & LIVE EVENT PRODUCTION

tfs

69

EDUCATION WITH PURPOSE
CAREER TREE

RUSD
GTE

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

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

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

- Web Developer
- Mobile Apps Programmer
- Network Security
- Database Manager
- Network Specialist
- System Administrator
- Cloud Integration Specialist
- Motion Designer
- Packaging Designer
- Video Game Designer
- UX Designer
- Digital Publisher

ENTRY-LEVEL CAREERS
(Entry Program Completion)

- Computer Technician
- Senior Designer
- Graphic Designer
- Software Tester
- Video Game Tester
- Senior Marketing Assistant
- Database Administrator
- Mobile Apps Assistant
- Senior Programmer
- Helpdesk Analyst
- Animator

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

WEB & APP DEVELOPMENT

tfs

70

EDUCATION WITH PURPOSE
CAREER TREE

UACCB

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

- Agriculture Teacher
- Agricultural Engineer
- Extension Agent
- Wildlife Biologist
- Aquaculturist
- Conservation/Restoration Specialist
- Forest Ranger
- Forester
- Horticulturist

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

- AIG Sales Representative
- Winter Quality Field Technician
- Chemical Applicator
- Food Inspector
- Distribution/Inventory Manager
- Grounds Maintenance Supervisor
- Landscaping Designer/Technician
- Purchasing Agent
- Park Ranger
- Sports Field Staff
- Veterinary/Animal Care
- Surveying & Mapping Technician
- Wildlife Technician

ENTRY-LEVEL CAREERS
(Entry Program Completion)

- Animal Care Associate
- Animal Trainer
- Commercial Nursery Assistant
- Equine Assistant
- Garden Center Sales Associate
- Farm Assistant
- Forest Assistant
- Landscaping Apprentice
- Landscaping Technician
- Golf Course Care Member
- Parks & Recreation Assistant

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

AGRICULTURE

tfs

71

EDUCATION WITH PURPOSE
CAREER TREE

UACCB

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

- Actuary
- Bank Compliance Officer
- Business Instructor
- Commercial Loan Processor
- E-Commerce Manager
- Financial Analyst/Financial Accountant
- Human Resources Manager
- Managerial Health Services Manager
- Risk Manager
- Social Media Strategist

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

- Bookkeeper
- Commercial Loan Representative
- Customer Service Representative
- Entrepreneur
- Executive Assistant
- Insurance Agent
- Medical Billing & Coding Specialist
- Office Manager
- Sales Representative
- Shipping/Receiving Inventory Specialist
- Store Manager

ENTRY-LEVEL CAREERS
(Entry Program Completion)

- Accounts Receivable Assistant
- Administrative Assistant
- Bank Teller
- Cashier
- Collections Representative
- Data Entry Clerk
- Human Resources Assistant
- Legal Administrative Assistant
- Office Assistant
- Receptionist
- Retail Clerk

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

BUSINESS

tfs

72

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

EDUCATION WITH PURPOSE
CAREER TREE
UACCB

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

- After-school Program Director
- Certified Education Pre-K & 2
- Child Teacher
- Childcare Licensing Specialist
- Public School Teacher
- Director of Accredited Childcare Center
- Head Start Administrator
- Early Intervention Specialist
- Early Childhood Curriculum Specialist
- Guidance Counselor

ENTRY-LEVEL CAREERS
(Adult Program Completion)

- After-school Program Aide
- Assistant Preschool Teacher
- Head Start Teacher Assistant
- Infant/Toddler Teacher
- Assistant Childcare Provider
- Before/After School Assistant
- Aid Par/Nanny
- Public School Teacher
- Health Based Center Teacher
- Parent Educator
- Professional in Child Development
- Child/Family Advocate

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

- Children's Center Teacher
- Children's Center Director/Assistant
- Child Care Worker
- Health Based Center Teacher
- Home Based Visiting Family & Human Services Employee
- Licensed Home-Based Family Childcare Provider
- Home Based Visiting Family & Human Services Employee
- Preschool Teacher
- Preschool Director
- Camp Coordinator
- Director of Extended Day Program

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

EARLY CHILDHOOD EDUCATION (P-K)

79

EDUCATION WITH PURPOSE
CAREER TREE
UACCB

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

- Disaster Preparedness Advisor
- Emergency Management
- Emergency Medical Educator
- Emergency Medical Technician
- EMS Administrator
- EMS Instructor/Trainer
- EMS Educator
- EMS Researcher
- Healthcare Administrator
- Risk Manager
- Emergency Room Nurse

ENTRY-LEVEL CAREERS
(Adult Program Completion)

- Advanced EMT
- Critical Care Paramedic
- Emergency Department Paramedic
- Emergency Room EMT
- EMT Supervisor
- EMT - Advanced
- EMT - Basic
- Police SWAT/Special Response Team Paramedic
- Public Health
- High Paramedic
- Community Paramedic

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

- Advanced EMT
- Critical Care Paramedic
- Emergency Department Paramedic
- Emergency Room EMT
- EMT Supervisor
- EMT - Advanced
- EMT - Basic
- Police SWAT/Special Response Team Paramedic
- Public Health
- High Paramedic
- Community Paramedic

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

EMERGENCY MEDICAL SERVICES

80

EDUCATION WITH PURPOSE
CAREER TREE
UACCB

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

- CEO
- Entrepreneur
- Franchising Strategist
- Operations Manager
- Product/Research Development Manager
- Wholesale/Retail Buyer
- Market Research Analyst
- Business Consultant
- Financial Manager
- Communications and Marketing Manager
- Financial Analyst

ENTRY-LEVEL CAREERS
(Adult Program Completion)

- Brand Ambassador/Promoter
- Accounting Clerk
- Buyer/Picker
- Marketing Specialist
- Merchandise Buyer
- Sales Representative
- Advertising Associate
- Multimedia Marketing Associate
- Owner/Entrepreneur
- Marketing/Operations Assistant
- Personal Sales

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

- Business Development Representative
- Buyer/Picker
- Business Franchise Owner
- Brand Marketing Representative
- Management Trainee
- Promotions Coordinator
- Account Executive
- Advertising & Promotion Manager
- Promotional Professional
- Fashion Merchandiser
- Market Research Analyst

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

ENTREPRENEURSHIP

81

EDUCATION WITH PURPOSE
CAREER TREE
UACCB

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

- Building & Code Inspector
- Construction HVAC Load & Duct Designer
- Construction Process/Manufacturer's Rep
- Regional Sales Manager
- Project Cost Estimator
- Mechanical Engineer
- Energy Manager
- Environmental, Health & Safety Coordinator
- Service Manager

ENTRY-LEVEL CAREERS
(Adult Program Completion)

- Appliance Repair Technician Assistant
- Installation Technician
- Service Technician
- Unit Replacement Helper
- Supply Room Associate
- Appliance Start Metal
- Competitive HVAC Technician
- Field Service Equipment
- Competitive HVAC Technician
- General Construction Laborer
- Installer/Technician

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

- Air Conditioning Technician
- Air-Conditioning Specialist
- Air-Conditioning Technician
- Control Technician
- Energy Auditor
- Field Technical Specialist (HVAC Technician)
- Installation/Lead Installer (Mechanical Construction)
- Refrigeration Journey-Level Technician
- Refrigeration Training Instructor
- Service Manager
- Technical Training Instructor
- Troubleshooting Technician

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

HEATING, VENTILATION, AIR CONDITIONING (HVAC)

82

EDUCATION WITH PURPOSE
CAREER TREE
UACCB

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

- Company Owner
- Construction Executive
- Product Account Executive
- Safety Manager
- Training Manager

ENTRY-LEVEL CAREERS
(Adult Program Completion)

- Heavy Equipment Laborer
- Heavy Equipment Operator
- Registered Heavy Equipment Operator
- Equipment Operator
- Painter, Surface, and Trenching Equipment Operator
- Maintenance Worker, Machinery
- Landscaping and Groundskeeping
- Industrial Truck and Tractor Operator
- Material Moving Worker
- Farm Equipment Mechanic and Service Technician
- Agricultural Equipment Operator
- Construction Laborer

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

- Journey Level Heavy Equipment Operator/Trainer
- Heavy Equipment Mechanic
- Heavy Equipment Operator/Trainer
- Journey Level Heavy Equipment Operator/Trainer
- Journey Level Heavy Equipment Operator/Trainer
- Journey Level Heavy Equipment Operator/Trainer
- Journey Level Heavy Equipment Operator/Trainer
- Journey Level Heavy Equipment Operator/Trainer
- Journey Level Heavy Equipment Operator/Trainer
- Journey Level Heavy Equipment Operator/Trainer

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

HEAVY EQUIPMENT OPERATION

83

EDUCATION WITH PURPOSE
CAREER TREE
UACCB

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

- Virtual Energy Operations Manager
- Manufacturing Engineer
- Assembly Supervisor
- Plant Manager
- Mechanical Engineer
- Chemical Engineer
- Supply Chain Manager
- Product Designer
- Logistics Manager
- Solar Energy Systems Engineer
- Construction Manager

ENTRY-LEVEL CAREERS
(Adult Program Completion)

- Computer Numerically Controlled Tool Operator
- Machine Apprentice
- Industrial Maintenance Mechanic
- Electrical Apprentice
- Solar Photovoltaic Installer
- Manufacturing Worker
- Logistics Apprentice
- General Installer
- Assembly Worker
- Machine Operator
- Press Operator
- Tile and Stone Setter

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

- Computer Numerically Controlled Tool Programmer
- Mechanic
- Electrician Journeyman
- Industrial Journeyman
- Precision Agriculture Technician
- Computer Aided Drafting and Design Modeler
- Food Service Technician
- Technical Writer
- Aircraft Service Technician
- Heavy Equipment Operator
- Hydraulic Technician
- Additive Manufacturing Technician

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

INDUSTRIAL TECHNOLOGY

84

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

UACCB

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

- Human Resource Manager
- Business Consultant
- Business Development Manager
- Business Manager
- Risk Manager
- Healthcare Administrator
- Marketing Director
- Certified Public Accountant
- Medical & Health Services Manager
- Communications Director

ENTRY-LEVEL CAREERS
(Adult Program Completion)

- Administrative Assistant
- Customer Service Representative
- Certified Public Accountant
- Business Development Manager
- Office Assistant
- Account Service Representative
- Marketing/Operations Assistant
- Data Entry Clerk
- Receptionist
- Communications Assistant
- Shopper/Vlogger

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

- Office Manager
- Administrative Services Manager
- Customer Service Representative
- Shipping/Receiving Inventory Specialist
- Project Management Assistant
- Management Trainee
- Production Control
- Buyer/Vlogger
- Insurance Agent
- Personal Assistant

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

MANAGEMENT AND SUPERVISION

tfs

85

UACCB

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

- Automation Engineer
- CNC Manufacturing Engineer
- Control Systems Engineer
- Industrial Engineer
- Quality Engineer
- Manufacturing Specialist
- Product Design Engineer
- Research & Development Specialist
- Safety Engineer
- Manufacturing Cell Instructor
- Complete Automated Manufacturing Engineer

ENTRY-LEVEL CAREERS
(Adult Program Completion)

- Apprentice
- Assembler
- Machine Tool Operator
- CNC Machine Tool Operator
- CNC Setup/Inspector/Technician
- Delivery Driver/Parts Runner
- Stock Control/Handler
- Tool Kit Operator
- Tool Maker Apprentice
- Tool Operator
- Package/Shipping Specialist
- Paint Prep & Finishing

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

- CAD Drafter
- CAD Technician
- Certified Miller (MIG, TIG, Stick)
- CNC Programmer
- CNC Operator
- CNC Programmer
- First Line Supervisor
- Assembler
- Millwright
- Industrial Technician
- CNC Machinist
- Design Technicians
- Quality Control Technician

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

MANUFACTURING

tfs

86

UACCB

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

- Health Information Technology Specialist
- Health Informatics Specialist
- Director of Inpatient Health Services
- Healthcare Administrator
- Medical Office Manager
- Hospital Risk Manager
- Director of Rehabilitation
- Health Educator
- Social Worker
- Medical and Health Services Manager
- Healthcare Registrar

ENTRY-LEVEL CAREERS
(Adult Program Completion)

- Billing Clerk/Cashier
- Appointment Scheduler
- Health Information Clerk
- Administrative Medical Assistant
- Administrative Scheduler
- Administrative Secretary
- Medical Office Clerk
- Medical Office Assistant
- Medical Records Assistant
- Medical Secretary/Receptionist
- Physician's Office Assistant

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

- Medical Data Assistant
- Medical Transcriptionist
- Medical Billing & Coding Specialist
- Health Information Technology Billing & Coding Specialist
- Health Information Technology Specialist
- Medical Office Manager
- Medical Records Technician
- Administrative Medical Assistant
- Medical Billing & Coding Specialist
- Medical Assistant

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

MEDICAL OFFICE MANAGEMENT

tfs

87

UACCB

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

- RN Nurse Administrator
- Professor of Nursing (MSN/DA)
- Clinical Nurse Specialist
- Nurse Practitioner (Psychiatric/Nurse)
- Certified Nurse Midwife
- Nurse Practitioner (Family NP)
- Nurse Practitioner (Pediatric NP)
- Certified Registered Nurse Anesthetist (CRNA)
- Nurse Educator/Clinical Practice Educator
- Chief Nursing Officer
- Nurse Educator/Research (PhD)

ENTRY-LEVEL CAREERS
(Adult Program Completion)

- Nursing Assistant-Physician's Office
- Nursing Assistant-Correctional Facility
- Nursing Assistant-Home Health
- Nursing Assistant-Long Term Care
- Nursing Assistant-Assisted Living
- Unit Secretary
- Nursing Assistant-Hospital
- Hospital Patient Care Technician
- Nursing Assistant/Admission
- Home Care
- Nursing Assistant/Admission
- Medication Assistant-Certified (MAC) Training
- Phlebotomist

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

- Registered Nurse (RN)
- RN Hospital Clinical Supervisor
- RN Home Health Clinical Supervisor
- Certified Nursing Information-INO
- RN or LPN Correctional Facility
- RN or LPN-Physician's Office
- RN or LPN-School Nurse
- RN Behavioral Nurse
- RN or LPN-Acute Care Hospital

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

NURSING/CERTIFIED NURSING ASSISTANT/PHLEBOTOMY

tfs

88

UACCB

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

- Environmental Science/Engineer
- Architect
- Chemical Engineer
- Food Scientist
- Medical Professional/Health Administrator
- STEM Professor
- Mechanical Engineer
- Electrical Engineer
- Aerospace Engineer

ENTRY-LEVEL CAREERS
(Adult Program Completion)

- CAD Technician
- CNC Machine Operator
- Diesel Operator
- Drummer/Drum
- Public Works Worker
- Lab Technician
- GIS Technician
- Welder
- Quality Assurance Technician
- Medical Welder Technician

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

- Automation Technician
- CAD Technician
- Chemical Engineering Technician
- CNC Production Technician
- Computer Programmer/Designer
- Electronics Technician
- CNC Technician
- System Analyst
- Manufacturing Process Supervisor
- Product Manager

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

STEM/PRE-ENGINEERING

tfs

89

UACCB

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

- Adults Instructor
- Community College Instructor
- College Professor
- Coach
- Child & Family Social Worker
- Educational Consultant
- Special Language Pathologist
- Curriculum Specialist
- Media Specialist/School Librarian
- Teacher, K-12
- School Psychologist

ENTRY-LEVEL CAREERS
(Adult Program Completion)

- Teacher's Aide
- Reading Assistant
- Academic Tutor
- Private Tutor/Part Time
- Assistant Preschool Teacher
- Bus Driver
- Child Care Worker/Assistant
- Family Advocate
- Receptionist/Office Specialist
- Administrative/Student Secretary
- Food Service Worker

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

- Paraprofessional
- Instructional Teacher
- Child Welfare Specialist
- Academic Advisor
- Associate Preschool Teacher
- After School Program Director
- Shery or Au Pair
- Preschool Director/Teacher
- Technology Support/Instructor
- Youth Program Assistant
- Interpreter

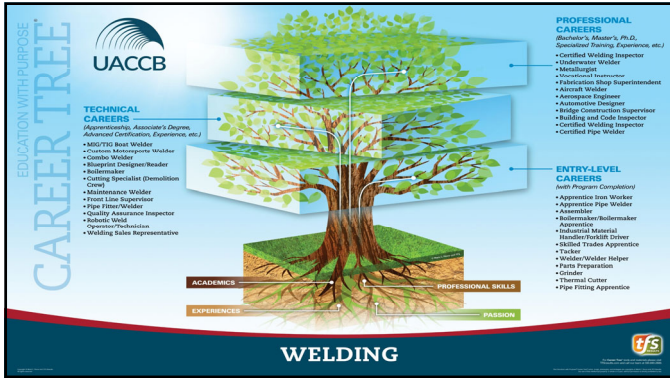
ACADEMICS | **PROFESSIONAL SKILLS** | **PASSION**

TEACHER EDUCATION

tfs

90

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



91

FREE GIFT!

Take the experience further with a special gift from Mark

Text keyword **UNLEASH** to 33777 now and claim your free gift.

92

John Deere Davenport Works
Davenport, Iowa

Manufacturing:
Heavy Construction & Agricultural Equipment

markperna

93

Megan
24 Years Old
John Deere (5-years)

Abilities:

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

4-Year Degree:
Business

College Debt:
\$0

markperna

94

markperna

Shifting The Paradigm
The CALL TO ACTION

95

markperna

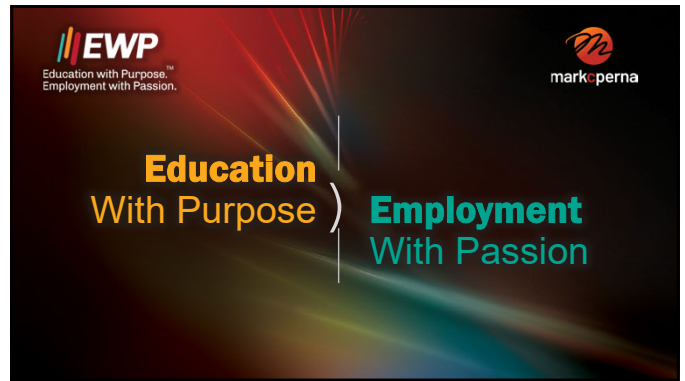
Connect, Engage
And Answer Why

96

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



97



98



99



100



101



102

Mark C. Perna
Speaker, Author, and 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



103

The book cover for 'Answering Why' by Mark C. Perna is displayed. The cover features the title 'Answering Why' in a large, stylized font, with 'Mark C. Perna' below it. A gold seal on the cover indicates it is a 'Bestselling Winner of 8 National Book Awards'. To the right of the book cover is a list of awards.

markcperna.com

Bestselling Winner of 8 National Book Awards

- Independent Press Award Winner: **Education**
- 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**

104

Jim Lovell
Apollo 13 Commander

A photograph of an astronaut in a white space suit standing on the lunar surface. The Earth is visible in the dark sky above, partially obscured by the horizon. The moon's surface is covered in grey dust and rocks.

markcperna

“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!”**

105

SHARE YOUR THOUGHTS

markcperna.com/impact/



markcperna.com

106