

# Lesson 4

## My Values and Place in the World

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### Student Resources

Resource	Description
Student Resource 4.1	Survey: What Matters to Me
Student Resource 4.2	Guide: What Matters to Me
Student Resource 4.3	Analysis: People Who Love What They Do
Student Resource 4.4	Reading: People Who Love What They Do

Student Resource 4.1

## Survey: What Matters to Me

Student Name: \_\_\_\_\_ Date: \_\_\_\_\_

**Directions:** Read each statement in the boxes below. Think about whether or not each statement sounds like you—how you think or feel about things.

If the statement is true, write “T” on the line next to it.

If the statement is false, write “F” on the line.

If the statement is sometimes true and sometimes false, leave the line blank.

At the bottom of each box, write down how many T’s you have.

Remember that this is not a test. There are no right or wrong answers. This is just a tool to help you think about what matters most to you.

Group A	Group B
_____ I get bored easily.	_____ I don’t like being told what to do.
_____ I like to try new things.	_____ I have my own ways of getting stuff done.
_____ I adjust well to unexpected events or a change in plans.	_____ I like to have control over my own schedule.
_____ I enjoy being surprised.	_____ I feel like I’d get more done if people would leave me alone and let me do things my own way.
How many T’s? _____ out of 4	How many T’s? _____ out of 4

Group C	Group D
_____ I’m comfortable speaking in front of other people.	_____ I would like to be famous.
_____ I enjoy telling other people what to do.	_____ I do my best work in front of other people.
_____ I feel pleased if someone refers to me as a “leader.”	_____ I would never do work if I didn’t get the credit for it or get to have my name on it.
_____ I would like to be an example for other people.	_____ I like being the center of attention.
How many T’s? _____ out of 4	How many T’s? _____ out of 4

Group E	Group F
<input type="checkbox"/> I get tired or overwhelmed when I have to deal with a lot of people.	<input type="checkbox"/> I like taking care of people or animals.
<input type="checkbox"/> I work better alone than with other people.	<input type="checkbox"/> I like being able to “fix” things, whether that’s putting a bandage on a kid’s scraped knee or giving a friend advice.
<input type="checkbox"/> I enjoy spending time alone.	<input type="checkbox"/> I feel good when I take care of others.
<input type="checkbox"/> I am comfortable in quiet places.	<input type="checkbox"/> I think it’s important to help other people.
How many T’s? _____ out of 4	How many T’s? _____ out of 4

Group G	Group H
<input type="checkbox"/> I like thinking “outside of the box.”	<input type="checkbox"/> I like working with my hands.
<input type="checkbox"/> I enjoy the arts: art, drama, dance, or music.	<input type="checkbox"/> I don’t like sitting still.
<input type="checkbox"/> I think it’s more interesting to imagine what “could be” than to talk about what “already is.”	<input type="checkbox"/> I enjoy sports.
<input type="checkbox"/> I like coming up with new ways to do something.	<input type="checkbox"/> I’d rather work outside all day long than sit in a classroom.
How many T’s? _____ out of 4	How many T’s? _____ out of 4

Group I	Group J
<input type="checkbox"/> I like to take risks.	<input type="checkbox"/> I don’t mind doing a boring or “not fun” job if it pays a lot of money.
<input type="checkbox"/> I think it’s boring to do “safe” or “predictable” things.	<input type="checkbox"/> I have more respect for people who earn a lot of money.
<input type="checkbox"/> I would rather learn to do a crazy stunt on a bike/rollerblades/skateboard than just ride around.	<input type="checkbox"/> When I’m an adult, I don’t want to have to worry about paying my bills.
<input type="checkbox"/> I am usually interested in trying stuff that other people won’t do.	<input type="checkbox"/> In the future, I would love to own the “best” of everything—a really nice car, a really great house, etc.
How many T’s? _____ out of 4	How many T’s? _____ out of 4

Group K	Group L
_____ I am motivated by what others say about me or what they might say about me.	_____ I get bored if a task is too easy.
_____ I think it's important to have other people respect you.	_____ I do my best work when I am "pushed" or challenged.
_____ I want to impress people.	_____ I would hate to have a job where I just did one thing all day long.
_____ I like it when people know who I am or have heard about me from others.	_____ I feel great after I finish a really hard task.
How many T's? _____ out of 4	How many T's? _____ out of 4

Group M	Group N
_____ I do my best work if I can talk it through with other people.	_____ I write or draw in a journal in my spare time.
_____ I like working together as part of a group or a team.	_____ Listening to music, reading a book, or watching a good movie can have a big impact on my mood.
_____ I get energized by being around other people.	_____ I am really affected by my surroundings.
_____ I would hate to work alone in a room all day.	_____ I tend to look for beautiful things in my everyday life.
How many T's? _____ out of 4	How many T's? _____ out of 4

**Plan Ahead Lesson 4**  
**My Values and Place in the World**

Group O	Group P
_____ I want to spend my time working on things that I believe in or for causes that feel important to me.	_____ I enjoy learning new things from books or classes.
_____ I spend a lot of time thinking about my place in the world.	_____ I like to analyze problems and work through them logically.
_____ I want to make the world a better place.	_____ I enjoy subjects like math and science.
_____ I have strong opinions about what is “right” or “fair.”	_____ I enjoy subjects like history and literature.
How many T’s? _____ out of 4	How many T’s? _____ out of 4

## Student Resource 4.2

# Guide: What Matters to Me

Student Name: \_\_\_\_\_ Date: \_\_\_\_\_

**Directions:** After completing the What Matters to Me questionnaire (Student Resource 4.1), use this guide to help you interpret your results. Copy your results—how many T's you scored for each group—onto this sheet to make it easier to find your answers.

In general, the higher your score, the more important this value is to you. In other words, if you got a 3 or a 4 out of 4 in a particular group, this value is probably something that is pretty important to you. If you got a 1 or a 2 out of 4, this value is something that is less important to you.

Read about the groups for which you received a 3 or a 4.

**REMEMBER:** There are no right or wrong answers!

<b>Group A: How many T's?</b>	_____ out of 4
<p>If you got a high score in this category, you value NOVELTY. That means that you are interested in new things. You probably enjoy change or surprises. You may do very well in unexpected circumstances. It may be hard for you to concentrate on routine or predictable things. That can be boring for you. You may be very adaptable and flexible.</p> <p>If novelty is important for you, you may want to look for a career or a field of study that is constantly changing or requires you to “think on your feet.” However, you will probably need to find ways to handle some repetitive or “boring” tasks, since almost every job involves a certain amount of routine.</p>	
<b>Group B: How many T's?</b>	_____ out of 4
<p>If you got a high score in this category, you value CONTROL. You like to do things your own way. You may enjoy being in charge of other people, or you might prefer to work by yourself. In either situation, you want to be able to choose when and how you get things done. You may get frustrated when you have to follow somebody else's directions. You may value self control in particular; you may also be someone who pays great attention to detail.</p> <p>People who value control can try many different career fields. Many of these people are organized and efficient workers who can succeed in a number of different jobs. However, people who value control may have a harder time early in their career, because most entry-level jobs require you to take orders from a lot of different people. Generally, you will earn more control as you rise higher in your chosen profession. So it's important to start thinking about how to respond appropriately to someone else's requests, even if it's more difficult for you.</p>	

**Group C: How many T's?**

\_\_\_\_\_ out of 4

If you got a high score in this category, you value LEADERSHIP. You may be the kind of person who serves on Student Council, organizes a dance or a party, or is a team captain in sports. Maybe you have been told you are a “natural leader.” People who value leadership are often more comfortable speaking in front of other people or telling other people what to do. If you are given a group assignment, you may be the one who jumps in first and starts figuring out how to do things. You are not afraid to take the initiative, which means get things going. You can think for yourself.

People who value leadership generally look for careers where they can guide and direct others. That could mean leading a company or running for public office. Many leaders also enjoy jobs like teaching or serving in the military. However, people who value leadership also need to learn to listen. A natural leader has an easy time talking and telling people what to do; that person also needs to listen to other people’s ideas and opinions.

**Group D: How many T's?**

\_\_\_\_\_ out of 4

If you got a high score in this category, you value ATTENTION. People may call you the “life of the party” or the “class clown.” You enjoy doing things that get other people to notice you. You may be someone who performs in school plays or plays sports, but you do your best when other people are watching. You might be what psychologists call an “extrovert,” which means that you draw your energy from being around a lot of other people.

You would probably love a career that let you be famous, but not everybody can achieve that. Since you know you do your best work when others are watching, use that to your advantage. Choose a field of study and a career that requires you to present your work to other people on a regular basis. That way you will always do your best. You might enjoy working in a field like public relations, where you are constantly dealing with media people as you promote your clients.

Keep in mind, though, that most people need to practice their work, even if nobody sees it. So it’s important to find ways to keep yourself motivated during the times when you aren’t getting a lot of attention for your work.

**Group E: How many T's?**

\_\_\_\_\_ out of 4

If you got a high score in this category, you value PERSONAL SPACE. People may call you “quiet,” “shy,” or “a loner.” It doesn’t mean that you don’t have friends, but you like to have time alone, too. If you spend too much time in a loud, noisy, crowded place, you probably feel tired. In psychology, you might be called an “introvert,” which means that you draw your energy from being alone or with a few people you trust.

People who value personal space may do well in careers that focus on things rather than people—for example, doing research or working with computers. They may also enjoy working for themselves or telecommuting, which means working outside the office and “commuting” by connecting over the Internet. But you can’t go to school all by yourself, and any job requires you to interact with people some of the time, so it’s important to think about how to get more comfortable at talking to or being around a large group and people you don’t know.

**Group F: How many T's?**

\_\_\_\_\_ out of 4

If you got a high score in this category, you value NURTURING, or concern for others. You may be good with younger children or animals. You might enjoy baby-sitting or pet-sitting. You feel good being able to help or solve others' problems. You are probably a good brother or sister and a good friend.

There are many jobs that are a good fit for someone who values nurturing and concern for others. You might want to be a doctor, nurse, or other medical worker. You might enjoy working with children as a teacher, or you might enjoy working with elderly people, who also need a lot of care. If you like animals, being a veterinarian, vet tech, or animal trainer might be appealing. Some nurturing people also work as a counselor, a therapist, or a psychologist. Nurturing people are very warm and caring, but sometimes they have a hard time saying "no" to others. If your friend needs help, but you have to study for a test, what do you do? Sometimes nurturing people are better at taking care of other people than they are at taking care of themselves. It's good to be supportive of other people, but make sure to balance it with your own needs!

**Group G: How many T's?**

\_\_\_\_\_ out of 4

If you got a high score in this category, you value CREATIVITY. You may be good at art, music, dance or drama, which are all creative activities. Or you might be creative in other ways—maybe you are good at making up stories or poems, or you can come up with creative ways to solve a problem. You might be good at inventing things or writing computer programs. All of these are different ways to be creative, or innovative. Innovation means dreaming up new ideas, products, or methods.

Creativity is a very valuable skill to have in many different career fields. In fact, lots of companies are starting to put more of an emphasis on finding creative employees, because they are better at solving problems and thinking up new products. However, some creative people have a hard time focusing on non-creative tasks. In school, you might do really well in a more creative subject, but really struggle in something that is factual or requires you to memorize things instead of make them up. Since no job is 100% creative all the time, it's important to find ways to use your creativity to help you do non-creative tasks. Maybe you can write a song or a poem to help you to memorize those terms, or create a computer program to help you to practice your math problems.

**Group H: How many T's?**

\_\_\_\_\_ out of 4

If you got a high score in this category, you value PHYSICAL ACTIVITY. You probably enjoy sports or doing stuff out-of-doors. It might be hard for you to sit still in a classroom all day. You may be good with your hands—good at fixing or building things. You might enjoy cooking, gardening, or doing crafts. You may prefer practical, hands-on activities. Maybe you are someone who learns by doing. For example, if someone tried to tell you how to change a car tire or cook dinner, you wouldn't really get it. But if you can get in there and try to change the tire or cook the recipe yourself, you'll figure it out.

People who value physical activity sometimes struggle in school, because a lot of school is about sitting still and listening. You may find it easier to concentrate if you get enough physical activity during your breaks. When it's time to get a job, there are many jobs that require people with good physical skills—anything from being a professional athlete to doing construction or working as a beautician or massage therapist. Remember that you will be more successful in all of these jobs if you develop good basic reading, writing, and math skills, so remember to stay focused, even on those days when you'd rather be doing something physical.



**Group I: How many T's?**

\_\_\_\_\_ out of 4

If you got a high score in this category, you value RISK-TAKING. People may call you an “adrenaline junkie” because you like to take chances and do things that other people won’t do. You might find it boring to do things the usual way. You may be highly innovative, thinking of new ways to do things. You are also probably comfortable taking the initiative, which means you’re not afraid to take a fresh approach or to get something started.

Many risk-takers are very successful in their careers. After all, the first astronauts to fly into space or the people who invented the first home computer were doing things that other people said were “crazy.” People who are on the cutting edge of their field usually have to take a lot of risks. By trying new things, they are taking a chance that they—or their company—might fail. Risk-takers may enjoy starting their own business or working in fields like science or technology. Advertising can also be a good fit for risk-takers, because launching a major advertising campaign can be very risky. Many risk-takers excel in the military.

However, people who value risk-taking have to learn to identify “smart” risks and “stupid” risks. Successful scientists and entrepreneurs take “smart” risks to make new discoveries and launch new products, but some risks are not worth taking.

**Group J: How many T's?**

\_\_\_\_\_ out of 4

If you got a high score in this category, you value WEALTH. It is important to you to have enough money that you don’t have to worry about how to pay your bills. You may have specific things you want to buy or do—for example, own a certain type of car or be able to take a trip somewhere far away. These things are important enough to you that you are willing to do a slightly less interesting job as long as it pays well.

Many people who value wealth get jobs in the business or financial sectors. Many of these jobs pay very well and people spend their time dealing with money and how to make more of it. Other people who value wealth may choose jobs in other fields that traditionally pay well, like being a doctor or a lawyer. However, it’s important to realize that an entry-level job in this field may not pay the big salary you’re dreaming of. If your goal is to make a lot of money, you will probably need to work your way up the career ladder. That usually means you need good grades in school and a good work record, so consider your time in school right now an investment in your future!

**Group K: How many T's?**

\_\_\_\_\_ out of 4

If you got a high score in this category, you value REPUTATION. You care what other people think and say about you. It’s important for you to have a reputation that people respect. You like to impress people. You may want to impress them with material things—wearing the right clothes, jewelry, etc.—or you may want to impress them with what you say and do.

You will probably do well in a career where your work is presented to other people. Your drive to impress people can lead you to great success, because you want to develop a good reputation within your company and your field. However, especially in your adolescent years, it’s possible to be too concerned about what other people think about you. Try to develop a good sense of yourself and keep a few trusted friends close by. That way, if some people don’t understand, like, or respect you, you won’t be too upset by their negativity.

**Group L: How many T's?**

\_\_\_\_\_ out of 4

If you got a high score in this category, you value CHALLENGE. Whether it's a challenging teacher or a tough coach, if somebody pushes you to do your best, you will usually succeed. If things are too easy, you might tune out or stop trying. You have a high stress tolerance, meaning that you can withstand stressors that might cause others to give up.

When you think about future careers, you can't imagine having a job where you did the same exact thing every day. For you, that would be too boring! Fortunately, there are lots of jobs out there that can offer a wide range of experiences and challenges for you. Whether it's curing a disease, inventing a new product, or solving a problem, you can find a challenge that appeals to you.

Remember, though, that many entry-level jobs are not very challenging. Companies need to figure out which people can handle the challenge and which people can't. It may be hard for you to stay focused if you're doing an entry-level job—or taking a “boring” class in school—but remember that you have to prove that you have the knowledge and the dedication to handle big challenges before someone will give you a chance to work on them.

**Group M: How many T's?**

\_\_\_\_\_ out of 4

If you got a high score in this category, you value COLLABORATION. You like working in a group. In fact, you might feel as if you work better when you talk over your ideas with other people. You may enjoy playing team sports. You might be what psychologists call an “extrovert,” which means that you draw your energy from being around a lot of other people. Some introverts can get a high score in this category too because they like working with a small group of trusted people. Either way, you value cooperation.

People who value collaboration generally make very good coworkers and can be successful in a lot of fields. You may want to look at careers that involve dealing with other people in a group setting like an office. Working together to solve a problem, having a meeting to make a big decision—these are common experiences in an office, and collaborative people usually excel in those situations. However, no job is 100% collaborative. You will always have times when you have to sit alone at your desk and figure things out, so if that's difficult for you, start thinking now about how to be more successful at those types of tasks.

**Group N: How many T's?**

\_\_\_\_\_ out of 4

If you got a high score in this category, you value SENSITIVITY. You may be told you are “thin-skinned” or that you “feel things more deeply than other people.” You may be a very emotional person who cries easily. You might be very sympathetic, easily affected by your friends’ moods. You may be sensitive to artistic things like poetry, art, film, or music. You might be the type of person who reacts to beauty in the world around you—a sunset, or a flower growing through a crack in the sidewalk.

Many sensitive people are also artistic, and you may enjoy a career in art, music, dance, drama, film, or creative writing. Sensitive people often are especially good at understanding how other people are feeling. They may excel as nurses or counselors, and they may be good at working with “special needs” populations—for example, people with disabilities or people who have been abused. You probably pay good attention to detail as well, especially if you know the details are important to people or causes you care about.

Things can be difficult for sensitive people. Other people may not understand why something upset you or excited you, and because you are sensitive, you may get hurt or disappointed more often. However, you will also probably get excited or happy more often than another person, and you will probably notice many beautiful and meaningful things that other people are too busy or distracted to pay attention to.

**Group O: How many T's?**

\_\_\_\_\_ out of 4

If you got a high score in this category, you value IDEALISM. That means that you have strong ideas or beliefs about how the world “should be” and you want to do something to make your beliefs come true. You may get angry or excited about things that you think are not right or not fair. You will happily spend a lot of time working for a cause that you believe in. You want to be someone who makes the world a better place. You have integrity, which means you are honest and have strong moral principles. You might already be involved in student marches or campaigns online to promote specific causes that are close to your heart.

People who value idealism may enjoy working in public service or government. They might work or volunteer for a nonprofit organization that they believe in. They might get a job in the field of medicine or education, since those two fields can have a direct impact on the future of the country and the world. Many large companies also have foundations, which use some of the company’s profits to do charitable work.

If idealism is important to you, it may affect what kind of company you work for, rather than what kind of job you do. For example, you could be an architect or an engineer, but if you value idealism, you might be an architect who builds green buildings or helps design low-cost homes for poor people. If you’re an engineer, maybe you will help design a new technology that helps bring electricity or clean water to people in third world countries.

Idealists can do a lot of good, but they can also get discouraged and disillusioned when the world isn’t as ideal as they hoped. It’s important to try to keep a certain amount of realism in mind. You won’t solve these big problems overnight, and not everyone will feel as strongly about them as you do. But you can still make a difference.

**Group P: How many T's?**

\_\_\_\_\_ out of 4

If you got a high score in this category, you value LEARNING. You may be a good student. You probably like school (at least some parts of it), and you would probably enjoy going to college and maybe even graduate school. But even when you're not in a class, you like to learn new things. Maybe you watch educational shows on TV or online about different topics, or you read books and teach yourself. You may be fond of math and science; you may be very analytical. Or you may prefer history and literature, but you can lose yourself in a topic that interests you. You are interested in ideas, thinking, and figuring things out.

Loving to learn is key to most, if not all, careers. Many people who value learning work in the field of education as teachers, administrators, or college professors. People who value learning tend to make good teachers, and every career field needs people who can train the next generation of workers. In today's ever-changing economy, employers look for people who are lifelong learners—people who can learn new techniques and technologies. However, even people who love to learn may struggle to pay attention to things they aren't interested in. It's important to develop your concentration skills so that you can learn the things you have to know, as well as the ones you want to know.

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## Frequently Asked Questions

### I scored a 3 or a 4 in many different categories. What does that mean?

Most people would probably score a 3 or a 4 in several different categories of this questionnaire. None of us has only one thing we value. And your results will probably change as you get older. As we experience different things in our life, our values often change. For example, this questionnaire is written for teenagers, so it doesn't ask questions about things like being married or having kids. But if you grow up and get married and have kids that will probably have a big impact on what matters most in your life.

This is just the first of several personal evaluation tools you will use in this course to help you get to know yourself a little better. As you take more of these tools, you will hopefully start to get a clearer picture of what you might want your future life to look like.

### I got some results that don't sound like me at all! What does that mean?

These types of tools are written to work for a wide range of different people. That means that their results may not always be 100% accurate for you. This questionnaire is just for your personal knowledge. No one is going to ask you to make decisions about your course schedule or your future career and school plans based on this one assessment tool.

If you got results that are unexpected or don't sound like who you think you are, take time to read over the questions associated with those results. Maybe you said something was "True" that isn't always true for you. Or maybe, if you think your answers were accurate, you have hidden talents and values that you aren't sharing with other people right now. The goal of this questionnaire is to get you thinking about yourself and what you value—not to tell you who you are.

Student Resource 4.3

## Analysis: People Who Love What They Do

Student Name: \_\_\_\_\_ Date: \_\_\_\_\_

Directions: After reading each profile, respond to the questions below. An example is provided.

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### Practice Profile

Read the first profile about Jeanne Trufant in Student Resource 4.4.

Then, read each question and each answer below.

Go back to the reading and underline the sentences that provide clues to the answers. This will help you see how to find the answers in the other profiles. You can also refer to Student Resource 4.2, Guide: What Matters to Me.

1. What did this person enjoy doing as he/she was growing up?

*Jeanne liked to play basketball. She performed in school plays. But her favorite thing was playing video games and playing around with computers.*

2. What does this person value now—what matters to him/her?

*Jeanne values learning and being active. She is social and an extrovert. She likes novelty: traveling to new places, meeting new people, and playing new games.*

3. Why is this person's work a good match for what this person values?

*She is really excited about video games and computers, and that's what she works with all day. She also likes meeting new people, and that's part of this job. And she enjoys traveling, which this job requires. She does not put as much of a value on making money or having a lot of free time, which is good, because this job doesn't pay a lot of money, and she is expected to work long hours.*

Before handing in your assignment, check to make sure it meets or exceeds the following assessment criteria:

- The responses are based on a careful reading of each profile.
- The responses indicate a good understanding of what each character values.
- The responses clearly describe the connection between the character's values and choice of work.
- All responses are neat and use proper spelling and grammar.

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## Profile #1

Name of Person in Profile: \_\_\_\_\_

1. What did this person enjoy doing as he/she was growing up?

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2. What does this person value now—what matters to him/her?

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3. Why is this person's work a good match for what this person values?

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## Profile #2

Name of Person in Profile \_\_\_\_\_

1. What did this person enjoy doing as he/she was growing up?

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2. What does this person value now—what matters to him/her?

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3. Why is this person's work a good match for what this person values?

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## Profile #3

**Name of Person in Profile:** \_\_\_\_\_

1. What did this person enjoy doing as he/she was growing up?

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2. What does this person value now—what matters to him/her?

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3. Why is this person's work a good match for what this person values?

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#### Student Resource 4.4

## Reading: People Who Love What They Do

Directions: Choose three profiles and answer the questions on Student Resource 4.3. The first profile is for practice.

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### Practice Profile: Jeanne Trufant, Video Game Reviewer

Jeanne Trufant grew up in New Orleans, Louisiana. Jeanne was a point guard on the basketball team. She also acted in school plays. Being physically active was important to her. She was also very social. She has always been outgoing, confident, and good at talking to people. But her favorite thing to do was to play video games and play around with computers. She'd lose track of time and her mom would tell her to get off the computer! Today, nobody tells Jeanne to stop playing video games, because she reviews them for a living.

Jeanne works for one of the world's best-known gaming websites. She gets copies of games before they are released to the public. She plays them and then writes a review so that gamers know what to expect before they buy a game.

Jeanne didn't study to become a game reviewer. In college, she majored in her favorite subject, history. But Jeanne's job requires many skills that she developed while she was in college. She has to write very well and quickly, because the writers have daily deadlines for producing new articles. She also needs good computer skills. Since she writes for a website, she needs to understand how to publish articles, pictures, and videos to the Internet. Since Jeanne has always enjoyed learning new things as well as working with her hands, she enjoyed developing these skills.

Jeanne has to meet lots of people and do interviews. Sometimes she travels to other countries to research a story about a video game that is being developed. She loves traveling! She needs to be comfortable talking to just about anybody. She has talked to famous athletes as well as game designers that nobody has heard of. She needs good listening skills to conduct her interviews. Jeanne also has to be comfortable talking about her job. She regularly records podcasts or video clips, which are posted on her website. She has to know a lot about games and how they are developed. Sometimes companies ask her advice before they finish putting a game together. Finally, Jeanne is really, really good at playing the games.

Jeanne works long hours, and she could make a lot more money in another line of work. But she gets to try all different kinds of games, meet lots of interesting people, and travel all over the world. She wouldn't trade her job for anything!

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## Alex Brownstein, Dog Trainer, Guide Dogs for the Blind

If you drive around San Rafael, California, you might see a man with a Seeing Eye dog. But the man isn't blind, and the dog isn't leading him down the street. Instead they are walking and stopping, turning around, and walking some more. The man, Alex Brownstein, is talking to the dog and watching him carefully. He gives the dog lots of treats out of a bag attached to his belt. Alex is a special kind of trainer who teaches dogs how to be guide dogs for blind people.

When a potential guide dog is about a year old, he comes to live at the training center. He is paired with a trainer who works with him every day. At first the dog doesn't know how to do anything. But by the time he graduates, the trainer has taught him how to do a whole lot of different things. Guide dogs even learn to think for themselves! For example, if the dog is leading a blind person and notices a low tree branch up ahead, he steers the blind person around it. Maybe the blind person thinks it's okay to cross the street, but the dog can see a bicyclist coming. If they step into the street, the blind person will get hit by the bicycle. In that case, the dog will disobey a command and keep the blind person out of the street so she doesn't get hit.

Alex is one of those people who is very good with animals. He is patient and calm, observant and thoughtful. Growing up, he loved spending time with animals (sometimes even more than people!). He thought about being a veterinarian one day. During college, he started working as a volunteer at an animal shelter. He taught the dogs basic obedience—to sit, stay, and follow other commands. He worked with the dogs to make them adoptable. Alex realized that he had a talent for training dogs. Alex knows each dog is different, and he has to work with each dog in a slightly different way. He is also comfortable being on his own, without talking to many people in a day. The hardest part of Alex's job is saying goodbye to the dog he has spent so much time with. But Alex can keep his goal in mind: giving a blind person the gift of an amazing companion who can keep her safe and take her anywhere.

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## **Josh Worthington, Elder Care Specialist**

Josh Worthington has always had what his grandmother called “a healing touch.” Josh is the oldest of nine brothers and sisters. His parents both worked two jobs just to pay the bills, so Josh was left in charge a lot of the time. His grandmother was the first one to notice how good he was at taking care of people. When a younger brother or sister skinned a knee, Josh could fix it up and get the crying to stop in no time.

Josh loved to visit his grandparents even though they lived in an “old people’s home.” But he noticed that many of his grandparents’ friends never got any visitors at all. He started to visit other people living in the retirement community, and he found that he was good at cheering people up. More than that, he really enjoyed listening to the stories older people told about their lives.

When Josh was getting ready to graduate from high school, his parents didn’t have enough money to send Josh to a four-year college. That was okay with Josh, who wasn’t that interested in college anyway. But he asked his parents if they could help him pay for some classes at the community college.

“What will you study?” his mom asked. Josh showed them a brochure he had picked up. The community college was offering a Medical Assistant training program that specialized in working with the elderly.

“The number of older people in the country is increasing as the Baby Boomers get older,” Josh said. “They need people to look after them—not full-time nurses or doctors, but people to help them in other ways. I could help them get to appointments and do chores for them. I could handle minor medical tasks like taking their blood pressure or giving them medications. The home where Grandma and Grandpa live is always looking for trained workers—I bet I could get a job there. Then I could see Grandma and Grandpa every day!”

Josh’s parents looked the brochure over. The training program was very thorough. Josh would be able to get additional training for things like how to deal with people who have Alzheimer’s. His parents felt relieved. This was something Josh was really excited about, and they knew he’d be good at it. Best of all, he’d be able to really help the older people he took care of—and make them feel special.

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## **Tamara Lampitoc, Political Consultant**

If you watch the news, you've probably seen people that Tamara Lampitoc has worked for. Tamara is a political consultant. That means that she helps people get elected to public office. Tamara has worked on local campaigns for mayor and city council, and on state campaigns for governor, senator, and representative.

Tamara's grandfather was a city councilman. She used to go to some of his campaign events and victory parties. As she grew up, she had summer jobs answering phones in his office or going door-to-door to promote his campaign. Tamara's sister and brother hated it. They thought the council meetings were boring. They were embarrassed when their grandfather had fundraisers and asked people for money. But Tamara loved it.

Tamara got very involved with political causes when she went to college. She volunteered on a presidential campaign and helped organize some student demonstrations. She also studied political science in college and started reading up on current events.

Today, Tamara is what people call a "news junkie." She subscribes to three newspapers and several news magazines, and she's always reading the news on her smartphone. She knows about current events all over the world. She can answer questions about the latest bill in Congress or the president's most recent approval ratings.

Tamara is good with people, although sometimes she can be a little bossy. She is confident and speaks well in front of a crowd. She has no problem asking people for money if it's for a cause or a candidate she believes in. Tamara is extremely organized, which is important. One of her responsibilities is to keep track of her candidates' schedules so they don't miss an important meeting or public appearance.

Tamara is also a big fan of social networking sites. She's on Facebook, Twitter—you name it, and Tamara has a profile. She uses these sites to keep in touch with people. She also encourages them to participate in events or causes that she believes in. Tamara is passionate about making the world a better place.

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## Marc Tourniaire, Medical Device Designer

When Marc Tourniaire graduated from high school, he knew he loved three things—science, art, and surfing. He planned to be a doctor and take art classes as a way to relax. After he got through college and medical school, he would open a medical practice someplace near the beach. That way he could sneak out and go surfing before work each day. But his plans changed dramatically during his junior year of college.

Marc and his buddies had saved up for months to take a surfing trip to Australia. On the third day of their trip, Marc and his best friend, Ben, went surfing early in the morning. Ben went in first, and before Marc knew what happened, a shark had attacked. Ben survived, but his left leg had to be amputated at the knee.

Marc spent a lot of time with Ben, helping him get to all the doctor's appointments. He was surprised by how many different people had to work together to help Ben get a prosthetic leg, and he started thinking. He was having a hard time with some of the really advanced pre-med courses. He still loved science and wanted to help people. Maybe he could work in the medical field without being a doctor.

Marc went with Ben to pick out his prosthetic to replace his amputated leg. Marc was amazed at how many choices there were. Ben was always an athletic guy, and he picked out a very high-tech fiberglass leg that would let him continue to run marathons. But Marc noticed that there really weren't very many options for people who wanted a realistic-looking prosthetic. And that gave him an idea.

Today, Marc works as a medical device designer. His specialty is unique, individualized prosthetics. If a person has lost an arm, she goes to see Marc. First he will take photographs of her other arm. He uses those photographs and his art skills to sculpt an arm that matches—the same skin tone, even the same length of fingernails. Then he does a series of fittings, where the client tries on the arm and practices using it. Marc makes tiny adjustments until it fits perfectly.

In addition to his art and medical knowledge, Marc needs to have good listening skills and be empathetic. His experience with Ben helped him to gain these skills. He understands that he is working with people who have gone through a very difficult experience, and he needs to be as understanding as possible in order to do his job. Sometimes it's challenging, but Marc feels good because he knows his work has truly made a difference in someone's life.

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## Giovanna Volpi, Wind Farm Technician

Ever since she was a little girl, Giovanna Volpi knew she wanted to be her own boss. She loved the idea of starting up a business and maybe doing something mechanical. In high school, she took welding and automotive repair classes at the local community college. Giovanna said she never wanted to have to rely on anybody else to do work that she could do herself.

Today, Giovanna runs a wind farm—a collection of windmills that generate power. Giovanna went to school to learn how to operate the machinery. Then she started out working as an assistant on a wind farm. She had to climb inside the windmill and maintain the machinery or fix it if it broke down. It's a good thing that Giovanna is athletic and not afraid of heights, because the windmills can be 100 feet tall!

After several years, Giovanna was able to get some investors to help her start her own wind farm. She manages it, and the investors get a share of the profits. Giovanna recently signed a big deal for her wind farm. Her farm will provide electricity to the utility company that provides power to San Francisco! At first, Giovanna had to maintain all the equipment on her own. But now that the wind farm is making money, she has hired a few employees. She still climbs into the windmills every now and then, just to make sure she remembers how to fix them.

In addition to her mechanical skills, Giovanna has learned through experience how to run a business. In fact, she's thinking about going back to school and getting an MBA, or a master's degree in business administration. With investors and budgets and payroll and insurance, there's a lot to think about! Giovanna works hard, and she's invested a lot of her own money in the business. So if something goes wrong, she'll have to start all over from scratch. But she loves the fact that she's her own boss, and she's definitely doing something unique, just as she always said she would.

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## **Victor Costales, Scenic Painter**

Victor Costales is a scenic painter. He creates the murals and wall décor you see in hotels, restaurants, and other public buildings.

Victor was the sort of kid who would rather draw pictures on his homework than answer the questions. He graduated from high school and went to art school instead of a traditional four-year college. Victor loved doing nothing but art in his classes, but he thought his classmates were kind of snobby. Their paintings were weird and hard to understand. Victor wanted to find a way to make art easy to understand. He wanted to bring beauty to everyday places.

After art school, Victor was waiting tables at a little Italian café and trying to figure out what to do with his life. One day he heard the owners complaining about how dingy and run-down the café was looking. That gave Victor an idea. He offered to repaint the café for them. But not just paint it—redecorate it by creating a mural of Italian scenery along one wall. The owners were doubtful, but Victor sketched out a small version of the scene he could paint. The owners decided to let him do it. Victor's mural turned out beautifully, and the owners were thrilled. Pretty soon, Victor was getting phone calls from restaurants and shops all over town.

Today, Victor is in demand by businesses all over the world. He has painted murals that are reproduced in nationwide chain restaurants like The Olive Garden. His murals also cover the walls of several famous Las Vegas hotels. In addition to his obvious artistic talents, Victor needs to have good communication skills. Often a business owner has an idea of what she wants in a mural, but she can't draw or paint. So she describes it to Victor, and he has to turn that description into a work of art.

Victor is a big success now and can choose the jobs that really interest him. He has made friends with some other younger artists, and he passes jobs onto them if he's too busy or not interested. He also has time to devote to working on public murals to make inner-city neighborhoods more beautiful. Best of all, Victor has finally succeeded in making art something that that you don't have to go to a museum to enjoy.

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## **Sara Ann Garcia, Organic Farmer**

Every morning, Sara Ann Garcia is up before sunrise. She is the third generation of her family to run the Garcia Farm. It's hard, physical work, but she wouldn't trade it for anything in the world.

Sara Ann spends her days outside. She does a lot of work herself, but she also has a number of student interns who work for her part-time throughout the year. Even when it's raining or very hot, you'll find Sara Ann and the students outside with the crops.

Most of Sara Ann's training came from working alongside her parents as they ran the farm. Like them, she is kind of quiet but very focused. She notices every small change in the weather, the soil, and the crops. She prefers to get things done than to hang out or watch TV. She is restless and doing something physical feels right to her—especially if it's outside. But she also went to college and got a degree in agricultural science. She studied biology and ecology and even chemistry, so she understands how to use fertilizers and pesticides.

After studying all those pesticides, Sara Ann decided to make the Garcia Farm organic. That means that she only uses natural products to fertilize the soil and keep insect pests down to reasonable levels. Growing organic food is even harder work, but Sara Ann likes knowing that she's doing something that is better for the earth. Organic food is also healthier for people to eat. Now that she has stopped using chemical pesticides, birds and ladybugs are starting to appear. They are natural pest controls.

Sara Ann sells her produce to two main clients. One is an organic grocery service, which delivers organic produce to people's houses. Sara Ann's other client is the local school board, which buys her fruits and vegetables to serve in the school cafeteria. Next school year, she hopes to organize farm tours for elementary school classes so that younger kids can learn more about the source of their food. Sara Ann feels good about the fact that her food helps people be healthier. She loves waking up each morning, knowing that she can spend the day quietly working away on the farm, enjoying the fresh air and the beautiful scenery around her.