

THE CALLING EXERCISE

Find work you love

Find one thing you would love to get paid to do, and take a first step while keeping your job.

You can appreciate what you have and still want to explore something else. Your path might lead to a company, a business of your own, or different work within your current job.

Start with 20-30 minutes for Steps 1 and 2. Then give yourself time to research Step 3. Type into the fields or print and write. Keep extra paper handy.

STEP 1 What do you love?

Write freely before deciding what is practical or how it might pay. Include interests outside your current work. Keep adding ideas as they come to you.

Use these questions to get started

What do you love doing, reading about, or learning?

What did you want to do when you were younger?

What do you think about when you have time to yourself?

What do people ask you to help them do?

What do you spend money on, or happily pay to do?

My interests and activities

Circle or mark three interests you would like to explore.

STEP 2

How could you get paid for it?

Choose interests from Step 1 and expand each into several possibilities. Aim for 20 ideas. Include ideas that stretch you. You will choose later.

Consider doing the activity for others, teaching it, selling something related to it, or working for an organization that does it.

Example An interest in cooking could lead to

Preparing meals for families, teaching a cooking class, selling cooking equipment, or working in a restaurant kitchen. These are possibilities to investigate.

What do you already have to offer?

Skills, experience, knowledge, or relationships you could build on.

List 20 possible ways to get paid

1.		11.	
2.		12.	
3.		13.	
4.		14.	
5.		15.	
6.		16.	
7.		17.	
8.		18.	
9.		19.	
10.		20.	

Mark the three ideas you would most like to learn about. Look for a common activity, a kind of person you want to help, or a problem you enjoy solving.

STEP 3

Who is doing it now?

Find people who actually earn money doing work that interests you. Start with your three favorite possibilities. Aim for five people.

You can begin with someone you know, an employer website, or a search for the activity plus a job title. Look for evidence of current work: an employer role, customers, classes, services, or products.

For each person, record their name, the work they do, and a link or way to contact them. If you only know a role or organization, write that first and keep looking.

1 Name / work / link or contact**2 Name / work / link or contact****3 Name / work / link or contact****4 Name / work / link or contact****5 Name / work / link or contact**

Which person would you like to learn from first?

PUT STEP 3 INTO ACTION

Arrange one conversation

Choose one person and ask about their experience. This is a chance to learn what the work is really like before deciding whether to pursue it.

A message you can adapt

Hi [Name], I am exploring [type of work] and noticed that you [specific connection]. Would you be open to a 15-minute conversation about how you got started and what the work is like? Thank you, [Your name].

Ask about the work

How did you get started? What did you do last Tuesday?

What do you enjoy? What is difficult or frustrating?

What would you suggest I try first? Who else should I talk to?

My next step and when I will take it**After the conversation**

What still interests you? What surprised you? Choose a small way to try the work: observe, take a class, volunteer, or do a project. You can keep your job while you learn.

What I learned and what I want to try next**Want help turning your ideas into a direction?**

If you would like to work with me, bring this worksheet to a conversation. We can look at what interests you, what you have to offer, and where you need help choosing or testing a path.

Schedule a conversation with Dale

calendly.com/dalecallahan/30min