



*Living mi Dream*

Who am I?

Where do I want to go?

How will I get there?

What difference  
will I make?

This book is dedicated to the students and educators who have contributed their ideas and commitment to making Living miDream not just a dream, but a reality, and to all who want to transform their dreams into a fulfilling, meaningful life.

*“If you are living your dream, is it really a dream?”*

Jesse Martinez

Illustrations by Trent Stafford

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# Table of Contents

<b>Introduction</b> .....	1
<b>Who am I?</b> .....	5
Reflecting - How do I see myself? How do others see me? .....	7
True Colors .....	14
Social media .....	17
Personal vision .....	20
<b>Where do I want to go?</b> .....	25
Finding Your Element: Talent and Passion .....	29
Career resources .....	36
Choices .....	38
<b>How will I get there?</b> .....	41
Action plan .....	45
Key partners and networking .....	52
Communication skills .....	59
Crucial conversations .....	64
Presentation pointers .....	66
Improvisation .....	69
How do I know what I know? Environmental Scanning .....	73
Financial empowerment - managing money .....	79
<b>What difference will I make?</b> .....	88
High performance: autonomy, mastery, purpose .....	91
Great divides .....	94
Influence .....	96
Emotional intelligence .....	103
Social entrepreneurship .....	109
<b>References</b> .....	116
<b>Acknowledgment</b> .....	117
<b>Vision Statement 2.0</b> .....	122
<b>Talent Development Plan</b> .....	123

**DISCOVER YOUR PASSION**

**DEVELOP YOUR TALENTS**

**EMPOWER YOURSELF**

## **INTRODUCTION**

This is your life, your one and only life. Who do you really want to be? What talents do you really want to focus on? Where do you really want to go? What do you really want to have? How are you going to empower yourself psychologically, physically and financially so you make the decisions and take actions that truly move you forward toward your goals? How will you leverage your energy, talents, and abilities to make a difference for yourself and others? This is not a workbook. It is a play book. It's not a "here's how" book, it's a "why not book." Be daring. Be bold. Be true to yourself!

Life changes. We change with it. Just as operating systems grow and develop, so does your way of operating within the world. Update and improve as you go along. Let this book travel with you and help you continue to write your playbook.



# Living mi Dream



*This book is built around four main strategies:*

**Reflecting:** evaluating our own experiences, understanding how we think, learning from our mistakes, repeating successes, revising and planning.

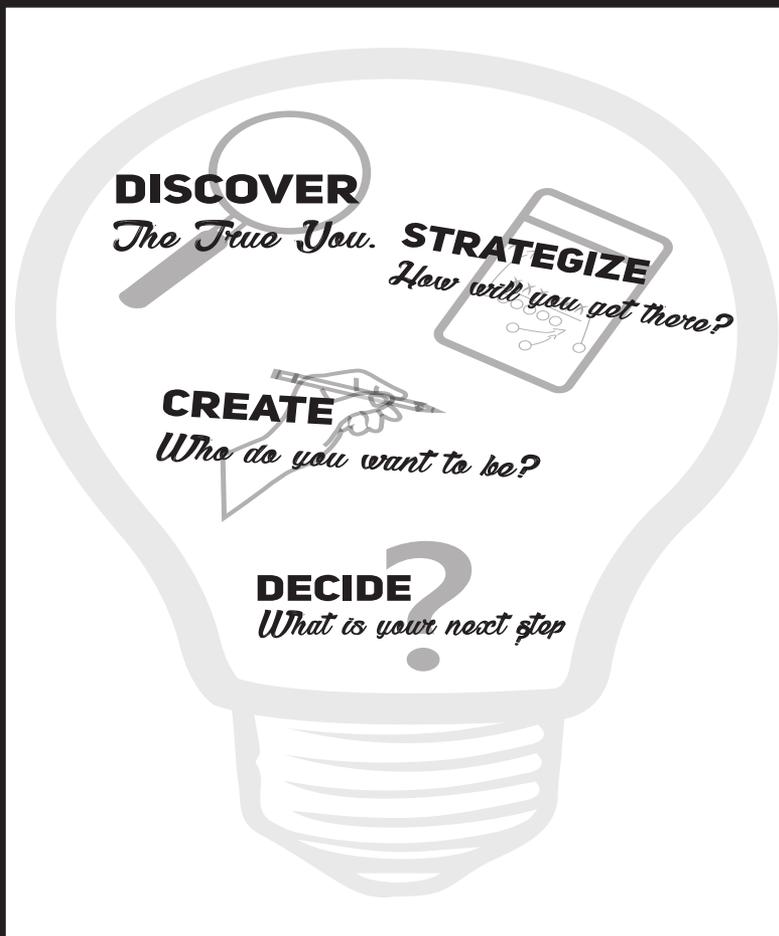
**Manifesting:** visioning what we want in our lives and realizing our own innate power to bring our vision to reality.

**Advocating:** creating opportunities for learning, discovering external experts in support of our vision, and developing an entrepreneurial spirit in pursuit of our passion.

**Innovating and Creating:** putting imagination to work. The process of having original ideas that have value.



# Living miDream



Living miDream is about CAPACITY BUILDING. You don't have to take life the way it comes to you. You can design your life to come to you the way you want it. In the following pages you will find fresh ways of thinking about different areas of your life. It could be developing exciting ideas, pursuing a heart-quickenning adventure, or finding creative ways to give back. You can turn any "what if?" into "what is."



This book is arranged around four essential questions.

**Who am I?**

**Where do I want to go?**

**How will I get there?**

**What difference will I make?**

As you explore these four essential questions, keep in mind the strategies of *reflecting*, *manifesting*, *advocating*, *innovating* and *creating*. These strategies will help you find answers.



# Who am I?

*Reflection is the process of knowing oneself*



# *Living miDream*



**Reflecting:** evaluating our own experiences, understanding how we think, learning from our mistakes, repeating successes, revising and planning.



**DISCOVER**

*The True You.*

**STRATEGIZE**

*How will you get there?*

**CREATE**

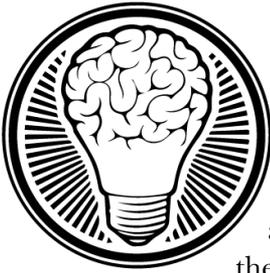
*Who do you want to be?*

**DECIDE**

*What is your next step?*

**Self-Reflection:**

- enables you to evaluate your experiences;
- understand how you think;
- helps you learn from your mistakes;
- repeat successes;
- revise and plan.



## Self-Reflection

The concept of self-reflection is essentially giving serious thought about your character, actions and motives. It's closely examining what you do, why you do it, how others are affected by you and if you're truly presenting the best version of yourself to the world. It's one of the most powerful tools toward living your best life.

Reflection is a process for obtaining valid information about yourself and your performance and the factors that influence it. The process helps identify areas of competence, areas for improvement, possible risks, and provides information for making decisions.

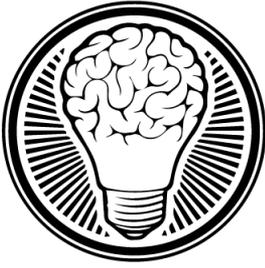
### *Reflection - In - Action*

Experience the surprise, puzzlement or confusion in a unique situation and carry out “experiments” to generate new understandings and change the situation. Have you ever been in a situation where you thought you should be reacting differently and changed what you were doing?



### *Reflection - On - Action*

After encountering a unique situation you explore why you acted the way you did. This allows you to formulate questions and ideas about your actions and practices so you can improve your performance in the future. Have you ever had a time when you thought afterward that you could have done something differently?



## **Essential Questions for Self-Reflection**

1. Who are you? What matters to you? What are you passionate about? What gets you up in the morning or keeps you awake at night?
2. What are you most proud of?
3. What are you most grateful for? What is important in your life?
4. Is your allocation of time congruent with what you find most important?
5. Who are the 5 people you spend the most time with? Are these people enabling you or holding you back? What characteristics or personality traits do they have in common with you? What characteristics are different from you that adds to who you are? What is the important part of this relationship/connection that is valuable to you?
6. Strength and support are all around us. Where is support for you already? Who can you share your goals with, or ask for support?
7. What are the biggest things you have learned in the last year? How can you use your past experiences to help you in the future?
8. Where do you put your attention and energy when you are overwhelmed or stressed? Is this how you want to spend your resources?
9. Am I curious about people or things I don't know? What do you do to expose yourself to new ideas and new thinking?
10. What important problems do you see facing you, your desired career pathway, your purpose in life?

## *How do I see myself?*

I am at my best when...

What was the last thing you were enthusiastic about?

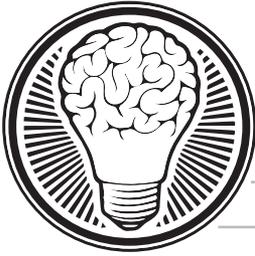
What gives you butterflies in your stomach? Do you like the feeling?

I am at my worst when...

Things that really set me off (triggers and defense mechanisms)...

My natural talents and gifts are...





### Self-Reflection

Evaluate your own experiences; understand how you think.

	What three professions do you hold in high regard? Why?
●	
	What is something you're currently saving money for? How important is it to you?
●	
	Is there a question for which you still have no answer?
●	
	Describe a great "comeback story" you've heard in the media that made you really root for that person. Have you ever made a great comeback?
●	

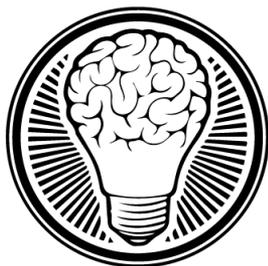
**If you think it, write it.**

## How do others see me?

A big part of self-reflection is understanding that your being affects other people. You are powerful beyond measure and when you share the best version of yourself, everyone benefits. The exercise below helps assess how you are perceived by others that are a key part of your present and future success.

	<b>What I think...</b>	<b>What they said...</b>
My closest friends describe me as...	1. 2. 3.	1. 2. 3.
My classmates describe me as...	1. 2. 3.	1. 2. 3.
My teachers describe me as...	1. 2. 3.	1. 2. 3.
My boss(es) describe me as...	1. 2. 3.	1. 2. 3.





# True Colors

## Understanding Yourself and Others

True Colors is an inventory designed to help you better understand yourself and others. It can promote the appreciation of individual differences. You will identify a primary and secondary color which are labeled “preferred styles.” You will have characteristics of other styles, but it is your preferred styles that you will use in times of challenge.

<b>GOLD</b>	Structure Oriented Stabilizer; Appreciates order and punctuality	Provides stability and handles details Work comes before play Believes in traditional, conservative views Does practical things with an agenda or plan
<b>BLUE</b>	Relationship Oriented Nurturer; People centered	Strong desire to influence others Often works in the arts, communication, education Adept at motivating and interacting with others A true romantic
<b>GREEN</b>	Cognitive Oriented Visionary; Designer and Inventor	A conceptual and independent thinker Will move on after idea or solution has been made Enjoys challenges, explores ideas, Rules with the head, instead of the heart
<b>ORANGE</b>	Impulse Oriented Trouble-shooter; Thrives on action	Natural performer who gets restless with routine jobs Explores ways to energize relationships Makes decisions quickly Dominate what is being said with a focus on results



**GOLD**-traditional, organized, punctual, likes detail, loyal, responsible, value home and family, strong feelings of right and wrong, no gray



**BLUE**-romantic, sensitive, nurturing, strong need for relationships, cultivates the potential in others, honest, authentic, peaceful



**GREEN**-problem solvers, analytic, abstract thinkers, curious, complex, futuristic, strives for perfection, in harmony with the environment, needs freedom to explore new solutions



**ORANGE**-high energy, need for immediate action, hands-on, seeks competition, carefree, commands attention, adventuresome, spontaneous, fun-loving

## True Colors Spectrum Form

Read each horizontal row of descriptors. Give a 4 to the worlds that describe you best, 3 to the second closest description, 2 to the next closest description, and 1 to the group of words that describe you the least. In the last line of boxes, write the illustration score (see p.15).

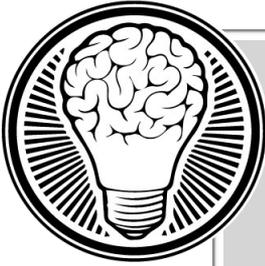


Then add the points for the column and write the total

GOLD	BLUE	GREEN	ORANGE
<input style="width: 50px; height: 20px;" type="text"/> parental traditional responsible	<input style="width: 50px; height: 20px;" type="text"/> authentic harmonious compassionate	<input style="width: 50px; height: 20px;" type="text"/> versatile inventive competent	<input style="width: 50px; height: 20px;" type="text"/> active opportunistic spontaneous
<input style="width: 50px; height: 20px;" type="text"/> practical sensible impactful	<input style="width: 50px; height: 20px;" type="text"/> unique empathic dependable	<input style="width: 50px; height: 20px;" type="text"/> curious conceptual communicative	<input style="width: 50px; height: 20px;" type="text"/> competitive impetuous knowledgeable
<input style="width: 50px; height: 20px;" type="text"/> loyal conservative organized	<input style="width: 50px; height: 20px;" type="text"/> devoted warm poetic	<input style="width: 50px; height: 20px;" type="text"/> theoretical seeking ingenious	<input style="width: 50px; height: 20px;" type="text"/> realistic open-minded adventuresome
<input style="width: 50px; height: 20px;" type="text"/> concerned procedural cooperative	<input style="width: 50px; height: 20px;" type="text"/> tender inspirational dramatic	<input style="width: 50px; height: 20px;" type="text"/> determined complex composed	<input style="width: 50px; height: 20px;" type="text"/> daring impulsive fun
<input style="width: 50px; height: 20px;" type="text"/> orderly conventional caring	<input style="width: 50px; height: 20px;" type="text"/> vivacious affectionate sympathetic	<input style="width: 50px; height: 20px;" type="text"/> philosophical principled rational	<input style="width: 50px; height: 20px;" type="text"/> exciting courageous skillful
<input style="width: 50px; height: 20px;" type="text"/> reaction to illustration	<input style="width: 50px; height: 20px;" type="text"/> reaction to illustration	<input style="width: 50px; height: 20px;" type="text"/> reaction to illustration	<input style="width: 50px; height: 20px;" type="text"/> reaction to illustration
TOTAL GOLD	TOTAL BLUE	TOTAL GREEN	TOTAL ORANGE

Who am I?





# Social Media

## How does the world see you?

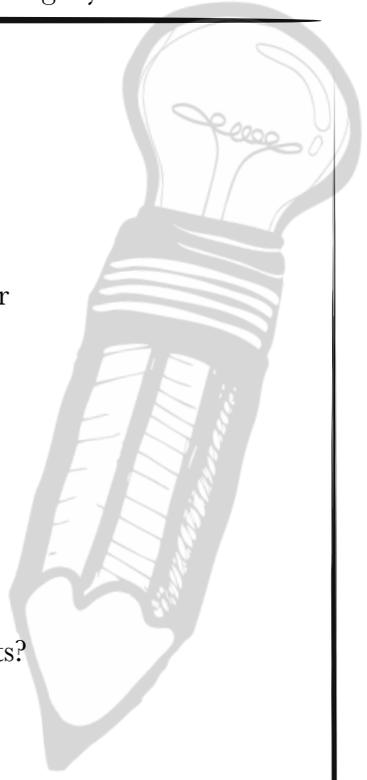
Social media is increasingly becoming the way the world perceives you. It's the image that you portray to the world based on the pictures and posts you display. In this ever changing world, it's incredibly important to be mindful of the perception you are giving the world. Anything you post is up for grabs so be careful that only the best of you is being displayed. According to a 2016 Kaplan Test Prep survey, 40% of college admissions officers browse social media profiles to learn more about admissions candidates. Furthermore, according to Career Builder, 70% of employers investigate candidates social media during the hiring process. That post of you sharing your deepest darkest secrets could come back to haunt you. Be careful what you share.



On the flip side, social media for hiring purposes is at an all-time high: 92% of companies use platforms such as Twitter, LinkedIn and Facebook for recruitment, and 45 % of Fortune 500 firms include links to social media on their career page sections. Social media is an important part of your future.

**Social media** is a responsibility, and it's up to the user to utilize the various mediums with caution and integrity.

- What social media mediums are you currently using?
- How do you think a future employer would perceive you based on your social media posts?
- How do you think a future college admission officer would perceive you based on your social media posts?
- What can you improve about your social media usage?
- What steps will you take in the coming year to improve your social presence?







"I know of no more encouraging fact than the unquestionable ability of man to elevate his life by conscious endeavor." Henry David Thoreau

## Personal Vision

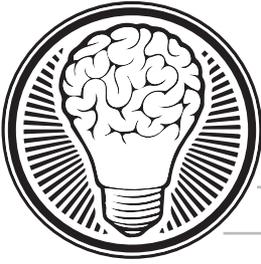
**What are the three things I like most about myself?**


**Who is the happiest person I know?**

--

**Who are the two people I like and respect the most and why?**

--



## Key Beliefs

are traits or qualities that you consider not just worthwhile; they represent your highest priorities, deeply held beliefs

and core fundamental driving forces. These core values are also guiding principles

- because they form a solid core of who you are, what you believe, and who you want to be going forward. They keep you on track during difficult times.

- 

## MY TOP FIVE

### KEY BELIEFS ARE:

(things I will not compromise)

- 

1.

2.

3.

- 

4.

5.

**If you think it, write it.**



## HOW YOU SEE THE WORLD MATTERS.

Ask yourself, “What is my calling, my life’s aim?”

What activity, career or service are my key beliefs urging me to pursue? What am I passionate about?

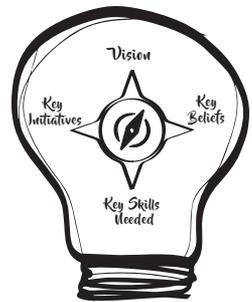
What is my vision? What will my life’s journey be about?

You cannot predict the future, but you can influence it by creating a vision statement. Discovering who you are and what you want out of life is probably the most important step in the career decision-making process. Some people work for love; others work for personal fulfillment. Others like to accomplish goals and feel as if they are contributing to something larger than themselves, something important.

Understanding how you see the world matters and having a vision of how you want to fit in and influence your journey will help you chart your course.

A personal vision:

- Describes what you want to achieve in the future;
- Is based upon key beliefs;
- Helps identify key skills you will need to achieve your vision;
- Drives you to take action (key initiatives);
- Inspires you to do your very best.



## PERSONAL VISION

Writing your personal vision will help you clarify who you are and help you focus on where you want to go.

It's not easy. In fact it is difficult. You likely will struggle and will re-write it several times before you are comfortable with it. There is no “right” answer. Most importantly, it's how you see yourself and how you see your life's journey.

*Example of personal vision:*

**My vision** is a world where everyone is contributing to their fullest, a world where intrinsic talents are developed, where leadership empowers capacity building for every person and where people are happy with their life pursuits.

**Key beliefs** that my vision is based upon:

- Opportunities Build Capacity
- Interact with Integrity
- Respect Diversity
- Purpose is Powerful

**My personal vision:**

**Key Beliefs** that my vision is based upon:

Start with sentences or phrases and over time eliminate words to get to the core words that convey your beliefs. Trim it down to three or four words for each key belief. Review and revise over time.

- 
- 
- 
- 



Franklin Covey  
Mission Builder



Where do I want to

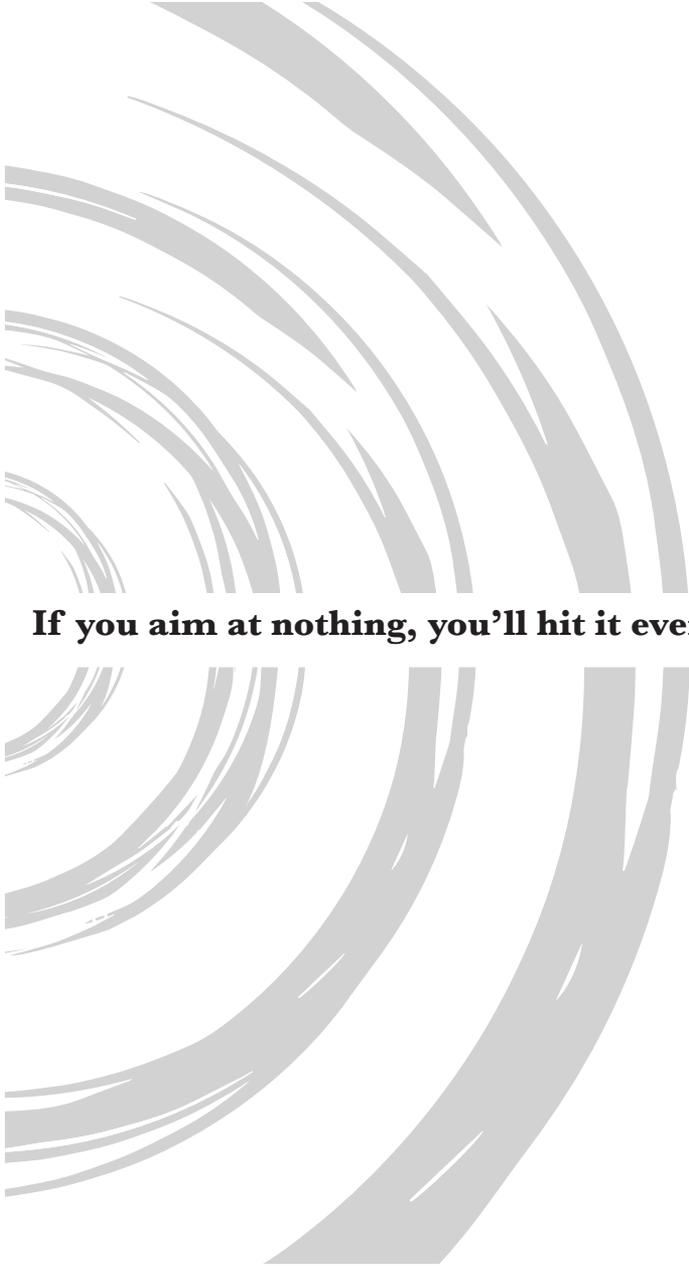
*Follow your dreams they know the way*



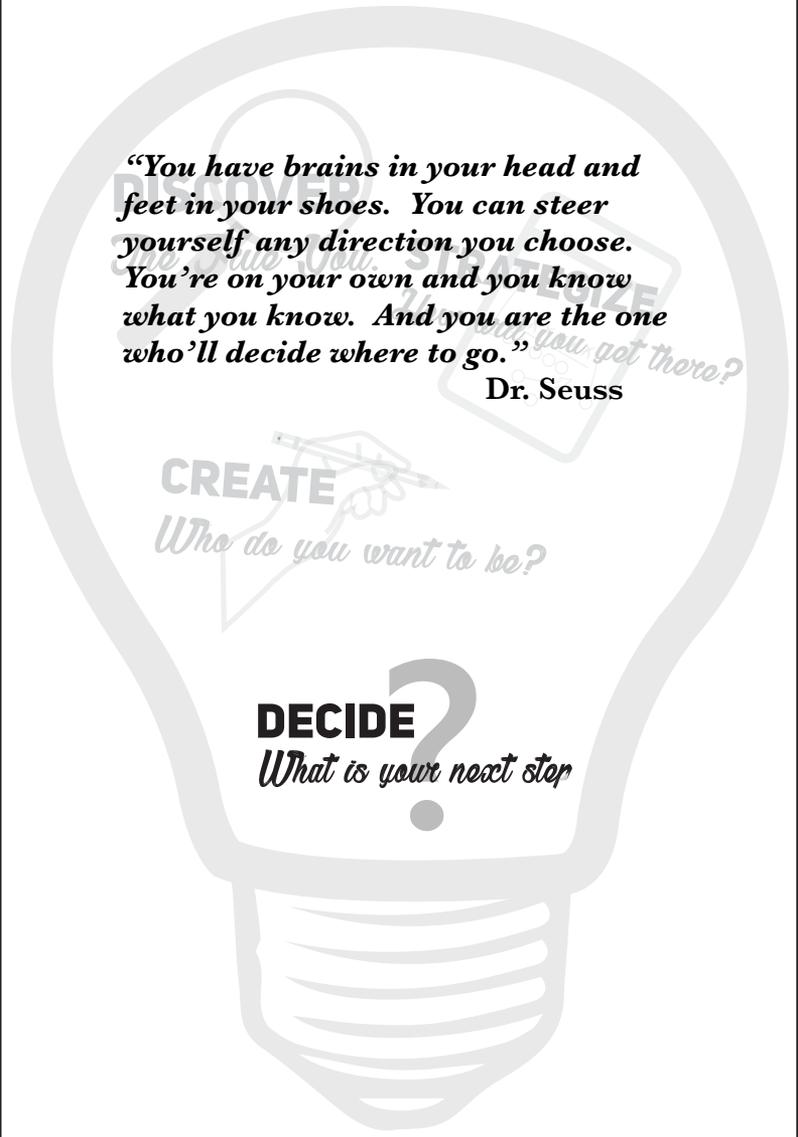
# *Living mi Dream*



**Manifesting is visioning what you want in your life and realizing your own innate power to bring your vision to reality.**



**If you aim at nothing, you'll hit it every time.**



***“You have brains in your head and feet in your shoes. You can steer yourself any direction you choose. You’re on your own and you know what you know. And you are the one who’ll decide where to go.”***

**Dr. Seuss**

**CREATE**

*Who do you want to be?*

**DECIDE**

*What is your next step?*



# DECIDE

what's next in your life

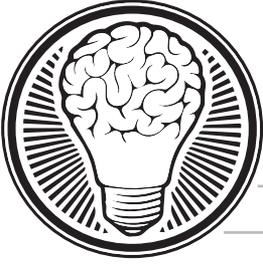


## Finding Your Element

The point where talent and passion intersect.  
Sir Ken Robinson

Connect your knowledge about yourself,  
Who am I? (reflection),  
with a vision of your future.

What you are passionate about pursuing,  
provides you with the power to influence  
the direction of your life, your career, your purpose.



What do you believe is your purpose in life?

●

● What has been the most rewarding experience in your life thus far? What made it so rewarding?

●

●

**If you think it, write it.**





## HOW YOU SEE THE WORLD MATTERS.

### What drives you?

We achieve our highest levels when we are driven by intrinsic motivation, something inside you that you find rewarding and naturally satisfying. We know that when the work we are doing has meaning, a purpose larger than ourselves, we are working at our highest level of performance.

What gets you up in the morning? What energizes you?  
What are you passionate about?

*“The secret to high performance and satisfaction at work, at school, and at home, is the deeply human need to direct our own lives, and to do better by ourselves and our world.”* (Daniel Pink)

## TALENT + PASSION = HIGH PERFORMANCE

Some people work for love; others work for personal fulfillment. Others like to accomplish goals and feel as if they are contributing to something important. What will be your purpose for working? Will your career be based upon your personal vision (see p. 26)? How will your core values and key beliefs impact your career choice(s)? Beyond “making money,” what purpose do you see your career, your work, your education serving? My purpose in life, in school and work is to:



# THINK BIG

“**Most people** don’t aim too high and miss. **They aim too low and hit.**”

Bob Moawad

There isn’t one person in a thousand who can write down his or her most exciting dreams without at the same time telling themselves that “it’s probably impossible.” The truth is, virtually anything is possible-nothing is too good to be true.

**Write down a dream that you would love to pursue if you absolutely knew you could attain it. If I had unlimited time and resources and I knew I could not fail, what would I choose to do?**





“DON'T ASK KIDS WHAT THEY *WANT TO BE* WHEN THEY GROW UP BUT *WHAT PROBLEMS DO THEY WANT TO SOLVE*. THIS CHANGES THE CONVERSATION FROM WHO DO I WANT TO WORK FOR, TO **WHAT DO I NEED TO LEARN TO BE ABLE TO DO THAT.**”

Jamie Casap  
Google Global  
Education Evangelist

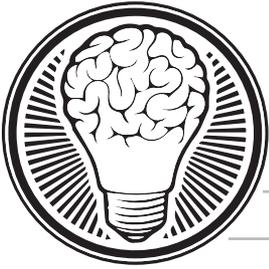
***Having trouble figuring out what you want to do?***

Don't know how to answer the recurring question from adults, “What are you going to do?” Is the best answer you can come up with “go to college?” Well, “going to college” isn't the answer. It may be a part of the journey, or it may not.

Ask yourself, “What problem(s) do I want to solve? What gets me up in the morning? What keeps me up at night? What can I do to make a difference in the lives of others? How can I help the planet I live on be a better place?”



Look for the knowledge, skills, actions and careers that you can apply to solving the problems that concern you.



**Aptitude** is an inborn potential to do something. It may be physical or intellectual. Outstanding aptitude is a **TALENT**.

I'm naturally good at (talented):

- 
- 
- 

**Developing talent** means choosing to take a natural talent and learning how to develop it to mastery, becoming an expert at it. I'd like to become a real master at:

- 
- 
- 

**Ability** is something you have learned to do well. It is acquired skills or knowledge, something you have learned how to do well. I might not be naturally talented at it but I've learned how to do it (abilities). I'm good at:

- 
- 
- 

**If you think it, write it.**

Where do I want to go?



# Careers

**How do I find out what is possible?**

## Career Cruising



Career Cruising is an online self-exploration and planning tool to help you build your future, to inspire and inform dreams.



Illinois workNet is an online portal providing information about jobs, training and economic development opportunities. Free, sponsored by Illinois Department of Commerce and Economic Opportunity.

## MY NEXT MOVE



My Next Move is sponsored by the U.S. Department of Labor to assist in researching careers. Find about career prospects, knowledge needed, skills required and abilities needed.



Valley Education for Employment System provides information for teachers, students and parents on Career and Technical Education.

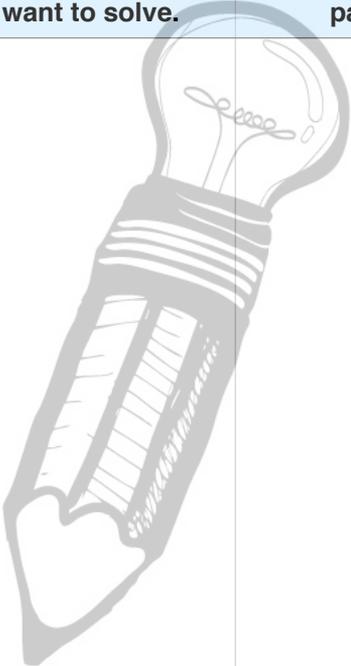


## Minnesota CAREERwise

- Assess Yourself
- Define Your Skills
- Explore Careers
- Plan Your Education
- Find a Job

# Choices

You are responsible for choosing which talents and abilities you will develop. You are responsible for determining to what degree you will apply your talents and abilities to your life's purpose. Aligning your talents, abilities and passion(s) with your career choice(s) will empower you to determine the quality of your life and the impact you will have on others. Choose wisely.

<b>TALENTS and ABILITIES I have and want to develop</b>	<b>PASSIONS I want to pursue. Problems I want to solve.</b>	<b>CAREERS that align with my talents and passion</b>
		





# How will I get there?

**DEVELOP A PLAN**

**BE FLEXIBLE AND ADAPTABLE  
TO CHANGING ENVIRONMENTS**

**IMPROVISE WHEN OFFERS  
COME YOUR WAY**



# *Living miDream*

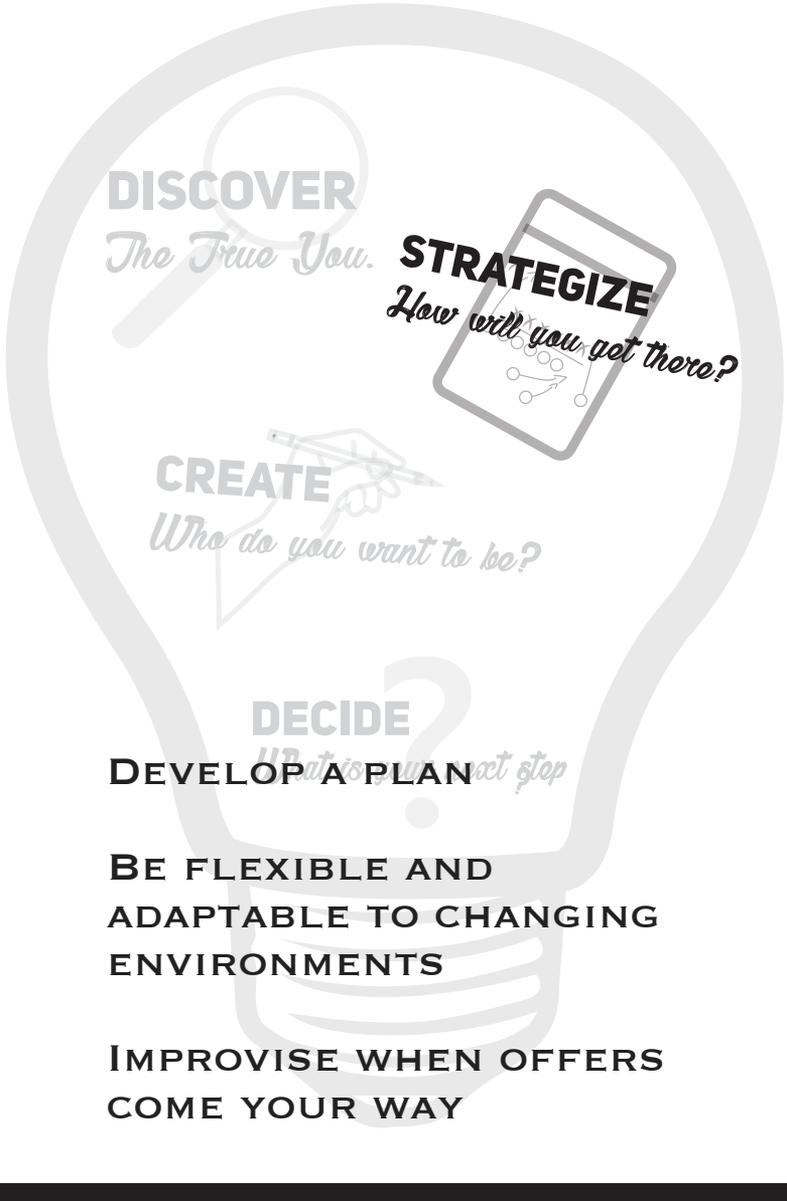


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**CREATE**

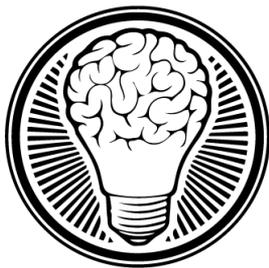
*Who do you want to be?*

**DECIDE**

**DEVELOP A PLAN**

**BE FLEXIBLE AND  
ADAPTABLE TO CHANGING  
ENVIRONMENTS**

**IMPROVISE WHEN OFFERS  
COME YOUR WAY**



## How will I get there?

Consider this...

**Knowledge** I will need

**Skills** I will need

**Partners** that can help me

**Experiences** that will expand my understanding

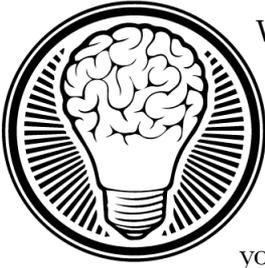
**Financial Empowerment** to manage money

**Timeline** of action to monitor my progress

**Portfolio** of work and experiences

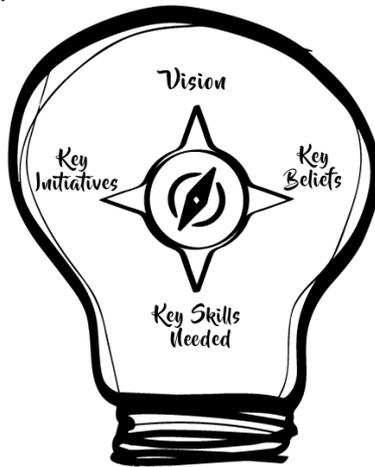
**Connect** my vision with my actions

Complete my TALENT DEVELOPMENT PLAN  
to keep me focused and on track (p. 123-124)



When you go to a restaurant you don't say, "bring me some food." You are specific about what you want and you pick exactly what you want from the menu. Approach your life in the same way. Don't just

say, "My goal is to go to college." or "My goal is to be an artist." Be specific. The clearer and more you visualize your goal, the easier it becomes to achieve it. Try to see yourself physically in your goal; ride in it, fly in it, rehearse it, get pictures of it, research people who are masters in it, immerse yourself within it. List the steps needed to attain it.



**Vision + Key Beliefs**

+

**Knowledge + Skills**

+

**Initiative**

+

**Financial Empowerment**

Action Plan

Be specific!



## How 2

Chunk it!

Big ideas can be intimidating, but even your biggest and most daunting goal can be achieved if you simply break it up into bite-sized chunks.

*Remember: the sum total of a lot of little efforts isn't little.*

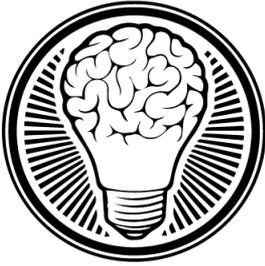
Form the habit of saying “yes” to your ideas. Write down all the reasons they will work.

Form the habit of saying “yes” to other’s ideas.

How can their ideas and yours plus each other?

Improvising doesn’t mean you are unprepared.

Improvising means you plan your work and you work your plan when situations change. Learning how to accept offers you make to yourself, offers from others, and offers the world makes to you is an important skill. Always “plus” ideas.



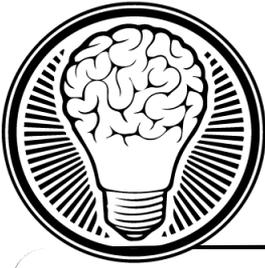
# DO IT NOW!

Some people spend all their lives on a boring little island called the “Someday Isle.” Someday I’ll be happy. Someday, I’ll hike in Nepal. Someday, I’ll build a log house. Someday, I’ll do something to help the world be a better place. Life is not a dress rehearsal. Life is here and it is now. Reach out and seize it. You deserve it!

**Assignment:** List five things you’ve been procrastinating about and plan to take at least a little bit of action on all five this week. Do it now!

Five empty rectangular boxes for writing, arranged vertically. A large, faint illustration of a lightbulb with a pencil inside it is overlaid on the boxes.





## To successfully pursue my career goals:

**Knowledge** is an understanding of the past, current conditions, inter-relationship of content, and awareness of potential future trends. It is driven by the desire to get better and better at something, to become a master at your craft.

**Skill** is the ability to carry out a task within given conditions such as time, money, and resources. Highly sought after skills include creativity, collaboration, being highly productive, and looking at complex problems from different points of view.

**Attitude** is your state of mind, such as positive or negative attitude. Attitudes of openness, curiosity, and acceptance of diverse points of view are important to developing positive interpersonal skills.

## Knowledge I will need:

## Skills I will need:

## Attitudes that will support my success:





# WORK YOUR PLAN

Task: Create an action plan that considers your talents, interests, resources and potential partners needed to fulfill your vision.

Set goals to develop your talents. Things I need to do to develop my talents:

- 1.
- 2.
- 3.

What careers align with my talents and interests?

- 1.
- 2.
- 3.

How can I apply my talents, passion and abilities within different aspects of a particular career?

How can I transfer my knowledge and skills across different careers? How can I diversify myself to work across multiple careers to respond to a changing economic environment? What skills can I transfer to different careers?

How will I get there?





# NETWORK

## **It's about Connecting and Caring Partnering and Sharing Plussing Each Other's Goals**

Networking is about

- being genuine,
- being authentic,
- building trust,
- establishing relationships,
- seeing how you can help others,
- while advancing your own interests at the same time.

Effective networkers are:

**C**urious-They are interested in people, events, and opportunities.

They are constantly scanning the environment for new ideas and new connections.

**C**ommunicative-They ask questions and listen. Active listening is very important for networkers. They also look for ways to “plus” others’ ideas, to build upon other people’s interests and connect mutual areas of interest.

**C**onscientious-They follow through on commitments, follow-up with thank-yous, maintain communication, and produce high-quality work.

**C**onnectors-They connect people who have the capacity to help each other.

## WHO CAN HELP ME ON MY JOURNEY?

**Surround yourself with people who believe you can.** Share your goals - but only share them with people who can help you attain them.

**Benchmark test for choosing friends:**  
Will spending time with this person drag me down or lift me up? Will he or she make me want to be a better person? Will he or she help me achieve my most important goals?

**List five people** who can help you achieve your dreams and goals.



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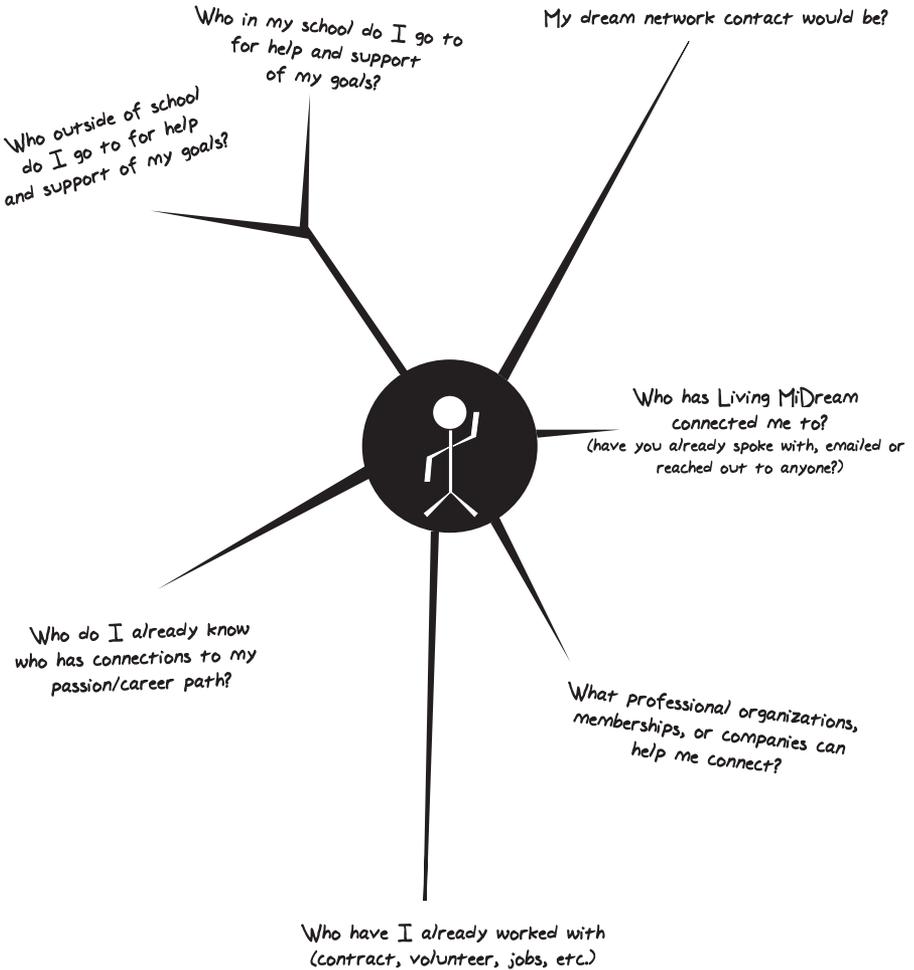
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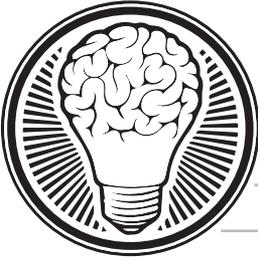
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Key Partners



# Mi Network





Are the people I am networking with supporting my key beliefs? Are they furthering my personal vision?

Who do I already know that I can talk to about my passion and career interests?

- 1.
- 2.
- 3.
- 4.
- 5.

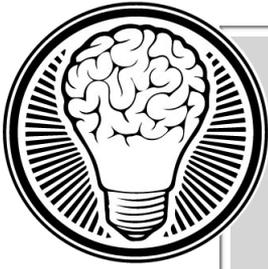


Who have I not reached out to that I could?

- 1.
- 2.
- 3.
- 4.
- 5.



**If you think it, write it.**



# Nothing teaches us better than our own experiences

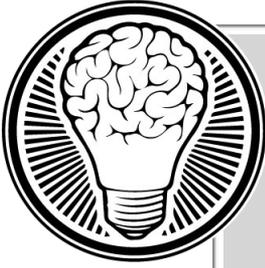
## Expand your network of experiences!

**VOLUNTEERING** can provide a great sense of fulfillment and connect you with people, events, and places that you otherwise might not have encountered. Where might you volunteer to enrich your understanding of your passion?

- 1.
- 2.
- 3.

**JOB SHADOWING** for a day or two with someone in the career field you are considering can provide great insight. You might find you really like it, or you might find it's not what you expected. It's a great way to find out more about a career without investing a lot of money. Questions you might ask or things you might watch for:

1. What do you like about your job? What don't you like about it?
2. What's the biggest challenge you face at work?
3. What's something that most people don't know about this career?
4. What about the work environment do you like, dislike?
- 5.. How did you prepare for this career? Education, training, internships? Is there anything you wish you would have done to better prepare?
6. What skills are the most important in your job? Technical skills, interpersonal skills, work habits?
7. Who helped you most in preparing for your career?
8. Do I have skills that could help you in your job now? What more skills would I need to be able to help you with your job if I wanted to volunteer?
9. What other questions should I be asking about your work and this career?
10. Is there anyone else you think I could talk to about this career?



# What professional organizations, memberships, or companies can help me connect?

**PROFESSIONAL ORGANIZATIONS** set work standards, provide professional development opportunities, and connect people doing similar work within a career. They often hold regional or national conferences where professional share their knowledge and make connections. These conferences are a great place to learn about technical skills and to discover emerging trends. What professional organizations should I investigate?

- 1.
- 2.
- 3.

**MEMBERSHIP** in professional organizations (often there is a student membership that is less expensive), community organizations or clubs, users groups where people of like interests meet, and study groups are a great way to connect, build skills, and begin contributing to advancement of your career interests or pursuit of your personal passion. What groups might I join?

- 1.
- 2.
- 3.

**COMPANIES** are where the action is. Knowing who the top performing companies are, what type of work they do, what they produce, what specialized type of work is their niche, who their clients are, where they are located, and how they go about recruiting employees can be very helpful in planning your career path. What companies should I investigate?

- 1.
- 2.
- 3.
- 4.
- 5.



# Living mi Dream

Am I developing the talents I need to be successful on my journey? Am I developing the skills and attitudes I need to move me forward?

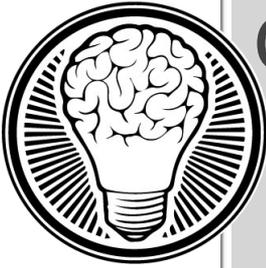
What five achievements have I accomplished so far?

- 1.
- 2.
- 3.
- 4.
- 5.

Update Talent Development Plan (p. 123-124)

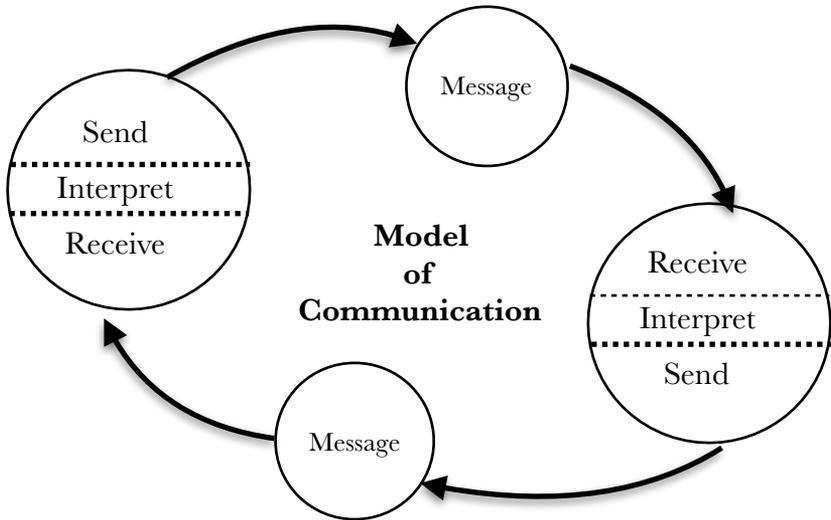


How will I get there?



# Communication

**is determined by the receiver.  
Only the person receiving the  
message can decide  
if it is understood.**



## **What is the goal of communication?**

Is it just to exchange information?

or

Is it to reach a mutual understanding between two people?

**Active listening is a critical part of communication.**

- Listen to obtain information
- Listen to understand
- Listen for enjoyment
- Listen to learn

Being an active listener will improve your productivity and increase your ability to influence others.

Good communication skills require a high level of self-awareness and awareness of your audience.



## We Have to Talk

Have you ever found yourself avoiding a conversation that you know you really need to have but just don't want to deal with or don't know how to get started?

**Difficult conversations** are best dealt with face-to-face. Twitter, email or Facebook cannot really communicate what needs to be said and understood.

Think of a difficult conversation you've been putting off. Got it? Following are some key questions to ask yourself before going into the conversation (adapted from Judy Ringer):

1. What is my purpose for having the conversation? What do I hope to accomplish?
2. What would be an ideal outcome?
3. Are there any hidden purposes? Maybe I think I am aiming for a certain purpose but underneath maybe I have another purpose I don't realize or want to disguise? Be aware of your true purpose.
4. What assumptions am I making about the other person's intentions? Be careful about assumptions, they may or may not be accurate.
5. What "buttons" of mine are being pushed or that I need to be aware of?
6. How is my attitude toward the conversation influencing my perception of it? If you think it is going to be horribly difficult, it probably will be. If you believe some good will come from it, that will probably be what happens.
7. Is the other person aware of the problem?
8. Are there common concerns that the other person and I share?
9. Have I contributed to the problem? Has the other person?
10. How will we both know what we have agreed upon at the close of the conversation?

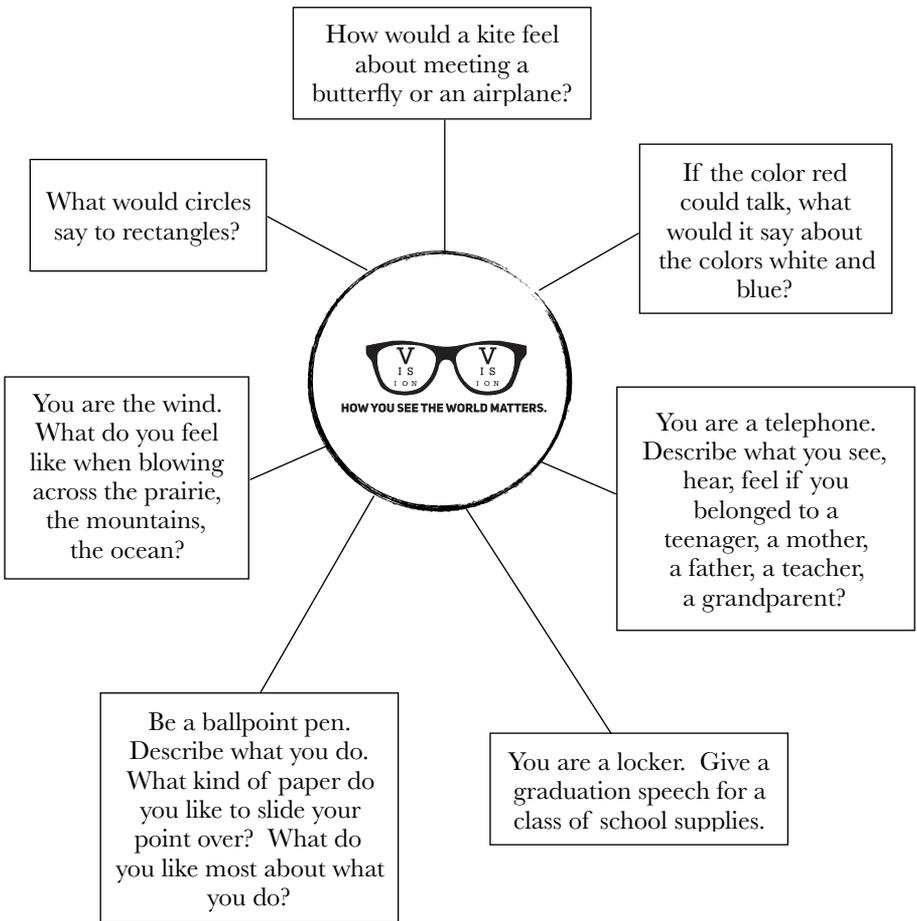
How will I get there?

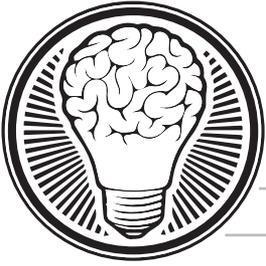


## POINT OF VIEW MATTERS

To be able to understand someone else's perspective, to be able to speak for someone or something else, to see things from a different point of view will improve your communication skills.

*Personification* is giving a thing, an animal, an idea human attributes. The non-human objects are portrayed to have feelings or to act like a human. Play with these personification questions to help you develop point of view.





A large area of lined paper for writing, featuring a vertical margin line on the left and four small grey dots placed at regular intervals along it.

**If you think it, write it.**



## Must Have Communication Skills

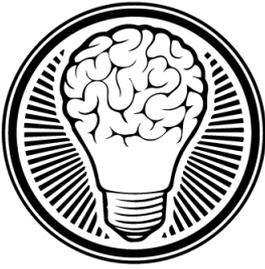
Three skills you need to master:

- Effective questioning
- Confirmatory paraphrasing
- Summarizing

**Effective questions** are open ended. They allow the person you are speaking with to put forth their own thoughts, feelings, and ideas. They can help you understand their point of view. Open ended questions require the other person to give you more than a “yes” or “no” answer. Plan what questions you might ask when preparing for a crucial conversation. Practice asking effective questions.

**Confirmatory paraphrasing** is a question or statement designed to clarify your understanding or confirm with the other person that you understand what they have said, think or feel. This helps make sure you have the facts correct, are truly hearing what the other person is saying, and reinforces to the other person that you are actively listening to them. It is very useful in solving problems that the other person perceives rather than trying to solve a problem that you perceive but is not the real issue. Examples: So what you’re saying is ...; Are you saying...; So you seem...; It sounds like...; So you feel that...

**Summarizing** is a brief statement of what the parties have talked about, the main points covered and/or agreed to. It is also a good way to bring a conversation to a close. Summarize by announcing that you are giving a summary, i.e. “in summary.” Next, summarize the discussion, keeping to the main points. Remember it is a summary, not a detailed set of minutes. Last, check to make sure the other person understands and agrees with the main points. This ensures accuracy and sets the foundation for follow-up conversations and meeting responsibilities.



## **Crucial Conversations**

are those everyday interactions that happen, those conversations that affect your life.

They often happen when ***opinions vary*** and ***stakes are high***.

Think of a conversation that you have recently had. How might you have used these skills in that conversation?

Essential questions: What questions might you have asked during the conversation to ensure clarity of communication?

- 1.
- 2.
- 3.

Confirmatory paraphrasing: How might you have used paraphrasing to confirm your understanding of the other person's point of view and demonstrate active listening?

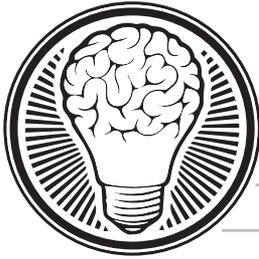
- 1.
- 2.
- 3.

Summarizing: Write a summary of the conversation here. What are the main points and/or agreements?

- 1.
- 2.
- 3.

Plan for your next crucial conversation. What essential questions might you ask? How will you use paraphrasing? How will you plan to summarize the conversation?





**Dialogue**-the free flow of meaning between two or more people. At the center of every successful conversation is the free flow

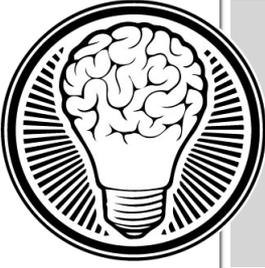
of relevant information. People willingly and capably share their views, opinions and articulate theories even when controversial.



Think of a conversation that you need to have, one that might be difficult. How will you consider the questions on page 64 as you prepare for this crucial conversation?



**If you think it, write it.**



# Presentation Pointers

Public speaking and making a formal presentation can be scary. If you want to influence others, promote change, or contribute to improving your career, becoming a great presenter is a valuable skill. Consider these questions as you prepare for a presentation.

1. Why am I giving this presentation? What is the presentation about?
2. Who am I presenting to? What is the audience's point of view and background of experience with my topic?
3. What three ideas do I want the audience to take away from this presentation?
4. How have I adapted my presentation to the expected audience? Find a "hook" to make it relevant and interesting.

## Setting the Stage

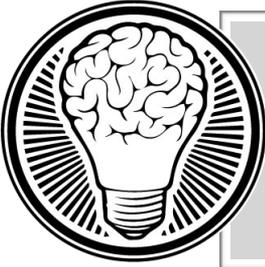
-  What first impression do I want to create through the selection of my clothing, my movements, my accessories, my actions?
-  What must I do/bring to pre-arrange the presentation such as props, handouts, equipment, and room arrangement to maximize time, promote interaction and reduce distractions?
-  Believe in yourself, and your audience will believe in you. Be passionate about your topic.



*Presentation  
Pointers*

*Fearless  
Performance*  
Jeff Nelsen



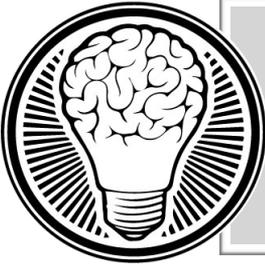


# Presentation Planner

Date, time, location	
Who am I presenting to? What knowledge do they come with? What do they want? (audience)	
What three ideas do I want the audience to leave with?	
What will my opening 30 seconds say?	
How will I involve the audience?	
What is the physical environment? Tools I will use? Limits and opportunities?	
How will I know they “got the message?”	
How will I prepare myself before the presentation?	
What do I need to pay special attention to about my presentation skills? Dress, speech habits, body language, eye contact, voice/tone confidence, rehearsal...?	







# Improvisation

## It's about accepting offers and plussing ideas

Do you like painting inside the lines? Or do you venture outside the lines? Life is an improvisation. We are never fully sure of what each day will bring regardless of how much we plan, worry about the past, or try to manage the future. Central to improvisation is the willingness to accept all offers.

*"People who accept offers are rewarded by the adventures they go on. People who reject or block offers are rewarded by the safety they attain."* (Keith Johnstone)

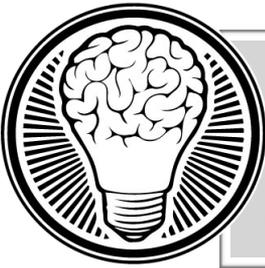
### ***Improvisation is about saying "yes."***

For example, someone might say to you, "It's raining in here." You might respond with, "It's not raining in here." Or you could say, "That's why they gave us umbrellas." We know where the first response leads us, nowhere, because the offer is blocked. In the second response, we don't know where it will lead us, but the offer is still open to be added to or plussed in some way.



Life is an improvisation. Everyone makes up life as we go along. Why not do it like a professional? Improvisation is a mind set, a modus operandi that anyone can learn, a way of living that can open up many possibilities and opportunities.

The first maxim is "**say yes.**" It sounds crazy, but try it, as long as it is safe to do. Say yes to every idea offered. Accept all offers. Support someone else's dream. Say "yes"; "right"; "sure"; "I will"; "okay"; "of course"; "yes." Think of all the ways you can express affirmation. "Yes" can connect you with people you have never met before. "Yes" can take you on adventures you never thought possible. Yes, it can get you into trouble sometimes. But take a chance, try it out, consider the possibilities of "yes." A series of "yesses" takes you somewhere. A series of "nos" stops your journey.



# Improvisation

is a collaborative art form.  
Offers Come in Three Forms

## ***Offers someone makes to you.***

Find someone and try this activity. Try it at lunch, at a party, anywhere you have 30 seconds for some fun. But, it needs to be face-to-face, not electronically. It's about accepting your partner's offer.

Whatever your partner says, say "yes" to it AND add to it. The objective is to create the world's worst run-on sentence, one word at a time. One of you say a word, any word, and the other add a word, any word. Keep going back and forth. Do it for 30 seconds. You are now an expert at accepting someone else's offer. It's about plussing someone else's idea, not evaluating, but adding to their idea.

Now, for the next week, agree with all of your partner's ideas. Find something right about everything he or she says or does. Look for every opportunity to offer support and plus their ideas. Give him/her the spotlight. Notice the results. Positive things can happen.

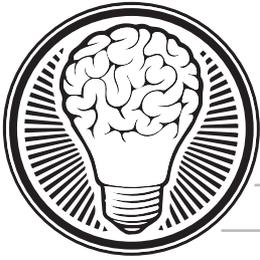
## ***Offers you make to yourself***

Now let's move to a higher level of improv. Imagine you have a box sitting on your lap. Look down and see what it looks like. Whatever your brain gave you accept it. Notice what it is made of. Is it wrapped? What color is it? It has a lid. Lift the lid and see what is inside. Put your hand inside and feel it. Lift it out. Accept whatever you find. Describe it. Respect it. Accept what your own mind gives you. Accept your talents. Accept your passion. Plus them, add to them, affirm they are you and have value. Creativity is something original that has value. You are already creative because you are original and you have value. Do something with your creativity.

## ***Offers the world makes to you.***

Everything is an offer. The world is giving you offers all the time. Be open to opportunities. Create opportunities. Plus your experiences and connections with others. Go places, do things, think and communicate in ways that are out of your comfort zone. And yes, even, and perhaps especially, mistakes are offers. Our natural reaction to mistakes is to wince, or hide, or put up barriers. If you are really enlightened, perhaps you say about a mistake, "I can learn from it." But improvisers see mistakes as an offer. They say "yes AND." They look for a way to plus the mistake to open new possibilities. Create opportunity from mistakes.





### Enjoy the Ride

Try these activities and see where it takes you. Creating opportunities matters.

● **Smiling**-Spend one whole day giving away smiles to everyone you encounter. Smile at yourself in the mirror, too. Notice the effect of a smile.

● **Consider others first**-Devote a whole day to putting the convenience of others ahead of your own. Check this against your usual response. Notice when this is hard for you. Discover how rich this can make you feel.

● **Do something kind for the planet**-Look around for a small thing that needs to be done in your neighborhood, at school, or at work. Without taking credit or telling anyone, do something nice. Maybe it's as simple as picking up debris that missed the trash can; watering a plant that appears neglected; or moving a branch that has fallen across a path.

**If you think it, write it.**

**I've improved my communication skills by:**

Crucial conversations

Active listening

Questioning

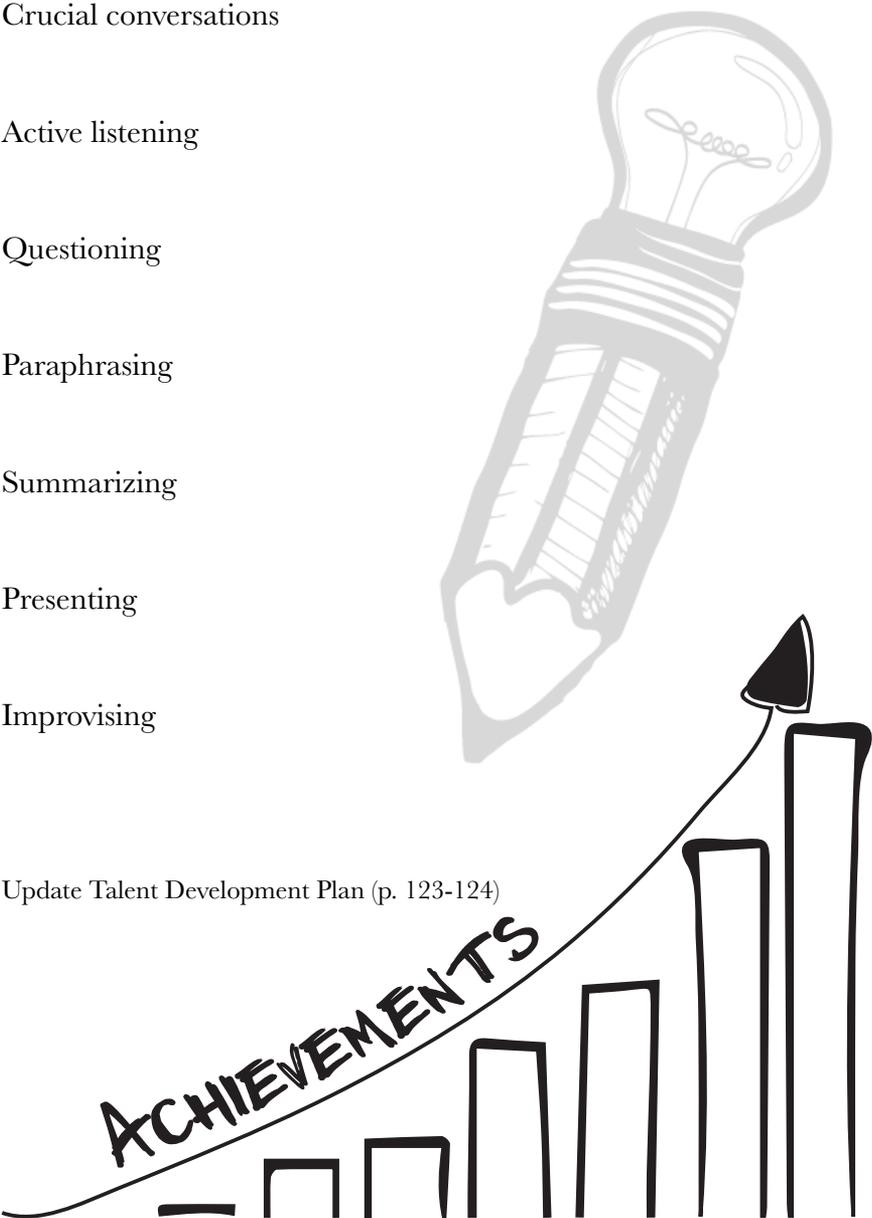
Paraphrasing

Summarizing

Presenting

Improvising

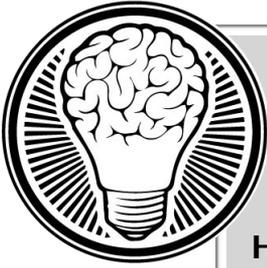
Update Talent Development Plan (p. 123-124)



**ACHIEVEMENTS**

How will I get there?





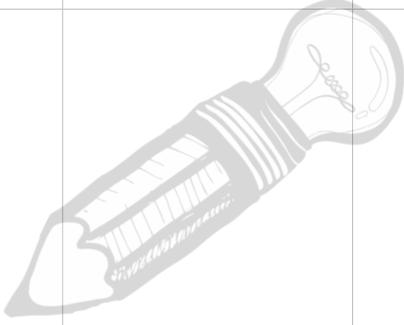
# Sources

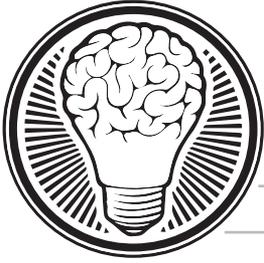
**How do I know that what I know is accurate and complete?  
How do I know what I don't know?**

**Primary vs Secondary Sources**-the quality of sources is important in analysis and decision making. Always consider the source of information in evaluating its credibility or applicability.

Primary Source	Secondary Source
<ul style="list-style-type: none"> <li>• Original, first-hand account of an event</li> <li>• Usually written or made during or close to the event</li> <li>• Original, creative writing or works of art</li> <li>• Factual, not interpretive</li> <li>• Report of scientific discovery</li> <li>• Results of experiments</li> </ul>	<ul style="list-style-type: none"> <li>• Analyzes and interprets primary sources</li> <li>• Second-hand account of an event</li> <li>• Interprets creative work</li> <li>• Interprets scientific research results</li> </ul>

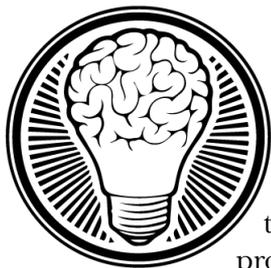
## Evaluate and Classify Your Sources Where do I get my information from?

Respected Historically Reliable Sources	Generally Respected Recent Sources	Questionable Sources
		



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**If you think it, write it.**



**External experts-my dream contacts-**

are people working in a field of study or profession that are masters at their craft. They have attained a level of performance that sets them apart from others. External experts can provide valuable insights as to evaluating what you already think you know and discovering what you should be considering in your career journey.

**WHO** are the top 10 experts in the career(s) I want to pursue?

- 1.
- 2.
- 3.
- 4.
- 5.
- 6.
- 7.
- 8.
- 9.
- 10.

**WHAT** do they have to say about their path to success? The best way to find out is to research them and then ask them directly. Yes, that means contacting them and having a conversation. Get past the self-imposed barrier that you can never talk with them. You won't know until you try. And if you are successful with just half of them, you're a long way toward a better understanding of how the "best of the best" got to where they are. Expand your network to include the very best.

**HOW** and **WHEN** are you going to contact these experts?

- |                                    |        |         |          |                               |      |
|------------------------------------|--------|---------|----------|-------------------------------|------|
| Call                               | E-mail | Twitter | LinkedIn | Facebook                      | Blog |
| Conference they are presenting at? |        |         |          | Friend of a friend? (network) |      |

**WHO** are the top 10 experts

**WHEN** did I contact them?

**WHAT** did I learn?

- 1.
- 2.
- 3.
- 4.
- 5.
- 6.
- 7.
- 8.
- 9.
- 10.

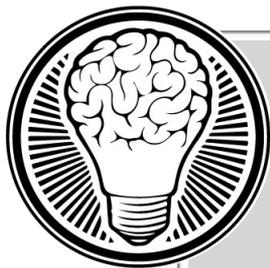


Update Talent Development Plan (p. 123-124)

**ACHIEVEMENTS**







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## Financial Empowerment

**understanding and managing money**

A key part to succeeding in developing your gift is to understand how much it will cost. It's also important to do a return on investment (ROI) exercise. It's okay to spend money on something that will benefit you in the future, but it's important to understand if your chosen career path will provide the benefit needed to live in the real world.

### **How much will developing my gift cost?**

Education Cost	
Training Cost	
Materials/Equipment	
Other	
Total	

What is the average pay for some of the jobs that celebrate your gifts? Sites such as [payscale.com](https://www.payscale.com) and [glassdoor.com](https://www.glassdoor.com) are great resources.

What is the return on investment of developing your gift?  
(Average Pay divided by Total Cost)?



Where do you see yourself living once you are fully sharing your gift with the world? This will greatly affect your cost of living. For example, New York City is the most expensive city in the country and Chicago's cost-of-living is well above the national average whereas Austin, Texas has a much lower cost-of-living.

### What might my cost of living be?

Monthly Rent	
Monthly Food	
Monthly Utilities	
Transportation	
Other	
Estimated Living Expenses	

How many years will it take me to pay off my initial investment?

$$\left( \frac{\text{Total Cost}}{\text{Average Yearly Pay} - \text{Total Living Expenses}} \right)$$
  
(Multiply by 12 if you have done a monthly assessment above))  
(see worksheet on next page)

It's important to understand that there's a cost to developing your gifts and creating a career out of it. The best thing you can do is be proactive with your expenses. Youthful Savings has created a useful tool for high school students wishing to go to college.

With a little planning and hard work, creating a fulfilling career from your gifts is possible.

Doing it cost effectively is something your future self will thank you for!



**Youthful Savings**

Check out [Youthful Savings](#)

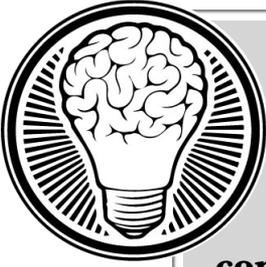


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**How many years will it take me to pay off my college/  
training initial investment?**

1	Total Cost of Education/Training from p. 83	\$
2	Average Yearly Pay for Career Choice	\$
3	Total Living Expenses from p. 84	\$
4	Discretionary Funds = Pay minus Living Expenses (Row 2 minus Row 3)	\$
5	Years to pay off initial investment of education = Cost of Education divided by Discretionary Funds (Row 1 minus Row 4)	





# ACTING ON MY PLAN

**connecting my vision, key beliefs, skills I need, and focusing on the initiatives that will move me toward my goals**

*My personal vision is*

## **Key Beliefs**

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**Key Initiatives** (action I must focus on to achieve my goals)

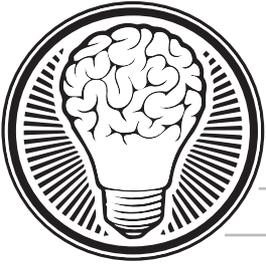
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**Key Competencies/Skills** I have or need to achieve my goals

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Update Talent Development Plan (p. 123-124)

How will I get there?



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**If you think it, write it.**

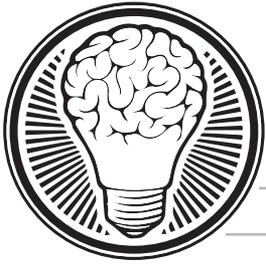


# EDUCATION TRAINING

**Where and how do I gain the  
knowledge and skills I need?**

Deciding which college, what post-high school training and who can best provide the opportunities I need to pursue my career goal is challenging and can be costly.

	College Training Organization/Company	Cost
Where can I acquire the skills I need for my career?		
Who can provide the experiences I need to pursue my career and expand my network?		
What organizations or memberships will help me pursue my career goals?		
How can I verify these institutions or people can help me drive toward my goals?		



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**If you think it, write it.**





# What difference will I make?

**“The secret to high performance and satisfaction at work, at school, and at home is the deeply human need to direct our own lives, to learn and create new things, and to do better by ourselves and our world.”**

**Daniel Pink**



# Living miDream



**Reflecting:** evaluating our own experiences, understanding how we think, learning from our mistakes, repeating successes, revising and planning.

**Manifesting:** visioning what we want in our lives and realizing our own innate power to bring our vision to reality.

**Advocating:** creating opportunities for learning, discovering external experts in support of our vision, and developing an entrepreneurial spirit in pursuit of our passion.

**INNOVATING AND CREATING:** putting imagination to work. The process of having original ideas that have value.



# Living miDream

**“Creativity is the process of having original ideas that have value.”**

Sir Ken Robinson

*The Blue Dot.*

**STRATEGIZE**

*How will you get there?*

**CREATE**

*Who do you want to be?*

**DECIDE**

*What is your next step?*

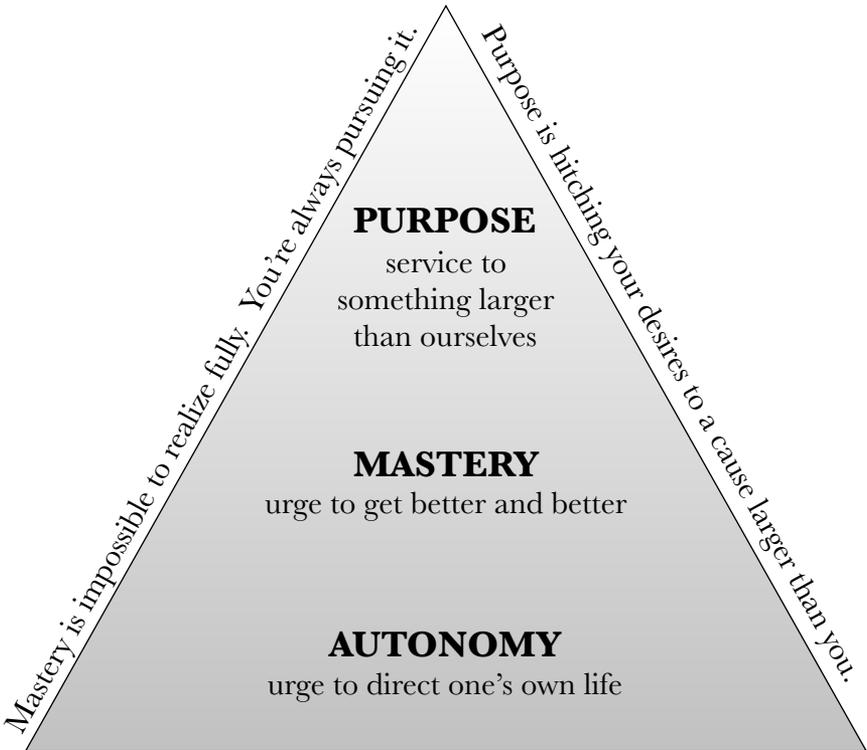




# MOTIVATION

We have an intrinsic desire to do interesting work.

## Highest Performance



Setting the direction of work and life in partnership with others.

Adapted from  
Daniel Pink's *Drive*





### ***What difference will I make?***

Remember in the section on “How will I get there?” you wrote down your personal vision, key beliefs, initiatives and skills needed (p. 86). Now is a time to revisit them and refine. This is critical in answering the essential question of “What difference will I make?”

A purpose driven life is dependent upon how you see the world. You have to dig deep to discover why you are on this earth.

### ***My personal vision is***

#### **Key Beliefs**

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#### **Key Initiatives** (action I must focus on to achieve my goals)

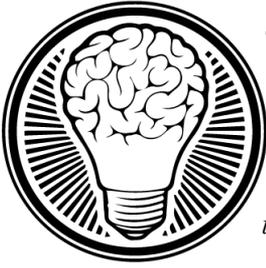
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#### **Key Competencies/Skills** I have or need to achieve my goals

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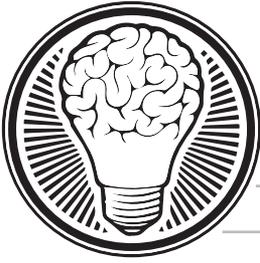


*“Knowledge will bring you awareness.  
Determination will support you. Audacious self-  
belief will empower you and allow you to affect  
the change you seek. You can make a difference.  
But you have to move beyond thinking and wishing  
to actually doing.”*

Somya Munjal  
Chief Youth Servant  
Youthful Savings

The United Nations has identified **ten great divides**, challenges that face the world. These challenges can also be seen as opportunities to make a difference.

- **Demographics**-Demographers tell us that the human population is growing rapidly and is headed toward 10 billion people this century. Age distribution is changing as well, with some nations aging and others experiencing a growth in young people. The resulting economic, political and social challenges are great.
- **Finances**-Great divides in the distribution of wealth have become dramatic in the era of globalization.
- **Nutrition**-At any moment over 800 million people around the world are hungry. Most poor people who battle hunger also deal with undernourishment and vitamin deficiencies, resulting in stunted growth and susceptibility to illness.
- **Natural Resources**-There are increased pressures on natural resources, agriculture, and the resulting challenges in maintaining a healthy earth and a healthy population.
- **Environment**-Clean water, clean air, climate concerns, natural disasters and management of the earth's resources is of paramount concern.
- **Health/Disease**-Millions of children perish annually from preventable causes.
- **Gender**-Access to health care, education and information technology by women is unequally distributed. Social justice and gender equality are global challenges.
- **Education**-Wealth creation is increasingly dependent upon education, information and knowledge. Education divides are starkly evident, even in developed countries.
- **Digital**-Technology has created a huge divide. Some 80% of the world's population has never heard a dial tone, let alone surfed the Web.
- **Security**-A basic human need is to feel safe from danger and to have the basics of food and shelter. Perhaps putting more resources into improving the human condition will serve as a combatant to global terrorism.



What compelling problem(s) are you concerned about?

What problem(s) would you like to help solve?



What talents and abilities do you have or need to develop that can be leveraged to solve this problem?



**If you think it, write it.**



# INFLUENCE

**Leadership whose goal is to solve problems by changing human habits**

Influence can be viewed in three scenarios. Think of influence in the context of improvisation, just slightly different in terms of offers to yourself, offers to someone else, offers to the world.

**Influence yourself**-Is there something that you would like to change about yourself, some direction that you want to go that may be difficult to navigate, some point-of-view that you want to consider but are challenged by?

**Influence someone else**-Is there some idea that you would like someone else to consider, a work-flow process that you would like to influence, a product you would like to market, a change in behavior that would be beneficial?

**Influence the world**-What compelling social or environmental concern would you really like to impact? Is there a socially conscious business that you could be involved in that would positively impact people or the planet, and be profitable?



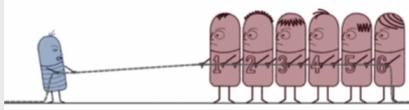
*Influence  
Changing  
Behavior*



*Science of  
Influence*



## Willpower vs Skillpower



**Influence**-Often we assume that we just don't have the willpower to change a behavior. We see ourselves as weak. Actually it's not that we are weak, we just have a lot of influencers pulling against us - often we are outnumbered. **We need a skillset** to use to change our behavior(s). The good news is we can address these skills gaps and change behavior. There are six specific factors that we can learn to manage.



	Motivation	Skill
<b>Personal</b>	<p>1 <b>Make the Undesirable Desirable</b></p> <p>Allow for choice Create experiences for success Tell meaningful stories to yourself and others Make it a game</p>	<p>2 <b>Surpass Your Limits</b></p> <p>Aim higher at developing a set of skills that you practice at your highest level of proficiency</p>
<b>Norms</b>	<p>3 <b>Harness Peer Pressure</b></p> <p>Use social norms or create new norms of expected behavior</p>	<p>4 <b>Find Strength in Numbers</b></p> <p>Build a critical mass of people exhibiting desired behavior</p>
<b>Structural / Environment</b>	<p>5 <b>Design Rewards and Demand Accountability</b></p> <p>Intrinsic and extrinsic</p>	<p>6 <b>Change the Environment</b></p> <p>Adapt the physical environment to promote desired behaviors and attitudes</p>

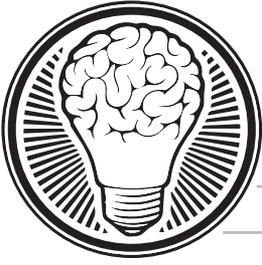
## Influence Yourself

Scenario: I feel like I'm spending too much time on my phone, maybe 6-8 hours every day. It's making it hard to find time to do my work, my performance is dropping. I'm feeling anxious when I get a tweet or an Instagram notification. Seems like I'm not paying attention to my friends like I used to. It just doesn't feel right. I think I need to make a change.

Using the Influencer Model, how might you go about changing your behavior?



	<b>Motivation</b>	<b>Skill</b>
<b>Personal</b>	1 Make the Undesirable Desirable	2 Surpass Your Limits
<b>Norms</b>	3 Harness Peer Pressure	4 Find Strength in Numbers
<b>Structural / Environment</b>	5 Design Rewards and Demand Accountability	6 Change the Environment



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**If you think it, write it.**

What difference will I make?

## Influence Someone Else

Is there someone that you would like to try to influence? Perhaps you would like for them to better understand your point-of-view. Or perhaps they are engaged in behavior(s) that you see harmful. Or maybe you just think you could help them do a better job. What change would you like to influence?

How might you use the Influencer Model?

	<b>Motivation</b>	<b>Skill</b>
<b>Personal</b>	1 <b>Make the Undesirable Desirable</b>	2 <b>Surpass Your Limits</b>
<b>Norms</b>	3 <b>Harness Peer Pressure</b>	4 <b>Find Strength in Numbers</b>
<b>Structural / Environment</b>	5 <b>Design Rewards and Demand Accountability</b>	6 <b>Change the Environment</b>









# Emotional Intelligence

## Managing emotions

What difference will I make? Emotional intelligence plays an important role in your happiness, success, interpersonal relations and influence.

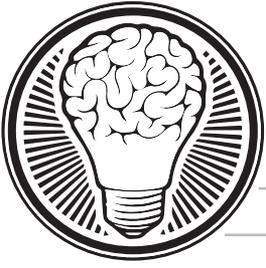
What sets someone apart that seems to be more successful in work and life than others? IQ and work ethic are important, but they don't tell the whole story. The way we interact with and regulate emotions impacts nearly every aspect of our life. Confidence, being good at working toward goals, being adaptable, flexible and showing empathy are signs of emotional intelligence.

### How emotionally intelligent are you?

Color in the number of light bulbs below showing how you assess your level of emotional intelligence.

<p><b>Self-Awareness</b></p> <p>I am emotionally self-aware, self-confident, and accurately self-assess my emotions.</p> <p></p>	<p><b>Social Awareness</b></p> <p>I show empathy and have a service orientation in my life.</p> <p></p>
<p><b>Self-Management</b></p> <p>I demonstrate self-control, can adapt to changing situations, have a high desire to achieve and take initiative.</p> <p></p>	<p><b>Relationship Management</b></p> <p>I am interested in helping others improve, actively engage in conflict resolution, build bonds with others and promote teamwork.</p> <p></p>



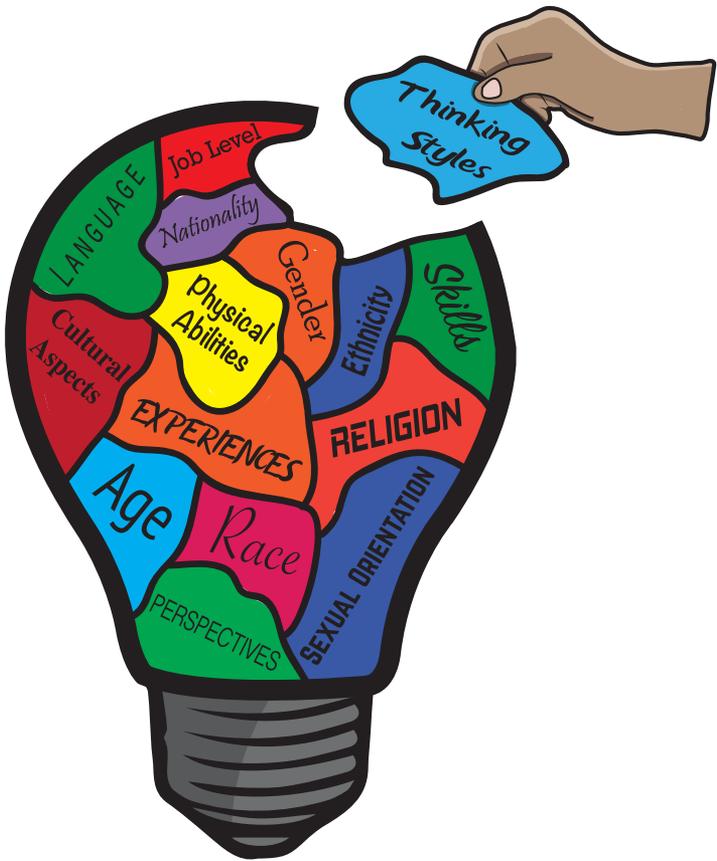


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**If you think it, write it.**



Emotional Intelligence  
is critically important  
in an increasingly  
diverse world



## Emotional Intelligence Quiz

-  I'm curious about people I don't know.        
-  I get along with most people        
-  When I'm upset I know exactly why.        
-  I'm good at reading facial expressions and body language.        
-  I pay attention when others are speaking.        
-  I resolve conflict positively.        
-  I respect different points of view.        
-  After I fail I get right back up and figure out what to do next time.        
-  I care deeply about being a good person.        
-  I take time to slow down and help others. I'm a good samaritan.        
-  I know when to say "no." I'm self-regulated.        

Adapted from "How Emotionally Intelligent Are You? Here's How to Tell" by Carolyn Gregoire

## How can I improve?

<p><b>Self-Awareness</b></p> <p>I am emotionally self-aware, self-confident, and accurately self-assess my emotions.</p> <p>💡💡💡💡💡💡💡💡</p>	<p><b>Social Awareness</b></p> <p>I show empathy and have a service orientation in my life.</p> <p>💡💡💡💡💡💡💡💡</p>
<p><b>Self-Management</b></p> <p>I demonstrate self-control, can adapt to changing situations, have a high desire to achieve and take initiative.</p> <p>💡💡💡💡💡💡💡💡</p>	<p><b>Relationship Management</b></p> <p>I am interested in helping others improve, actively engage in conflict resolution, build bonds with others and promote teamwork.</p> <p>💡💡💡💡💡💡💡💡</p>







# Unreasonable!

How unreasonable are you?

**Great achievements are often made by unreasonable people.  
Rate yourself on a scale of 1 to 5 with 5 being most unreasonable.**

<p>I want to change the system. I spot dysfunction, don't want to fit into the status quo, and want to change it for the better.</p>	1 2 3 4 5
<p>I am insanely ambitious. I am a can-do thinker, frustrated by the don't-do and won't-do people. I want to use my ambition for a greater good.</p>	1 2 3 4 5
<p>I am propelled by emotion. I can be very angry when I see injustice, inequality, or destruction to the planet.</p>	1 2 3 4 5
<p>I think I know or can create the future. I am confident about what I want the future to be. I brim over with confidence, somewhat of a revolutionary.</p>	1 2 3 4 5
<p>I see opportunity where others see failure. I will be willing to work in markets where failure is high and most see it impossible to make money there.</p>	1 2 3 4 5
<p>I will ignore the evidence in pursuit of my goals. I actively engage in watching for trends, innovations, and keeping abreast on what is happening in the world.</p>	1 2 3 4 5
<p>I want to measure the unmeasurable. My goals may be kind of "out there," and I want to know if I'm making progress toward reaching them.</p>	1 2 3 4 5
<p>I am unqualified to advance the changes I want to see. I'm willing to jump in with the knowledge and skills I have to make change. I'm willing to learn along the way.</p>	1 2 3 4 5
<p>I do not want to be a superhero. I have my eye on the substantive changes I want to see happen. I know I can't do it alone.</p>	1 2 3 4 5



# Change the world!

Socially Conscious Business

Perhaps it's the world of your neighborhood, or maybe your community, state, nation, or a country on the other side of the planet. Regardless, you have a compelling need to make a difference. It could be through volunteering. It could be through non-profit organizations. It could be through individual acts of kindness. All are worthwhile. However, there is a relatively new business approach that you might consider, allowing you to connect your talent, passion, make a profit and make substantive change at the same time.

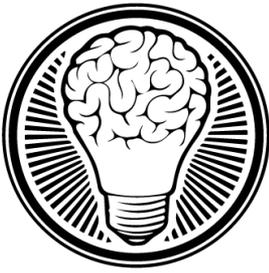
## **Social Entrepreneurs**

are interested in a triple bottom line

- **PEOPLE**
- **PLANET**
- **PROFIT**

**Social entrepreneurs are  
audaciously unreasonable.**





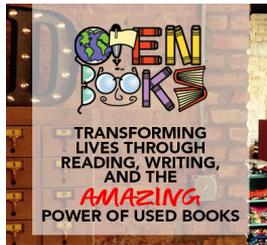
Who are these social entrepreneurs?

How do I find out more about them?

Center for Social Entrepreneurship  
Northern Illinois University  
College of Business interdisciplinary  
program preparing social entrepreneurs.



Light Up Africa, NIU Foundation  
Applying engineering and a social  
entrepreneur's business model to bring  
electricity to Africa.



Open Books is  
promoting literacy  
for Chicago youth  
using a unique  
business model.



Credit is a cost  
effective way to  
fight poverty.

Grameen Bank  
provides credit to  
the poorest of the  
poor without  
collateral.



**skoll**

Skoll Foundation  
driving large scale  
change by  
investing in,  
connecting, and  
celebrating social  
entrepreneurs





# Living mi Dream



Gitanjali Rao

**Troubled** by Flint water crisis, 11-year-old girl invents lead-detecting device



## DISCOVER

THE OCEAN CLEANUP

**Boyan Slat** was 16 when he came up with a way to rid the world's oceans of plastic-The Ocean Cleanup project



## CREATE

*Who do you want to be?*

Project H

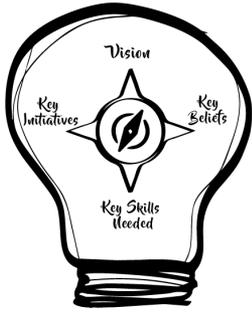
**Teaching** young people to design and build their future using heart, hands, and hammers.



## 8 secrets of success

TED talk by Richard St. John. Why do people succeed? St. John condenses years of interviews into a 3-minute slideshow of real secrets of success.





### ***What difference will I make?***

Remember in the section on “How will I get there?” you wrote down your personal vision, key beliefs, initiatives and skills needed. (p. 87) Now is a time to revisit them and refine. This is critical in answering the essential question of “What difference will I make?”

A purpose driven life is dependent upon how you see the world. You have to dig deep to discover why you are on this earth.

### ***My personal vision is***

#### **Key Beliefs**

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#### **Key Initiatives** (action I must focus on to achieve my goals)

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#### **Key Competencies/Skills** I have or need to achieve my goals

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# Living miDream

**If you were given \$5,000 today** to make a difference in your life and make a difference in something larger than yourself...

with the only stipulation being that you had to allocate the money in a way that would align with advancing your *VISION, KEY BELIEFS, KEY INITIATIVES, AND KEY COMPETENCIES*



## HOW WOULD YOU ALLOCATE YOUR MONEY?

Include a brief description within each category

Education/Training .....\$  
(knowledge, skills I need to develop)

Experiences/Networking .....\$  
(professional organizations, job experiences, travel)

Tools/Equipment/Software .....\$

Other .....\$

Total .....\$ 5,000



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## ACKNOWLEDGMENTS

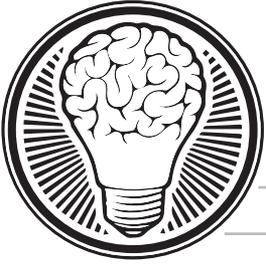
It is with great gratitude to the many educators, students, colleagues and partners that we thank those who have been involved in the research, design, and implementation of Living miDream. There have been hundreds of students who have willingly participated in the workshops, presentations at conferences and focus groups that have contributed in their own special way. Their voice is respected and valued.

It is impossible to name all that have lent their support and encouragement. Highlighting a few is tough, but it is important to acknowledge the special contributions of those who have been involved from the early stages throughout the development process. Judy Judy has been a compelling driver of the tough questions and thoughtful design process. Her gifts to Living miDream are immeasurable. Pauline Berggren was an early leader in championing the exploration of the central questions of Living miDream at Newark High School. Trusted colleagues at Newark who took a chance on a journey with an unclear path and unknown destination are Carol Navarro and Lisa Woods. Their unwavering commitment is amazing and the contribution of their students is beyond description. Karla Hoinkes, an early adopter and Counselor at Oswego East High School, jumped on board and has stayed the course on this adventurous ride. Marie Strejc-Wood of Oswego High School has led the way in implementing Living miDream in her classroom and challenging her students to rise to a level of self-reflection that can only be described as phenomenal. Lisa Cook at Oswego East High School has helped us all consider the possibilities of pursuit of our dreams and has been an amazing inspiration with her students. Andy Franklin, Counselor at Kaneland High School, has pushed himself and his students to explore uncharted waters and has been involved from the early stages of development. His students early on brought breathtaking insights to the experience of Living miDream. Angie Koontz, Counselor at Somonauk High School, has challenged all to be real about our work and to stretch our point-of-view with a compelling deference to the students we serve. Somya Munjal, Chief Youth Servant of Youthful Savings, is the inspiration for incorporating financial empowerment and social entrepreneurship. Her energy, caring and commitment are an inspiration. Lana Brown has been our communications specialist and expert trainer. Her talent, compassion and performance are worthy of a Tony Award. Without Cassie Blickem, Director of VALEES, this project would not be possible. Her commitment to personal excellence, practical approach, support, and willingness to take a risk are testaments to her professionalism. Mary Borneman, valued friend and colleague, has brought a parent's perspective, and her "can do" approach to everything logistical gets the job done-no matter what. Thank you all for making Living miDream a reality.

*Roger Sanders*

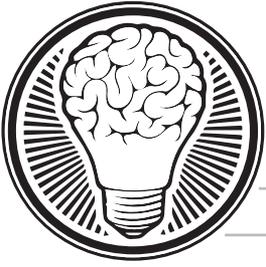






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**If you think it, write it.**



A writing area consisting of a vertical line on the left and horizontal lines extending to the right. Four small grey dots are placed on the horizontal lines, serving as starting points for writing.

**If you think it, write it.**



*Living mi Dream*



**HOW YOU SEE THE WORLD MATTERS.**

A purpose driven life is dependent upon how you see the world. You have to dig deep to discover why you are on this earth.

*My personal vision is*

**Key Beliefs**

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**Key Initiatives** (action I must focus on to achieve my goals)

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**Key Competencies/Skills** I have or need to achieve my goals

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## TALENT DEVELOPMENT PLAN - CAREER PATHWAYS

- What careers align with my talents and interests?
- How can I apply my talents, passion and abilities within different aspects of a particular career?
- How can I transfer my knowledge and skills across different careers?
- How can I diversify myself to work across multiple careers to respond to a changing economic environment?

KEY APTITUDES	KEY ACTIVITIES	KEY PARTNERS	KEY RESOURCES
<ul style="list-style-type: none"> <li>• I am at my best when:</li> <li>• I am at my worst when:</li> <li>• Interest inventories:</li> <li>• Aptitude inventories:</li> <li>• Aptitudes I choose to develop:</li> </ul>	<ul style="list-style-type: none"> <li>• Knowledge I will need</li> <li>• Skills I will need</li> <li>• Enterprises/companies that require my expertise</li> <li>• Places I can acquire the education/training needed</li> <li>• Experiences I can acquire and experiment with the knowledge/skills I need</li> </ul>	<p>Who are my:</p> <ul style="list-style-type: none"> <li>• External experts</li> <li>• Collaborators</li> <li>• Mentors</li> <li>• Network members</li> </ul>	<ul style="list-style-type: none"> <li>• Tools</li> <li>• Portfolio of work/ experiences</li> <li>• Online presence</li> <li>• Network</li> <li>• “Shotgun creator” - creator who can do the whole thing</li> </ul>

KEY BELIEFS	TIMELINE
<p>What are my core values that will drive my actions and decisions? (vision/mission/fundamental beliefs/purpose)</p>	<ul style="list-style-type: none"> <li>• Organize my critical path - put it on paper including key elements, timeframe, cost, and status of accomplishment</li> <li>• Allow for “white space” between steps but keep focused (be adaptable to adjustments but be cognizant of your decisions to adjust)</li> </ul>

<b>COST STRUCTURE</b>	<b>REVENUE STREAM</b>
<ul style="list-style-type: none"> <li>• Education/training costs</li> </ul>	<ul style="list-style-type: none"> <li>• Career related work</li> </ul>
<ul style="list-style-type: none"> <li>• Material costs</li> </ul>	<ul style="list-style-type: none"> <li>• Scholarships/grants/apprenticeships</li> </ul>
<ul style="list-style-type: none"> <li>• Living costs</li> </ul>	<ul style="list-style-type: none"> <li>• Loans</li> <li>• Investments</li> </ul>





# Living miDream



**Reflecting:** evaluating our own experiences, understanding how we think, learning from our mistakes, repeating successes, revising and planning.

**Manifesting:** visioning what we want in our lives and realizing our own innate power to bring our vision to reality.

**Advocating:** creating opportunities for learning, discovering external experts in support of our vision, and developing an entrepreneurial spirit in pursuit of our passion.

**Innovating and Creating:** putting imagination to work. The process of having original ideas that have value.