Sample Career Preference

Sample Summary Review

You have now identified what job satisfaction looks like for you; you know what you value and which values you want satisfied by your work, you have determined your ideal work-life balance, you have a vision with long and short term goals and you know what skills you possess and have examples on how you use them.

The best place to start is by having a career discussion with your manager, mentor or coach. You may want to practice having a discussion with a trusted friend or family member. Keep in mind that you are the expert on you and your career. You have had an opportunity to collect personal data and should now use it to help you plan for your career.

Remember that career planning is a continuous process. The frequency of the cycle is up to you and will depend on your circumstances and the goals you have set for yourself.

How Significant Is What I Am Doing Now?

From your analysis, the order of jobs from the most satisfactory to the least satisfactory is as follows:

<table>
<thead>
<tr>
<th>Job</th>
<th>Score</th>
</tr>
</thead>
<tbody>
<tr>
<td>VP, Business Dev</td>
<td>23</td>
</tr>
<tr>
<td>District Manager</td>
<td>18</td>
</tr>
<tr>
<td>Vice President, Business Development</td>
<td>18</td>
</tr>
<tr>
<td>Account Executive</td>
<td>14</td>
</tr>
<tr>
<td>VP, National Accounts</td>
<td>13</td>
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</tbody>
</table>

Highest rated job: VP, Business Dev @ Insala

Statements defining VP, Business Dev @ Insala
Interacting with intelligent and interesting people, including colleagues, clients and business partners.
Bringing people a solution that helps individuals in their career fulfillment.
Working with people who care a great deal about my individual needs and happiness, on and off the job.
I have the freedom to create the way I will go about my work each day.

Personal Values

Independence/Working Alone, Co-Workers/Teaming, Ethics, Travel, Honesty
Personal values by priority:
**Priority 1:** Independence/Working Alone  
**Priority 2:** Co-Workers/Teaming  
**Priority 3:** Ethics  
**Priority 4:** Travel  
**Priority 5:** Honesty

**Selected primary reason that you work:**
The enjoyment of the feeling of accomplishment experienced after the work is finished, i.e., when the product is developed, project is completed, etc. -- the outcome is the end goal.

**Work-Life Balance**

**Job related activities you will do in the next 12 months:**
I will learn exactly what I need to know in order to become as self sufficient and efficient as possible. I will limit my working time to 10 hours each day. I will be open and honest in all communications.

**Your five work-life balance goal statements are:**

**Work-life goal 1:**  
Achievement in my professional life will be most meaningful when my personal goals and needs are met  
**Work-life goal 2:**  
I will create open and honest business relationships that match my personal values of integrity  
**Work-life goal 3:**  
I will create open and honest business relationships that match my personal values of integrity  
**Work-life goal 4:**  
I will take a two week vacation each year to relax and recharge without a cell phone or any email  
**Work-life goal 5:**

**Statement selected reflecting feelings of current job:**
YES! I am really pleased with my job. It reflects my values and personal commitments.

**Work Orientation Factors**

**Relocation:** I am willing to relocate.  
**Travel:** I prefer to travel no limit to days traveling.  
**Team:** I prefer to work on a Team where everyone is measured individually.  
**Overtime:** I prefer to work overtime only 6-10 hours per week.
Working Under Supervision: I prefer to work under conditions where I am in a 'virtual' office.

Paperwork: I prefer to limit my time spent on paperwork to communicating project results.

Projects: When working on projects, I prefer Government projects only

Stress: I feel 'stress' when conditions include working without direction or instruction.

A Personal Vision And Goals

Personal Vision: I want to be known as the person that provides the best technology for career issues. I want my clients to tell everyone that they got more than they expected or even imagined from working with Insala

Goals:
First long term goal
Create at least 5 key account relationships with Fortune 500 firms that will provide the highest possible return to cost of sales.

Intermediate goals for first long term goal

Second long term goal
Create a strategic alliance with at least 3 international coaching organizations.

Intermediate goals for second long term goal

Third long term goal
Learn how to use my internal resources so that I spend less than 5 hours a week on administrative tasks.

Intermediate goals for third long term goal