

CAREERS VS. JOBS



MICHAEL MUELLER, PGA & KEITH SORIANO, PGA | PGA CAREER CONSULTANTS
CAROLINAS PGA SUPER SHOW | 2.19.19

AGENDA

*Thank
you!*



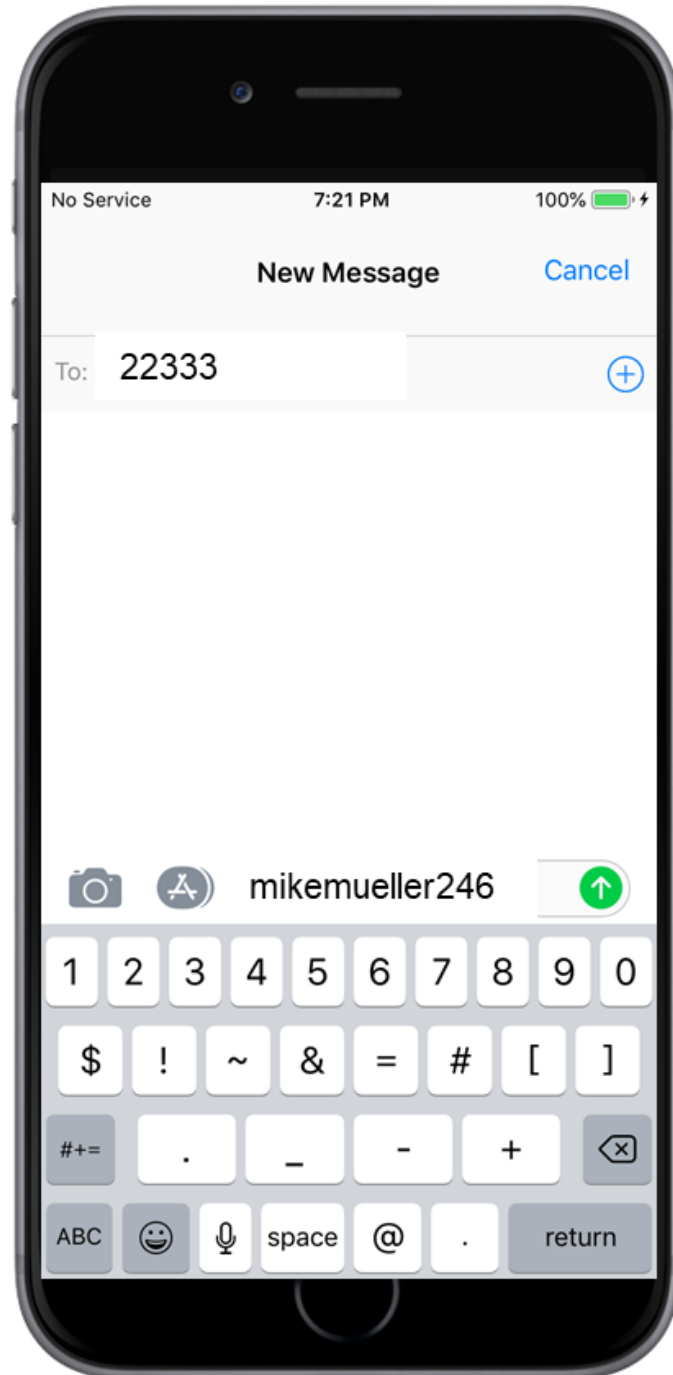
PGA

Carolinas Section

- Who Are These Guys?
- What Do We Do?
- Careers vs Jobs
- Planning Your Career
 - Why Plan?
 - How do you start?
- Assess Yourself
 - What is Important (to you)?
 - What do you want to accomplish?
 - What is holding you back?
- How Can We Help?
- Engage with us
- Q& A



IT IS 2019



- Text mikemueller246 to 22333
- Live on Social Media



@muellerpga
@CarolinasPGA

@PGA
#CPGASupershow



Why is Personal & Professional Development Planning important?

A. Following a map is the easiest way to get where you want to go

B. Competition for jobs is fierce

C. Earning what I am worth is important to me

D. You can earn required MSR's for participating in Career Planning Sessions

E. Meeting with my Career Consultant sounds like heaven.

CAREER PLANNING FUN



WHO AM I?

Michael Mueller, PGA

- Career Consultant serving the Carolinas section
- PGA Member for 16 years
- Past member of the CPGA Board of Directors

“Instead of aiming to succeed first and give back later, you might decide that giving first is a promising path to succeeding later.”

- Adam Grant



WHO AM I?



Keith Soriano, PGA

- A-8
- A-1
- A-4
- A-11
- Committee Chair
- Board Member



PGA Certified Professional

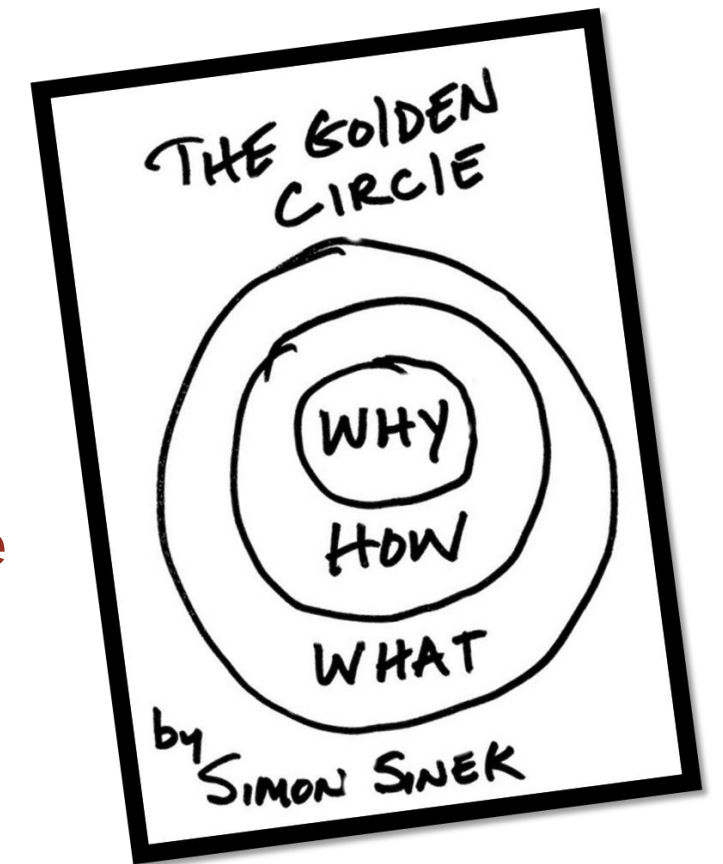
- Golf Operations
- General Management
- Teaching & Coaching
- Executive Management
- Player Development
- Retail
- Ownership & Leasing



Husband
Father
Fly Fisherman
Colorado Buffalo



START WITH WHY.



Why

To have a meaningful impact on the lives and careers of PGA Professionals as a mentor

How

Join a dedicated team of PGA Career Consultant Professionals tasked with a renewed focus on relationship building.

What

Provide PGA Member professional and career development services and employment advocacy throughout the sector.

~~WHAT DO WE DO?~~

Career > Job



WHY ARE WE HERE?



WHAT MAKES UP YOUR CAREER?



WHY IS YOUR CAREER IMPORTANT?

90,000

Hours

*Bob Porter: Looks like you've been missing a lot of work lately.
Peter Gibbons: I wouldn't say I've been "missing" it, Bob.*



HOW DO YOU WANT TO SPEND 90,000 HOURS?

~~HUSTLE.~~

ALIGN.

The work you do every day should be in alignment with the things you value most.



WHY DO I NEED A CAREER PLAN?



“Does anybody have a map?

Anybody maybe happen to
know how the hell to do this?

I don't know if you can tell,

But this is me just pretending
to know”.



HOW DO I START?



- An honest self-assessment that acknowledges the connection between your life and your career
- A commitment to self discovery

SELF ASSESSMENT – VALUES

AKA – WHAT IS IMPORTANT TO YOU?

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SELF ASSESSMENT — GOALS

AKA — WHAT DO YOU WANT TO ACCOMPLISH?

- More than job titles
- Should be connected to your Values
- *One year from now, what would you like to have accomplished that you will be proud of?*



Do you have written goals AND a written plan to reach them?

Yes

No

I've been meaning
to do it

SELF ASSESSMENT — LIMITATIONS

AKA — WHAT IS HOLDING YOU BACK?

- **Values** - the things that are most important to you don't match your current situation
- **Geographical** - limiting the number of places you are willing to live
- **Skills** - making you unqualified for the things you really want to do
- **Financial** – Financial considerations exclude certain opportunities
- **Health** – you are physically unable to pursue certain opportunities



CAREER DEVELOPMENT PLAN

AKA – ALIGNING YOUR ACTIONS WITH YOUR INTENTIONS

Develop a plan to become the best version
of yourself Personally & Professionally



CAREER DEVELOPMENT PLAN

- Align your actions around your values, goals, & limitations
- Implement timeline for end goal achievement
- Document your accomplishments (SOAR Stories)
- Review and revise often



EXAMPLE CAREER DEVELOPMENT PLAN

Personal

Planned
Analysis
opportunities

Date to

Planned

- Utilize f
- Find me
- Leaders

Measure

- Success
- Connec

ment &

rsities



Are you in?

Yes

Enthusiastically
Yes

Hell Yes

THE TEAM



Tim Marks, PGA



Don Sweeting, PGA



Jason Boaz, PGA



Jeff Drimel, PGA



Ken Ferrell, PGA



Keith Fisher, PGA



Kelly Gilley, PGA



Jonathan Gold, PGA



Kathy Grayson



Monte Koch, PGA



Chris Kulinski, PGA



Bruce Lubach, PGA



Mike McCollum, PGA



Mike Mueller, PGA



Carol Pence, PGA



Jim Remy, PGA



Todd Smith, PGA



Keith Soriano, PGA



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WHAT'S NEXT?



QUESTIONS?

