

Communicating with my past childhood interests helped me to realize what type of job to consider that could be fulfilling. A suggestion to look at things from a new perspective was so very helpful.

## **DISCOVERING RIGHT EMPLOYMENT**

Once again at Glen's office I asked

'How can I find the right work to do? I have to find a new job. I was a new home and condominium salesman for many years but I was never home when my family was home. This likely contributed to my marriage problems. I had to work evenings and weekends and my husband worked days and was home in the evenings and weekends.'

"Lets look into your past interests and job roles to see if there is an interest pattern that will emerge" Glen replied.

"I have been in sales work most of my working life. When my children were young I would sell Avon products, or cards. Later I sold jewelry and Tupperware at evening parties. Then I became a Realtor and began specializing in new home sales. I enjoyed that work. I learned how houses are constructed. I can read blueprints and see finished rooms of a building in my mind. I learned contract law and mortgage and financial planning. I was a member of the Housing and Urban Development Association and became an officer of the Multi Family Division. When I realized that new home sales work was keeping me from my family I became a kitchen designer instead for a cabinet company. I learned to measure people's homes and to design cabinet layouts. But I still found that I had to work evenings and Saturdays. Then my husband coaxed me to market the software he was developing until we ran out of money to continue leaving me now unemployed.

"I have always had an interest in housing. My mother used to take us on tours of show homes when I was a young teenager. We had our kitchen renovated at that time as well. When my husband and I bought our penthouse I loved designing all of the kitchen cabinets, paneled walls and many other specialized features of the apartment. Now, I would like to find a new direction but am not sure where to look."

Glen said

"Make another list. This time list the different types of jobs that you have done and ones that you might consider. Look carefully at the type of things that you found of interest as a youngster. Make one column of pros and one of cons for each type of job. When you review your list look at each item from the perspective of what is really important to you. Rate your list from 1 most pros to 10 most cons. For example, if not working weekends is important to you then consider and rate jobs accordingly. From a review of your ratings perhaps one job will stand out."

At home thinking over my interests I wrote out my list, realizing that I liked being in real estate, but not the hours. As I reviewed and rated my list it became apparent that the only role that was housing related that would use my construction, contract and financial knowledge was property management. Ah hah! The decision was made.

Kim helped me prepare a resume and I went out door knocking to find a job with a property management company. Eureka! I lucked in at my first call upon a HUDAC member, not having realized that they were actively hiring. I explained that I was willing to work for less while I learned the job and gained experience and was hired. I joined a firm that did both rental and condominium management, a then new industry. Working once again, however, I found myself attending evening meetings and being on call on weekends but I did love my new job. I felt fulfilled and happy. Later I discovered why this job was such a good fit when I came across the Conative Index.

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