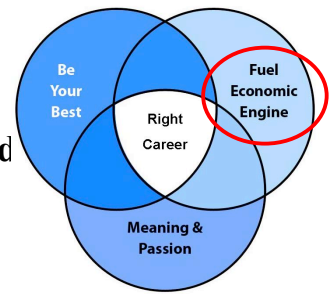


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Begin at the End Exercise

I can see that living in NYC will be expensive. So will taking international vacations. My father keeps telling me how expensive my brother and I are, so I guess parenting will be expensive as well.

Personality Exercise

My official Myers-Briggs Type Indicator assessment shows I am an ENFJ

- **E** (Extraversion): I focus on the outer world of people and activity
 - o Clarity is **Moderate**
- **N** (Intuition): I take in information from patterns and the big picture and focus on future possibilities
 - o Clarity is **Slight**
- **F** (Feeling): I make decisions based on values and subjective evaluation of people-centered concerns
 - o Clarity is **Moderate**
- **J** (Judging): I like a planned and organized approach, plus I want to have things settled
 - o Clarity is **Clear**

General Description

- 2) "Gift for understanding other's people's feelings and are driven to make others happy."
 - a. I feel like this pertains to me because I have maintained relationships with my friends who I have known since I was five. I also tend to make sure that my friendships with them are going well because I truly value friends as part of my life.
 - b. As I get older and become an adult, it has become apparent that my new friendships I have formed at college also need to remain harmonious, as well as my relationships with members of my family.
I could end up spending my money to help my friends
- 3) "Warm, compassionate and friendly, naturally empathetic, are able to anticipate other's needs, especially emotional ones."
 - a. I am good at reading when my friend is down and can even come to understand what they need to do to feel better before they even know.
I could be too generous & try to solve their problems with my money
- 4) "Blessed with rare gift of making personal connections, pride themselves on being able to make people feel good"

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Understanding your Age 30 Engine & the Fuel it will need

- a. I always make sure my friends are happy and I am able to make friends with people easily. I can also hold conversations with strangers and am good at making people feel comfortable and appreciated.

Friends could take advantage of me financially

- 6) “Go to great lengths to avoid offending others”

- a. This is probably one of my weaknesses because at times I don’t tell one of my friends if something they did bothers me - I don’t like confrontation.

May not be able to say no to others request for financial support

Work Related Strengths – will help me earn money

- 1) Charismatic leadership and ability to build consensus
- 2) Enthusiasm and ability to enlist cooperation from others
- 3) A strong drive to be productive and reach your goals.
- 4) Deep commitment to work you really believe in

Work related weaknesses – will get in the way of earning money

- 1) Difficulty working in competitive or tension filled environments.
- 2) Tendency to make decisions too quickly/tendency to make errors due to haste
- 3) Avoidance of conflict and tendency to ignore unpleasantness

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Understanding your Age 30 Engine & the Fuel it will need

Interests Exercise

- **Strong Theme & MBTI Type Insights – all are good for income**
 - Enterprising and ENFJ = Collaborative Persuaders
 - Like to persuade others, but not in a head on sales approach, rather by working with them.
 - Enterprising work environments
 - Says I like a fast paced environment which I do because I always like to be doing things
 - Says business oriented – true because I am not really interested in non profit world
 - ENFJs at work
 - “Make decisions that promote consensus and harmony”
 - true, I like to get everyone on the same page
 - Enterprising and ENFJ individuals often like....
 - “goal directed decisiveness”
 - like to have goals in order to work faster/effectively
 - “project orientation that benefits others”
 - like to help people
 - The report says “You may be appreciated for you ability to:”
 - “Encourage open discussion of ideas” – I am good at getting discussions going and including other people
 - “Facilitate consensus when making decisions” – I try to involve everyone
 - “Contribute a future orientation to decision making” – not as good at this
 - “Bring a different outlook that combines imagination and innovation with efficiency and productivity” – I am very creative

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Understanding your Age 30 Engine & the Fuel it will need

- Good Match to Start Your Career Insights – good income choices

- Two good options
 - Public Relations
 - Advertising
- Box 1 Questions
 - Is this a cooperative environment that is open to new ideas focusing on people's best interests? - YES
 - Is this an environment in which interacting with people and motivating others is rewarded? - YES
 - Will I be required to focus on precise facts and details, or to spend more time on bottom-line practicality than I like? – NO

If you answered “yes” to the first two questions, you are probably considering a career or occupation that is a good fit for your ENFJ preferences. The third question is a heads-up: Work often includes tasks that are not very appealing. But it is important that such tasks don't take up the majority of your work time.

- Box 2 Questions
 - Is this work environment more fast paced and profit oriented than reflective and idea driven? - YES
 - Would I spend more time managing projects and selling products than solving abstract problems? - YES
 - Would this job allow me to be ambitious, persuasive, and entrepreneurial? - YES

If you answered “no” to any of these questions, try to find a work environment that is a closer fit with your Enterprising Theme.

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Understanding your Age 30 Engine & the Fuel it will need

Autobiography Exercise

I realized I have spent my entire life in a very upscale community. Going away to college helped me see this, but doing this exercise made it even more obvious. I will have to work hard to not expect to continue to live as I have for my past 20 years. Yet it also motivates me because I have seen what can happen when people work hard.

I am a hard worker (School, athletics, journalism has shown me this) so I am willing to put in the effort to earn the money necessary to live like I have experienced.

But I am also good at having a balanced life. So far that has required me to balance athletics (physical well being), friends and family (emotional well being) and school (mental well being). I can see if I want to live like I have been living I will have to figure out how to maintain my balance of work and the rest of my life. I guess it is just replacing school with work.

Accomplishments Exercise

Middle School:

- doing business program made me realize that I would like business and I should pursue that as a career (it will probably pay well)

High School:

- doing journalism made me see that I was a natural writer and I could pursue that as a career. This has also showed me that I could do business/journalism combined by working at a magazine in NYC (living there will not be cheap)

College:

- Going abroad second semester and doing the London business internship program will prepare for the “real world” (the Study Abroad is expensive, but the Internship should make it easier to get a job)

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Strengths Exercise

Skills Exercise

Stories Exercise

Drivers Exercise

How to Measure Your Life Exercise

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