

## WHAT IS MY NEXT ROLE?

At least every fifth client we see asks, “How do I find out what I *really* want to do? I’m not sure I know what I like!” Here’s an exercise that will help you answer that question.

Imagine that last week you bought a PowerBall lottery ticket. Today you check the paper for the winning number and it’s yours. You have won \$200 million dollars, \$20 million a year for the next 20 years. You are euphoric. From now on, your biggest problem will be deciding how to maximize this windfall. (It seems your alma mater wants to help you maximize it; the president has just invited you to lunch!)

Before you do anything rash like quitting your job, consider this: You stand an excellent chance of death by boredom within 18 months. There is *significant* research to support this. Instead, take some time to discover what’s really important to you. Start by considering the following questions.

! What major changes do you want to make in your lifestyle? Quit your job? Move to another part of the country/world?

! What major purchases would you like to make for yourself? For others?

! Where/how much would you like to travel?

! What cause would you like to have an impact on?

! Which elements of your job hold your interest and enthusiasm? Which elements would you like to change?

The long-term value of this exercise is that you will learn what’s really important to you. Even with found money, most people carefully choose which causes to support financially. If there is a cause so important to you that even in the midst of an orgy of consumption you’d fund it, you should be thinking about supporting that cause or organization (or creating it) right now.

If there is a job you’d do if you didn’t have to consider money, why not explore how you can get paid to do that job now? You may think it’s impossible to realize your dreams but perhaps what you need is a road map. Reality is a matter of planning. Some dreams require more complicated plans, some less. It’s a matter of deciding what “most desirable” means to you and then doing the research to find it.

Don't spend a lot of time "processing" *i.e.*, taking personality tests or working through endless exercises trying to decide what you want to do. All that pencil or mouse pushing can make you feel productive but it's allowing you to put off making a decision. Instead, put as much as 10 hours into this exercise. The results are likely to confirm that you're more in touch the real you than you imagined.

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