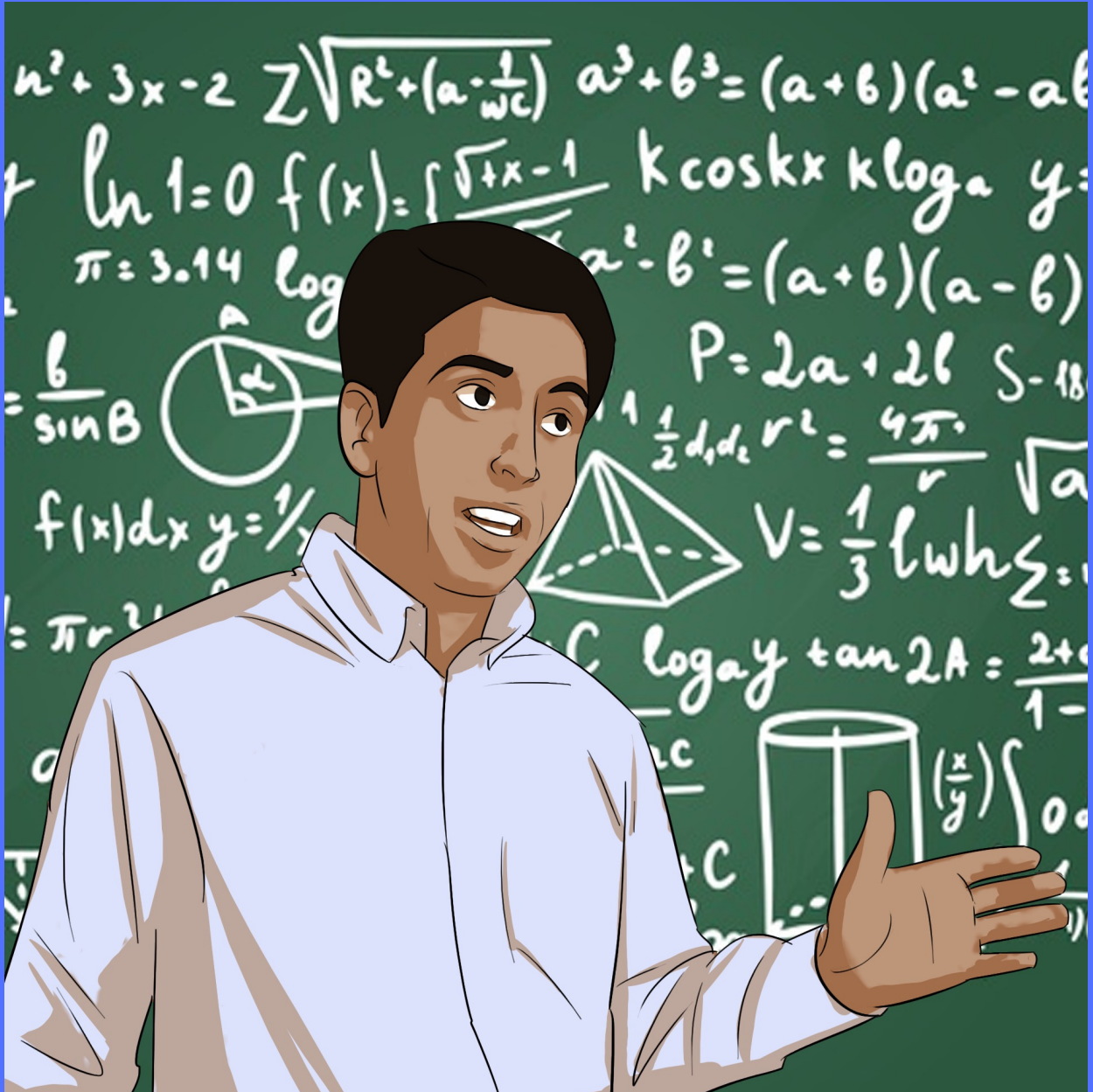


Helper Personality





Hello!

Thank you for downloading a sample of "Dream It and Do It"- a new way to teach kids about career options.

In the attached you will find 5 career stories that match your child's personality type. Each story is based on a modern day role model and their path from childhood to success. On the next page you will find a full description of each of the 6 personality types.

Research shows that kids are more likely to be interested in careers if they have exposure to the person doing them. Kids respond to role models, like super heroes, especially if they know they have something in common with them - like the same personality traits.

Today, you can purchase 100 different career stories at "Dream It and Do It" at www.dreamitanddoitkids.com. If you click on the "role models" link, you will find the full list of stories and their personality types so you can see which ones of the full list match up to your child's personality. Note that there is also a secondary personality assigned to each career, so your child might also be interested in careers where their personality matches the secondary trait.

For my next project, I am working on a series of 6 books, each one dedicated specifically to a career personality type, to make helping your child find the role models that are like them even easier. Later this year, I will be launching a crowdfunding campaign to support that project. Please join my [VIP Facebook group](#) to get special offers and updates on the campaign. Inside the group I will be discussing more about each personality type and what parents can do to support their child's dreams.

The 6 Career Personalities

Career placement firms have been using the research done by John Holland for decades. His research shows that personalities have a large impact on job satisfaction. This means if you can identify the career personality of your child earlier in life that you increase the chance of them finding a career path that they will be satisfied doing.

Do'ers: Your child values tangible activities over ideas or people. They enjoy working with their hands and making physical things. Try to be patient when your child shows a passion for taking your things apart to learn how they work.

Thinker: Your child values problem solving and working with ideas. They love learning new things about how the world around them works. You may find your child asks, "why" a lot because they are so curious.

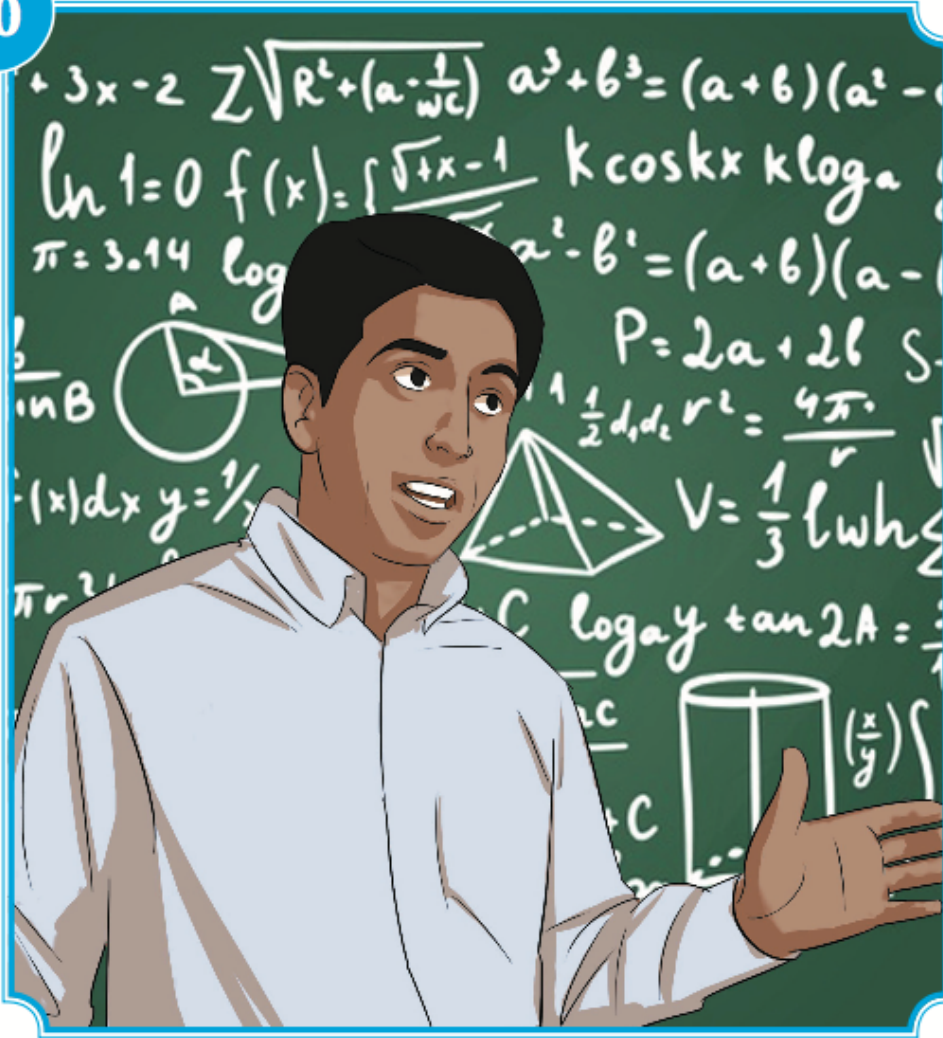
Artistic: Your child values being able to use their imagination and creating ideas from scratch. They also value the ability to share those ideas with others. Try to be patient with their need to define themselves through self-expression.

Helper: Your child values relationships with friends and family and has an internal drive to make the world a better place. They like to make-believe themselves in adult roles like parents and teachers. Be patient with their feelings as they care quite a bit what other think of them due to their caring nature.

Pioneer- Your child values leading others and getting them to see things their way. Persuaders are energetic, ambitious, adventurous, sociable and self-confident. Be patient with what seems like bossy as they learn the boundaries of this confidence.

Organizer - Your child values structure and rules. They are creative thinkers and problem solvers, but want to be given constraints by which they need to follow. Be patient with their need to look to others, including you, for guidance.

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Dream of Helping People Learn

LIKE
Sal Khan

Do you have a younger sibling? Do you enjoy showing them how to do something difficult? Or, maybe you're the younger sibling or cousin and you rely on your older family members to teach you new things. Either way, that is what teaching is about, helping someone to grow. The teachers that you're aware of are probably the ones at your school, but you can teach any age just about any topic. If you wanted to take an art

✦ class on the weekends, that requires a teacher. If you want to attend college, those require teachers called professors. You can teach online as well as in the classroom. In the year 2020, many kids have experienced learning through the Internet. Sal Khan is an educator ✦ who helped develop online learning courses long before they were a part of “normal” life.

Sal believes that learning is important and when his cousins needed some help in school, he offered to be their tutor. He didn't live close by, so he had to tutor them remotely over the computer. To help make it easy to learn on their own, Sal made YouTube videos that were based on the topics they were studying.

The cousins told him, “We like YouTube Sal more than in-person Sal.” Instead of letting this hurt his feelings, Sal asked them a simple question, “Why?” They said it was because they could pause and repeat concepts without feeling embarrassed when they didn't understand something at first. ✦

Sal started making more videos on more topics. Soon, people were finding his videos on YouTube and using them for learning as well. Because Sal cared more about helping people grow than making money, he kept all his videos free. He started getting comments and letters from people around the world. One letter said, “My 12-year-old son has autism and has had a terrible time with math. We have tried everything, viewed everything, and bought everything. We stumbled on your video of decimals and got through it. Then we went on to dreaded fractions. Again, he got it. We cannot believe it. He is so excited.” Letters like this made him realize that he had a calling as an educator and how good it felt to be helping people. ✦

Sal kept on making videos on lots of different topics. He now has over 2,000 videos and his own online school called the Khan Academy. Now, all sorts of people from all over the world can get an education for free! A young girl in India, whose family didn't have money to send her to school, was able to learn from her one room home because of these videos. ✦

Teachers also started using these videos in the classroom. Instead of teaching during the day and giving homework at night, teachers would assign videos to watch at home and students would now do homework together in the classroom, making sure that everyone understands what they're learning. Sal says, “This is like learning to ride a bicycle. If after 2 weeks you haven't learned how to stop properly, I don't just give you a bad grade and then make you move on to a harder bike. Our classes make it okay to experiment and fail, but you have to get the concept before you're allowed to move on.” ✦

If you're interested in becoming a teacher, it's easy to get started. Find something you enjoy doing and teach it to someone else. Maybe it's helping a younger sibling with their ABC's, teaching a friend how to draw your favorite cartoon, or maybe there is someone in your class that you notice is having difficulty with a subject you understand well. Think about how to make your tutoring interesting and remember to be patient with the person learning. ✦

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Dream of Helping People Manage Money

LIKE

Dave Ramsey

When you get money in a birthday card, what do you do with it? Do you save it in a piggy bank? In a bank account? Do you run out and spend it right away? As you get older, what you do with your money can make a major difference in the quality of your future life. Not everyone is skilled at saving for things like a new home, college education or retirement. Because of this, there are people who are able to help people manage their money so that they have enough. Dave Ramsey has a radio, TV show and book with the single focus of helping people to be smart with their money.

When Dave was a child, he wanted to get a slushie drink from the local gas station. He approached his father for some money and his father asked him, "Where do you think the money I am giving you comes from?" Dave thought about the answer and said, "I suppose your job." "That's right," said his father. "Now, it's your turn to make the money you want for things like slushies. What skill do you have that could help you to make your own money?" Dave decided that this skill was cutting grass. He went to a printer and had 500 business cards made. He went door to door handing out these cards and, by the end of handing them out, he had twenty-seven yards to mow! As he grew up, he continued to find little businesses that he could start and began to appreciate the power of having his own money.

After graduation, he used this money to help him buy several houses with the plan of selling them. It worked so well that he wanted to buy more. So, he borrowed money from a bank (called a loan). There was a problem with the bank and they asked him to pay all the money back at once. He could not. He had to go through a process that forgave him for the money he owed, called bankruptcy. Declaring yourself bankrupt makes it very hard for banks to trust you again. Dave had to learn about managing money and how to start over.

After losing all his money, Dave slowly recovered. A friend asked him how he did it. And so, he showed him how to make a budget. Look at all the money you have, what the bills you have to pay and how much do you need to pay off money you already owe. Think of the money you get from your birthday cards. You could spend it all at once on one big thing, you could buy a few smaller things, or spend some and save some or save it all. This is a budget, because you're figuring out how to manage your money without overspending. His friend was grateful. Dave thought, "This is something that I could be good at."

He started a class at his church about money management that quickly grew. Before long, he was asked to bring his advice to a local radio station. The phones didn't stop ringing the entire time that he was on the show. Dave was so inspired by how much he could help the person on the other end of the phone line that he offered to work for free to have a radio show of his own. The message of the show was simple, but it worked. Don't buy things you can't afford. If you owe money, pay it back. Create a budget and stick to it. Simple.

His show is special because it gives people hope. "It's crazy what people can pull off when they believe they can. But also, it shows what they can't accomplish when they think they can't. The fuel is the hope," says Dave. He started something called the "debt-free scream." When people owed money and paid it off, they would drive from hundreds of miles away. They drove, sometimes for days, to come to the radio station and tell their story. Then they would yell, "I am debt free!!!!"

An important lesson that everyone should learn when young is how to earn and spend money wisely. Dave Ramsey has a collection of books for young children about money management that can help you understand the concepts that people like Dave make a living teaching others.

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Dream of Hiring People

LIKE

Regina Hartley

When you try out for the school play or to be on the basketball team, someone has to make the decision of who is the best person to cast or to play. The same thing happens when you're looking for a job.

✦ The person helping to decide who gets the job has the title of “human resources.” Often there are a lot of people who apply for a job, so this person can sometimes have a hard time choosing. Regina Hartley believes that, upon hiring people, we should consider people who are “scrappy!” ✦

Regina describes one scrappy person she met. This man had been given up for adoption. He never finished college, he had lots of different odd jobs, he spent a year living in India and he had a disorder that makes reading difficult (called dyslexia). She wondered, “Would you hire this person?” Well, it turned out that this person was named Steve Jobs. He was Apple’s creator. In fact, Jobs was responsible for all the Macs, iPhones and iPads in the world. ✦

Regina says that “scrappy” people are good at overcoming challenges.

These are people who have had hard things happen to them when they were young or didn’t have it easy growing up. When things get tough, people who have had to overcome more than most have proven that they won’t quit.

One man she hired was living in China many years ago. He was forced to leave his home, work as a farmer and give up his schooling. One day, he learned that there was a test he could take to get a high school degree. Though, he had to take it in three months. He studied after work every night for three months straight to learn everything he was supposed to learn in junior high and high school. ✦

Today, this man has gone to college (twice), has a great job, and both of his children have college degrees. He was able to follow his dreams because someone in human resources took the time to see him as a “scrapper,” instead of someone with an inferior type of high school degree. ✦

✦ Regina knows what it is like to be scrappy, because she herself was born into a difficult home. Her father was sick and unable to help care for the family, leaving her mother to raise five children on her own. They didn’t have a place to live sometimes, and when they did, they never had a car, a phone or a washing machine. She had to take lots of different jobs to help pay for her own school, but someone took a chance on her. Now, she is the one in charge of hiring lots of other people. ✦

Human resource people also do other types of jobs to help support workers once they are hired as well.

✦ If you want to understand all the different jobs you could get (besides reading this book!), one fun thing you can do is to ask a grownup to help you look at their LinkedIn website. You can search for jobs based on hobbies you have like: basketball, cooking, or video games. See what comes up. You can also put in titles of jobs that you found in this book to see what type of companies are hiring for those jobs. Read the descriptions and look at different people who work at those companies. (Some might know your parents). Go to the company website. You will see that there are a lot of jobs and a lot of people hiring for them. ✦



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Dream of Creating Eco-Friendly Products

LIKE

Maya Penn

With all the new types of products that we are now capable of creating, there is one downside; all the trash that these new products create. Plastics and clothing are one of the biggest reasons that our dumps keep filling up. If you

✦ are dreaming about developing products, consider what Maya Penn is doing to help create products that are better for our planet.

Maya's journey started with her love of art. She was drawing as soon as she could hold a crayon. At the age of three, she would create flipbooks to simulate the cartoons that she saw on television. One day she was watching a show about career possibilities (sound familiar?), she learned that animation was a career and she decided to start practicing her cartoons immediately.

At the age of four she was learning how to use computers and came up with the idea for a cartoon about computer virus's that live inside of her computer. She created her first animation series and website. The more ideas she had, the better she became at making them come to life.

She would see ideas in everything around her, including old scraps of fabric around the house.

She would take these scraps of fabric and make hats, scarves and headbands. When she would wear her creations outside of her house, people would compliment her. They would say, "I love what you are wearing, where can I buy one of those?" She would reply, "from me!"

Her and her mom would sit on the front porch with all of their materials and create all sorts of designs. This motivated Maya to learn more about the fashion industry.

One of the things that she learned was the harm that clothing production can have on the environment. The dyes from the fabrics can get in the air and make people sick or be dumped in the ground and be bad for the environment. As soon as she learned this, she declared, "If my generation wants to have a greener tomorrow, I have to do my part. All of my products will be eco-friendly and I will give some of the money I make to people who help the environment."

At eight years old, Maya started her own store on *Etsy*, a website that sells crafts that people make. She was selling enough of her accessories that they were being purchased by people all over the world.

She was featured in the news for her work to make a difference for her generation. She says, "It's not about getting it through our heads, it's about getting it through our hearts, because that is when movements are sparked." You can see her products at www.mayasideas.com.

If you love the idea of making products or want to know more about the impact it has on the environment, National Geographic has a great section of their website that is all about this topic. Visit www.nationalgeographic.com/environment to read articles and watch videos about human impact on the environment. It is up to the next generation of producers to keep our planet healthy.



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Dream of Helping During Emergencies

LIKE

Kevin Hazzard

Paramedics are the people that arrive in an ambulance when someone is hurt and calls 9-1-1. Kevin Hazzard says that, "I didn't grow up wanting to be an EMT (emergency medical technician), nor did I know if I would like it. What I did know is that I wanted to get hip-deep in the things that matter. I want to know if I could be counted on."

After September 11th,, many people stepped up to help with the recovery in New York City. During this time, Kevin Hazzard felt that something was missing from his life. He wanted to test himself. He wanted to see how he might respond to future pressure and danger if he needed to be the one to step up. So, he signed up for emergency medical training.

Kevin knew nothing about medicine, only that he wanted to test his ability to respond to danger. The teacher stood in front of the class, explaining that emergency work was a very personal type of medicine. "It's not like being a doctor where you can run tests or get access to records. Instead, you have to act in the moment. Patients don't come to us; we go to them. Where and how we find them is part of the story. Once in the field, we don't have tests or results to help us figure out what is wrong. We have a blood pressure cuff, a stethoscope, a wristwatch and a flashlight," said the teacher.

Eight months later, Kevin Hazzard was driving an ambulance and saving lives. Some doctors take almost eight years before they are working on their own!

One of the first calls that Kevin took as a new paramedic was on Thanksgiving. A family was enjoying dinner with their grandmother, who was eating and talking, and all of a sudden choked on her food. Unable to breathe, no one knew what to do. The family called 9-1-1 and Kevin helped remove the food from her throat, helping her breathe again.

For many people, medical emergencies are very scary. Often they don't know how to help. As a paramedic, you come into someone's home during this scary time and save them. Each patient is different because you're out in the "real world." With different situations, your reaction is different every time.

In the ten years that Kevin Hazzard worked as a paramedic, he saw many different types of emergencies, including a woman at an aquarium who was stung by a stingray. Looking back at the thousands of people he put in his ambulance.

Kevin Hazzard says, "You don't have to be heroic, but you do have to enjoy the chaos. The normal reaction when someone faces an emergency is to run away or call someone else to help. You have to be the one that wants to run in and do what it takes."

If you think that you have what it takes to be a paramedic, you should start by taking basic life-saving classes like the CPR that Kevin had to perform on the choking grandmother. These classes have full-sized dummies to practice on as you learn. It gives you an idea of what can happen in an actual emergency. You might save someone's life.

**Want more stories that
will help guide your child
to find the career that is
right for them?**

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