

PRIMAL JOB PREFERENCES

FROM CONDUCTING OVER 5000 INTERVIEWS, FROM SPEAKING AT NUMEROUS SEMINARS, AND FROM TEACHING COUNTLESS CLASSES USING THIS MATERIAL, THOSE WHO CAN ANSWER TWO QUESTIONS WILL BE SUCCESSFUL IN LIFE, BY THEIR OWN DEFINITION.

“WHO AM I?”

“WHAT IS MY PURPOSE?”

THE FOLLOWING PAGES ARE DEDICATED TO YOU FINDING ANSWERS TO THESE TWO CRUCIAL QUESTIONS THAT

**GIVE YOUR LIFE MEANING,
AND EARN YOU A LIVING.**

PRIMAL JOB PREFERENCES

Primal Job Preferences are the deepest and most fundamental characteristics of your personal identity. For instance, do you want to work “nights” or “days?” Seems like a simple enough choice, but it isn’t really. In one of my employment psychology seminars a participant, with a Masters in Physics, reported how he loved his work but hated his job. For fifteen years he could not figure out why this was so confusing until he asked himself this simple question. He was a night person who was working days for a large defense contractor. He neglected his own biorhythm every day in order to be at work by 7:30am. His body did not naturally awaken until the afternoon and he did not hit his mental stride until the evening. His “day” job put him in conflict with his own body cycles. His entire demeanor brightened with his decision to change shifts in order to be in harmony with his inner, and primal, needs. Such resolve will likely improve your life as well.

You are the one to decide how fulfilling your life is to be by learning and honoring the qualities of your individual uniqueness.

The next page has over seventy-two choices of preferences. Choose one from each pair, and circle it. Go as fast as you can. Do not over-think this process. The faster you go the more accurate this exploration will be. Empower your pen or pencil for this adventure into your life.

Avoid saying, “both preferences are true.” That will get you nowhere in discovering what is really important to your innermost being. People say that they are “right handed” or “left handed.” This only means that they *tend to* use one first before the other. Treat these primal job preference choices in the same way, which would you *tend to choose first*.

Allow your soul to sing.

PREFERENCES EXERCISE

Preferences (choose one)		Preferences (choose one)		Preferences (choose one)	
Work Inside	Work Outside	City	Country	Repair	Replace
Body	Mind	Input	Output	Estimate	Measure
Take Charge	Given Charge	Material	Spiritual	Single task	Multi-task
Simple	Complex	Exhibit	Conceal	Inner driven	Outer driven
Day	Night	Safe	Dangerous	Hot	Cold
Chaos	Calm	Accept	Refuse	Male	Female
Letter	email	Capture	Release	Say "Yes"	Say "No"
Global	Local	Manual	Automatic	Words	Numbers
Alone	Team	Corner	Middle	Paper	Metal
Quiet	Noisy	Comedy	Tragedy	Speak	Write
Fast Pace	Slow Pace	Refined	Course	Competitive	Cooperative
Formal	Casual	Adapt	Accept	Lead	Follow
Go to customers Customers come to you		Fiction	Fact	Make parts	Assemble parts
Organize things Take things as they come		Thins	Thickens	Help groups	Help individuals
Import	Export	Mold	Melt	Risky work	Safe work
Miniature	Gigantic	Isolate	Include	Photograph	Sketch
Finish	Begin	Scribe	Duplicate	Make	Use
Filter	Combine	Bring	Send	Gather	Scatter
Design	Construct	Cook	Serve	Applies	Removes
Part	Whole	Literal	Figurative	Questions	Answers
Push	Pull	Antique	Modern	Sudden	Gradual
Destiny	Chance	Haggle	Pay	Emotion	Intellect
Steady work	Commission work	Pioneer	Develop	Precision	Easy tolerances
Make things happen Let things happen		Teach	Learn	Heavy pressure	No pressure

Use a color marker to highlight your *most important* Preferences

What other preference choices weren't named? Develop your own list. The more you know about yourself the faster you will find meaning in your life.

Preferences reveal the *truth of you*. You may find that your choices change over time, but for now, these are your choices and they need to be considered in the job you seek.

Go to the next page and write down all of your highlighted preferences (and their opposites) in the spaces provided. As an example, the preference of "Inside" is shown with "Outside." Also now add any new preferences from your own list.

For illustration, let us say that a few of your important choices were: a *fast-paced environment*, *using your hands*, *working alone*, and *multi-tasking*. This would be one kind of person. The opposite of that would then be a person who wants: a *slow pace*, *using their mind*, *working with a team*, and *doing single tasks*.

Your blend of preferences is the uniqueness of you!

You are ready to search each of the Important Preferences that have the greatest importance for you.

Use Google or other search engine and enter "Job search sites". Doing this, Google displays: "Results 1-10 of about 472,000,000 for job search sites." Now that is some field of exploration!

The process is simple, go to any site of your choice, search by the Important Preference, choose the city and state you want, and hit enter. As an example, a search in only the top five sites and using "Slow Pace" provided a number of positions: Receptionist, Help Desk Coordinator, Front Office Secretary, Parks and Recreation Coordinator, etc. "Fast Pace" displayed the following positions: Restaurant Server, Assistant Manager-Starbucks, Materials Planner, Recovery Specialist, Nurse, Art Director, etc.

The jobs are there!

Everything you prefer and have done in your life serves the adventure of your self-discovery!

FAVORITE JOBS AND HOBBIES REVEAL “WHO AM I?”

Discovering “WHO AM I?” also begins by knowing what you like to do. This exercise reviews your jobs (or life experiences) and hobbies. The important thing is that you really like(d) them. A life experience can be defined as something you do or did, even if you were not paid. This activity could have been alone or in a social setting where you volunteered your time and energy for some good cause or purpose, and it does not matter how long it lasted.

Separate each Job (or Life Experience) and Hobby into its parts, one function for every box. To show how this is done, here is a very simple example—the first job I had as a Newspaper Carrier:

Job/Life Experience
Newspaper Carrier
<input type="checkbox"/> Ride my bicycle to the paper pick-up location
<input type="checkbox"/> Gather the correct number of papers
<input type="checkbox"/> Fold them
<input type="checkbox"/> Rubber band them
<input type="checkbox"/> Carefully load them into the paper bags on my bicycle handlebars, not tearing or bending corners
<input type="checkbox"/> Ride to my customers’ houses
<input type="checkbox"/> Deliver the papers to their front door steps
<input type="checkbox"/> Sell non-customers on taking the afternoon Phoenix Gazette

Sophisticated jobs have a lot of important functions, but this example demonstrates the process. A hobby is broken down in the same way.

Hobby
Adapt a rubber band balsa airplane for micro R/C flying
<input type="checkbox"/> Select an airplane kit to buy
<input type="checkbox"/> Open the box and separate the pieces
<input type="checkbox"/> Build the wing, body, and stabilizer
<input type="checkbox"/> Create a platform and mount the receiver, battery, and servo
<input type="checkbox"/> Attach electric motor
<input type="checkbox"/> Balance electronics to C/G, glue platform inside the body
<input type="checkbox"/> Cover airplane with tissue paper, dope the tissue paper
<input type="checkbox"/> Do glide test (not under power), trim for flying
<input type="checkbox"/> Find unobstructed area to fly
<input type="checkbox"/> Say prayer, start the motor, and release for the maiden flight

RECOGNIZING CONNECTIONS

Discovering “What is my Purpose?” is found by connecting primal job preferences with favorite job/life/hobby experiences, and developing them to the fullness of your being. These connections guide you in a career search that gives your life meaning. The below examples show how preferences and experiences are coupled.

Important Preferences	Job/Life Experience
	Newspaper Carrier
<input type="checkbox"/> Work outside	<input type="checkbox"/> Ride bicycle
<input type="checkbox"/> Gather	<input type="checkbox"/> Gather papers
<input type="checkbox"/> Simple	<input type="checkbox"/> Fold them
<input type="checkbox"/> Precision	<input type="checkbox"/> Carefully load them w/o damaging
<input type="checkbox"/> Go to Customers	<input type="checkbox"/> Ride to customers houses
<input type="checkbox"/> Make things happen	<input type="checkbox"/> Deliver to front door steps
<input type="checkbox"/> Commission work	<input type="checkbox"/> Sell subscriptions to non-customers
Important Preferences	Hobby
	Adapt rubber band balsa airplane to micro R/C flying
<input type="checkbox"/> Filter	<input type="checkbox"/> Select airplane model
<input type="checkbox"/> Organize things	<input type="checkbox"/> Open box/separate pieces
<input type="checkbox"/> Assemble parts	<input type="checkbox"/> Build wing, body, and stabilizer
<input type="checkbox"/> Construct	<input type="checkbox"/> Create platform for receiver, battery and servo
<input type="checkbox"/> Precision	<input type="checkbox"/> Balance everything
<input type="checkbox"/> Finish	<input type="checkbox"/> Cover with tissue paper
<input type="checkbox"/> Release	<input type="checkbox"/> Do glide test
<input type="checkbox"/> Safe	<input type="checkbox"/> Find unobstructed area to fly

MAKING CONNECTIONS

List your favorite job/life/hobby functions and your most important primal job preferences. You will quickly discover that *the connections are there!*

Important Preferences	Job/Life Experience
	(name)
<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	Hobby
	(name)
<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>

You can also discover things about your personality through a number of websites. Here are two sites (among many) that you can visit:

Free Personality Profile Sites
<input type="checkbox"/> http://www.keirsey.com
<input type="checkbox"/> http://www.acinet.org/acinet/skills/default.aspx
<input type="checkbox"/> (you fill in) www:

Testing sites ask you to make selections that are tallied to give an assessment of your personality. The important thing is for you to decide if this is helpful information or not.

Trust your inner sense.

Use the phrases below in a search engine, like Google, to discover your aptitude(s) (talents/skills) and what motivates and interests you. This will bring up other sites that may offer more free introductory tests:

Sample Search Phrases
<input type="checkbox"/> “free job aptitude tests”
<input type="checkbox"/> “free job motivation tests”
<input type="checkbox"/> “free job interest tests”

Note: Beware of sites that want to charge you. Avoid these for now. You can always pay money later.

Print out the results. Build a folder of your material. If you are in school, don't forget about counseling programs. They often have similar tests you can take. Counselors give guidance and allow yourself to really hear them—but make up your own mind if what they say does not seem to fit you.

Trust your inner sense

Congratulations on beginning The Adventure of Your Life!

You have gathered vital information about yourself. Now is a good time to find a quiet place to be alone. *The deeper you go inside, the more you see.* Try not to reach conclusions just yet. Give yourself time for inspiration. Write down the flow of thoughts. Don't be swayed by how other people tell you to live your life, or how to use your gifts and talents. Despite their best intentions, people will often impose themselves on you. ***Trust yourself.*** Deep down, you really *do know* what is best for your life.

Take your time. You are worth it!