





# The secret

## to a fulfilling career

It's interesting the difference. The difference between people – some look forward to Monday's while, most work to live. We place a lot of value on the answer to "what do you do?" It's one of the first questions we ask when meeting new people and in explaining, who someone is to our friends.

Rightly or wrongly, what we do has become an identifier for who we are.

What's your reaction when someone asks you, what do you do? Are you excited to share? Is it an ego trip or do you mumble something under your breath hoping they'll move on to another topic as quickly as possible?

If you're the mumbler (or simply aren't 100% sure you're doing what you're meant to do) this guide could be for you.

# Three elements of a career with purpose.

You spend an average of 40 hours a week, probably for 60+ years working.

If you don't enjoy what you do there's a lot of time spent watching the clock. And, chances are you won't be very happy. The phrase: 'living for retirement' comes to mind. That's not living if you ask me!







Passion
What are you passionate about?

Demand
What is out there?

Skill
What are you good at?

#### **Passion**

If you aren't passionate about what you do, how do you expect to see through the challenges and triumphs in a career? Passion is the motivation that will fire you up and keep you going.

Find the activities, tasks and ideas that you are passionate about. And if passion isn't the right word for you - maybe it's what makes you excited or holds your interest.

Whatever it is, find it and hold on!

#### Demand

A lot of people will look at what they are good at and what they find interesting but, fail to consider the environment in which they are playing.

What is out there? What does the market need? Is there a demand for my skills? Are there job opportunities or shortages?

If you want to make sure you are entering into a career with some semblance of security – do your research! Don't invest all your time in an industry or qualification that is becoming outdated or automated. Think outside the box! Skills can be transferred, you can retrain and there will be jobs in the future that don't yet exist today. Think of this as an opportunity, not a problem.

But it starts with a little bit of research – speak to industry, get a mentor, google, go to networking events.

There is no greater thing you can do with your life and your work than follow your passions – in a way that serves the world and you. [Richard Branson]



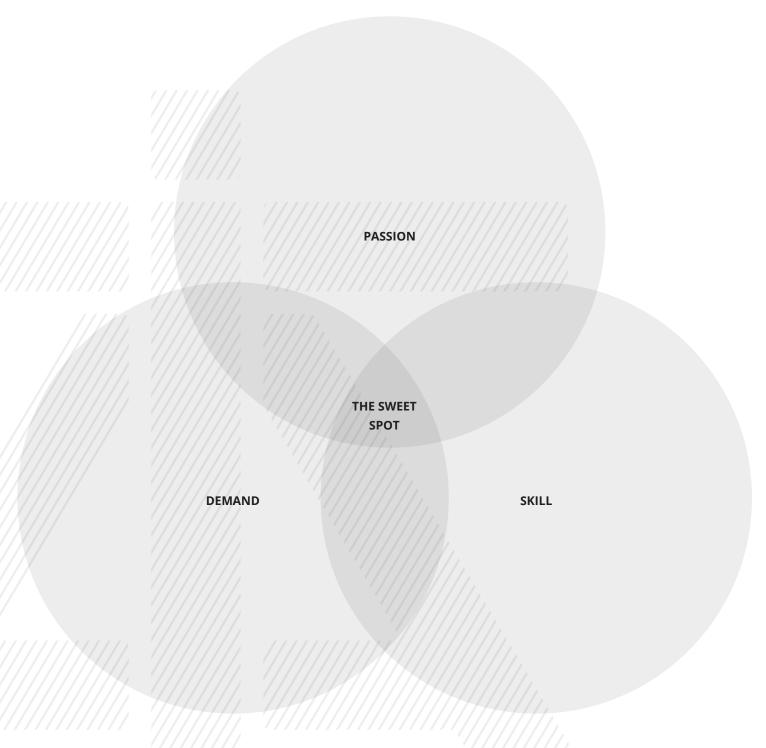
Big ego's are big shields for lots of empty space. [Diana Black]

#### Skill

You will have skills that you are naturally talented at. This could be anything! Make sure you keep an eye out for the areas that you find simple or easy (while others might not) - these are skills you can use in your career.

Don't forget though, that skills can also be learnt. The nature of a skill is something that you build up over time. A baby doesn't just walk... This is the same concept with skills. You need to keep at them, build on them and even upskill at times.

## Map it out





# Skills you can take anywhere

Skills, knowledge and experience is like a tree. Nourish it and it will grow. All you need is time. [Heather Gardner]

#### Admit you're wrong

Having the presence of mind to admit when you are wrong, and in truth stepping out of ego, is powerful. It's a skill or, more like an attitude that is few and far between and something employers love. This is a learnt skill too so, you can only get better with time!

#### Make mistakes and LEARN from them

Everyone makes mistakes! The key in not reliving them is to sit back, reflect and learn from them. This approach in life and business makes all the difference. This takes a level of maturity and again, is a conscious behaviour.

#### Say No

Yep this one is definitely a skill and in the long run can make you an incredible effective worker. Saying no when you're already swamped is okay. Don't be a people pleaser! It doesn't win you friends, just gets you more stressed and ineffective.

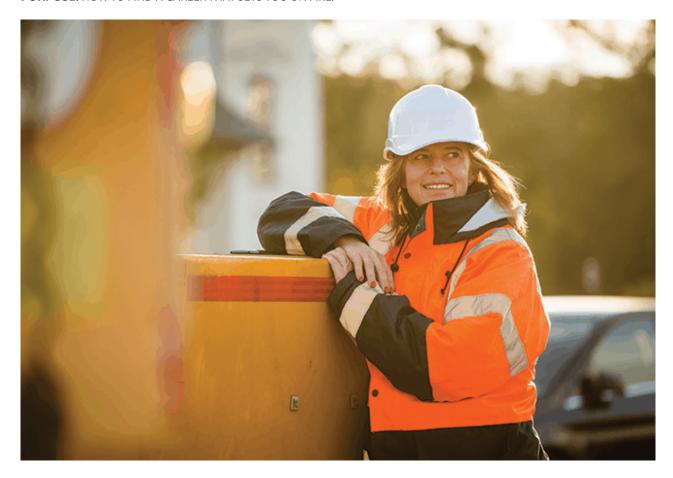
#### Play for the team

A true team player will do things for the greater benefit. The thing is, it's hard to come across this type of attitude. Often, you'll see people that identify as 'team players' but in truth, are there to make themselves look good.

This comes back to checking the ego at the door and recognising that your ego loves to be front and centre.

#### Network like a boss

People that create an industry expert profile are creating a network that they can draw on in business and their career. This type of person is invaluable to any business! As they say, your network is your net worth. Start connecting!



#### **Back yourself**

Your performance will directly match the level to which you believe in yourself. Say things like 'I can't' and you won't. Change your language from I hope to I will, show up for yourself and your performance will level up.

You need to believe in yourself before anyone else will. In reality, we're all on the same crash course in life. Your challenges aren't unique.

So when you look at it that way, what will set you apart is believing in yourself? From there you can create whatever career or business pathway you choose - but it starts with you, your attitude and your ability to show up and execute.





## Start asking...

Everything in your life is a reflection of the choice you have made. If you want a different result, make a different choice. [Om'r]

What does 'working' mean to me?

What role does work play in the kind of life I want?

What opportunities excite me?

What am I willing to give up or change?

Who can tell me more about ...?

How do I learn?

What are my personality traits? (ie Am I an introvert or extrovert)

Will my career be around in the future?

What type of skills and education do I need?

Does this career align with my interests and strengths?

Does this career challenge me? Is that important for me?

Does this career path allow me to work with people or is it more an isolated role?

What are my strengths? Weaknesses?

## Is it time to invest in you?

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1 / 685 Main Street, Kangaroo Point QLD 4169 1300 990 064 | info@fta.edu.au www.fta.edu.au