

DETAILED REPORT



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THE PURPOSE OF THIS INSTRUMENT IS SELF-DISCOVERY. IT IS DESIGNED TO HELP PEOPLE IDENTIFY THEIR NATURAL PERSONALITY STRENGTHS, AND THEIR POTENTIAL VOCATIONAL INTERESTS, SKILLS, AND VALUES. THE CAREER DIRECT SURVEY SHOULD NOT BE USED TO IDENTIFY, DIAGNOSE, OR TREAT PSYCHOLOGICAL, MENTAL HEALTH, AND/OR MEDICAL PROBLEMS. THE USER ASSUMES SOLE RESPONSIBILITY FOR ANY ACTIONS OR DECISIONS THAT ARE MADE AS A RESULT OF USING THIS AID TO SELF-DISCOVERY. BY USING THE CAREER DIRECT ONLINE ASSESSMENT, YOU EXPRESSLY WAIVE AND RELINQUISH ANY AND ALL CLAIMS OF ANY NATURE AGAINST CROWN FINANCIAL MINISTRIES, ANY AFFILIATED COMPANIES OR SCHOOLS, AND/OR THEIR EMPLOYEES AND/OR THEIR CONSULTANTS ARISING OUT OF OR IN CONNECTION WITH THE USE OF THIS ASSESSMENT.

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Career Direct – Next Steps

Using this report for Career Planning



Lane, the underlying principle for using this report is that people who match their work with their personalities, interests, skills and values generally enjoy and succeed in their work. Thus, your feedback in the four areas shown below will provide valuable information for your career planning. All of these areas should be considered before making your career decisions.

Your results will not spell out one specific occupation for you. Rather, you will be given key information that will help you understand your unique makeup and the type of work that would be a good match for you. The general approach is much better, because usually there will be several similar occupations that match a person's interests and talents. By using the Career Direct® Next Steps segment of the guidance system, you will be able to refine your options into a good choice for a career field. This includes the Next Steps section (Section 5), in particular Job Detail Links (O*Net) and the Action Plan, and Section 6 (Resources). Choose those that are appropriate for you. The process of using your talents and interests to make career decisions that also align with your personality and values will serve you well both now and in your future career management.

GETTING THE MOST FROM YOUR REPORT

There is a lot of information in this report, so you will want to read it through several times. It also can be very beneficial to have someone, such as a friend, spouse, or mentor, read through your report with you. Usually someone who knows you well, yet is different from you in personality can be especially helpful in picking up on concepts you might miss. If you decide to enlist a Career Direct Consultant for more specific help with your career planning, this report would be especially helpful in providing insights into your unique career potential. As mentioned earlier, the most important step you can take to gain full benefit from this report is to meet with a Consultant and to work through the **Action Plan** in your **CAREER DIRECT GUIDANCE SYSTEM**.

Career Direct® Complete Guidance System Report

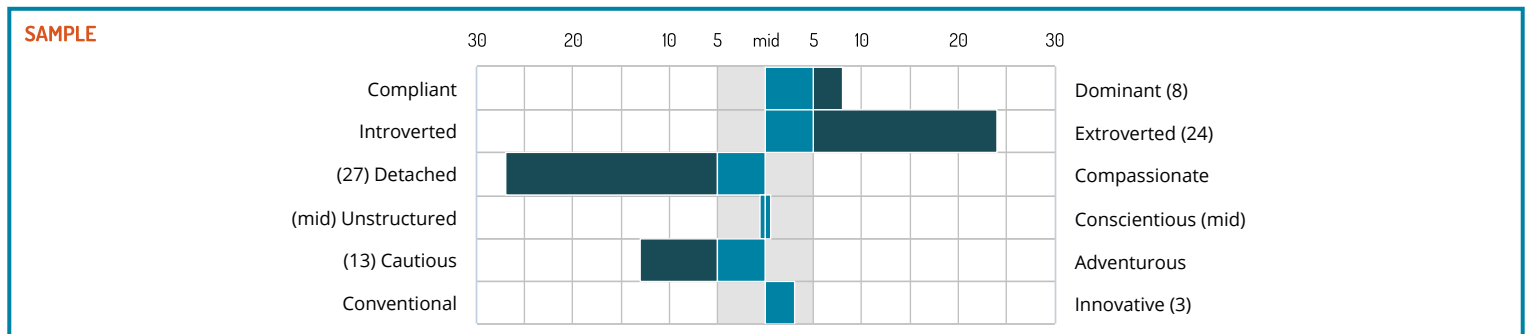
ORGANIZATION OF THE REPORT

The report is organized into four major areas: Personality, General Interests, Skills, and Values. Each of these areas provides key insights into your unique makeup. Definitions of all groups in the report may be found in the Job Sampler that is contained in your CAREER DIRECT GUIDANCE SYSTEM.

1. **Personality.** The report begins with the personality section, in which you will find an analysis of six personality factors in your Personality Highlights, your Typical Strengths and Non-Strengths, and your Career Environment based on your unique personality profile.
2. **General Interests.** In this section you will see a ranking of your interests in 21 General Interests Career Groups and descriptions of your highest career groups. These broad career groupings are derived from the Vocational Interests section of the Assessment. Your scores reflect your level of interest in each of the 21 Career Groups. There also is a chart that lists the components that make up your top eight interests: the Activities, Occupations, and Subject Groups.
3. **Skills and Abilities.** Here you will see a ranking of your skills in 14 areas and descriptions of your strongest skills and abilities.
4. **Values.** This section has three parts: Work Environment, Work Expectations, and Life Values. Your top four priorities in each area will be highlighted.

Understanding The Scales And Scores

The scales for all of the sections are based on standardized scores that were derived from the responses of a large population of people who are successfully employed in various occupations. The scales provide a way for you to visually compare your scores to the scores of other typical workers. The scales also make it easy to spot trends. A sample of the scales used are shown below.



On the example split bar graph above, different ranges of personality are displayed. The range of standard scores on the graph is from +30 (left) to 0 (mid) to +30 (right) (60 point range) and the average score is 0 (mid range). For each factor, roughly one third of the population will score to the right (+6 to +30), one third will score mid-range (+5 left to 0 to +5 right), and one third to the left (+6 to +30). Below is an example of the scales and scores that is used for both the Interests and Skills and Abilities sections.



The sample graph above shows low interest (left), moderate interest (mid-range), and high interest (right) ranges. (This specific example shows a high interest in the Activity Interest of Animal Care). These scores do not indicate achievement or "good" or "bad" scores. They represent your relative standing, based on your responses, with other persons in the adult or youth categories.

Concept of Personality

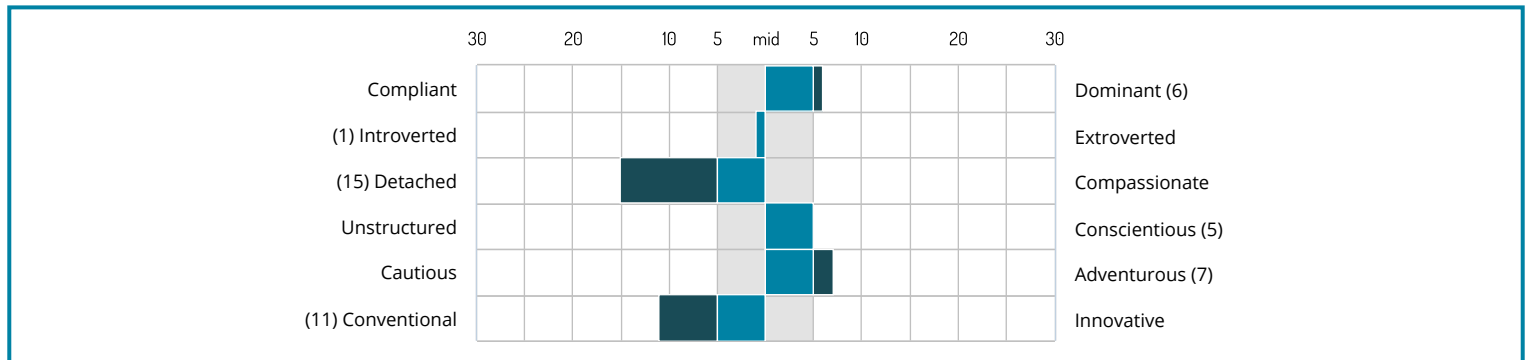
Lane, in this section, the term personality describes the way a person is naturally motivated to act. For example, some people are naturally motivated to be very organized and precise, and some are more spontaneous and casual. Likewise, some are risk takers, and some are naturally cautious.

Experience and observation confirm that there is no best personality style. All styles are valid. All are needed in society and in the workplace. All have strengths and non-strengths.

It is very important to consider your personality style when making career decisions. The goal is to identify occupations that are a good match for your natural tendencies, as well as your interests, skills and values. Just as coaches need athletes of varying size and speed to play different positions, employers need a variety of personality styles to build successful teams.

1.1 Six Factors of Personality

This survey covers six major factors of your unique personality:



Again when it comes to personality, it is not better to be one or the other (e.g. Extroverted or Introverted). One must use the strengths associated with your unique personality.

These factors were derived through extensive research, and they are consistent with other established measurements of normal personality traits.

Each factor is associated with a range of behaviors. For example, those who score in the extroverted direction will naturally have a totally different response toward meeting strangers than those who score in the introverted direction. Those who fall in the mid-range typically exhibit a mix of behaviors. As you read this section, keep in mind that all points on the scale have strengths and non-strengths.

CONFIRMING YOUR PERSONALITY FEEDBACK

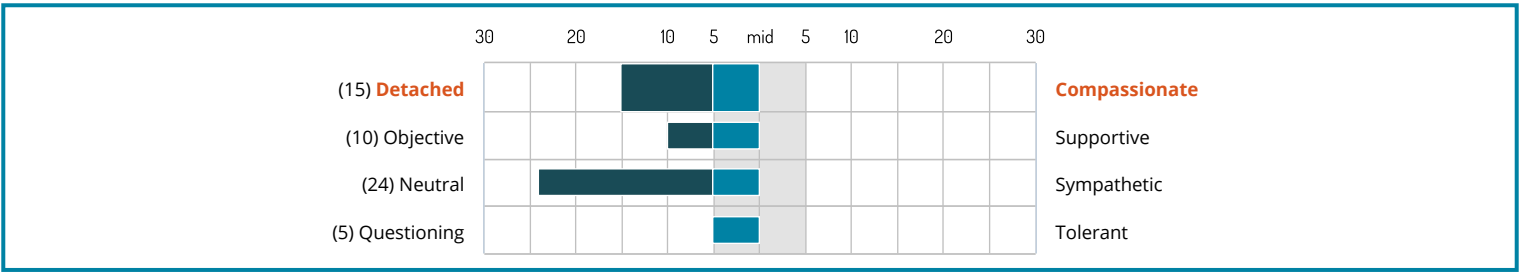
This section of your report, as well as the rest of the report, has been developed from the responses you provided and reflects profiles that are typical of people who scored like you. The reports are usually quite accurate, but every insight may not apply to you, so you will need to confirm the information presented. Consider the report based on your knowledge of yourself, and have the other person you ask to assist you to check your feedback also. Concentrate on the portions that accurately describe you.

1.2 YOUR PERSONALITY FACTORS AND SUB-FACTORS

Lane, the next three pages list your six personality factors. They are listed in order from most extreme to least extreme.

1. Detached

tough minded and good at making objective decisions, sometimes impatient, and like to keep things moving



Career Implications

With your score on the DETACHED/COMPASSIONATE factor, you will want to look for occupations that will enable you to be:

- ✓ Task oriented
- ✓ Fast moving
- ✓ Detached
- ✓ Objective
- ✓ Thick skinned
- ✓ Steady in conflict

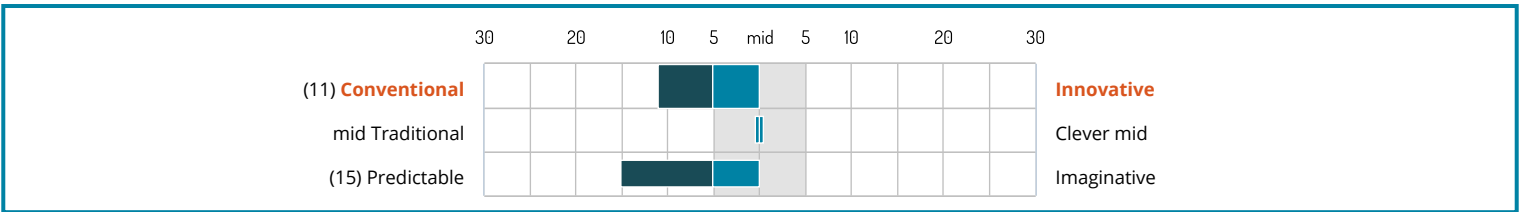
Your score on the DETACHED/COMPASSIONATE scale indicates that you tend to be quite objective and direct in your dealings with other people. Others probably see you as being somewhat task-focused, with a strong concern for getting the job done.

One of your key strengths is your ability to operate in a hostile or nonsupportive environment. You are not easily intimidated by rejection or conflict, and this would be a significant advantage in many fields, such as sales, management, law enforcement, or litigation.

The weakness faced by most people with your personality is a tendency to be unaware or insensitive to the needs and feelings of others. It is possible that you may come across as being abrasive and even be unaware of it. Also, your natural assertiveness and desire to do things your way makes it easy for you to be demanding and intolerant of others who may not be operating at your pace or standards. A softer, more gracious, and more patient approach toward others will enhance your effectiveness.

2. Conventional

able to operate from a practical and conventional perspective and are good at carrying out established procedures



Career Implications

Your score on the CONVENTIONAL/INNOVATIVE factor indicates that your strength is in operating the tried and tested. In your work look for:

- ✓ Practical applications
- ✓ Hands-on experiences
- ✓ Learning by doing
- ✓ Working at your own pace
- ✓ A regular work routine
- ✓ Training for new responsibilities

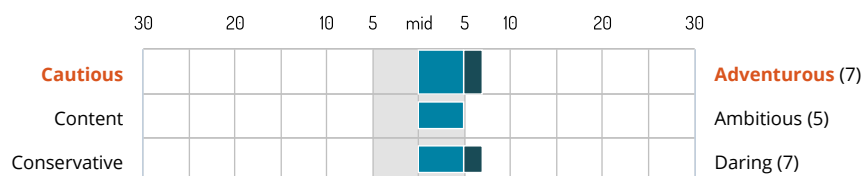
Lane, your score on the CONVENTIONAL/INNOVATIVE scale indicates that you tend to be conventional in your thinking. The associated strengths would be that you excel as a practical, down-to-earth individual, whose focus is set on proven methods. Grounded in a realistic approach to life, your preference is to work with familiar, reliable procedures, rather than waste time attempting to reinvent the wheel.

Your key strengths include the ability to master a work process and remain on course with it, rather than succumb to distractions or tangents, and you have a comfort range working within established parameters.

Although you have found comfort and reliability in following established habits and procedures, be aware that new ideas may help you to function more efficiently and effectively. The world is experiencing incredible changes in technology. To some degree, we all need to keep abreast of these changes and the possibilities for innovation that they bring.

3. Adventurous

venturesome, ambitious, and competitive and are attracted by a challenge



Career Implications

With your score on the CAUTIOUS/ADVENTUROUS factor, your work should include the opportunity to:

- ✓ Pioneer
- ✓ Take risks
- ✓ Compete
- ✓ Achieve high goals
- ✓ Be adventurous
- ✓ Start new projects

Your score on the CAUTIOUS/ADVENTUROUS scale indicates that you thrive on new challenges. You may feel quite comfortable undertaking activities which entail some risk. Your pioneering spirit causes you to move ahead into new areas with little hesitation.

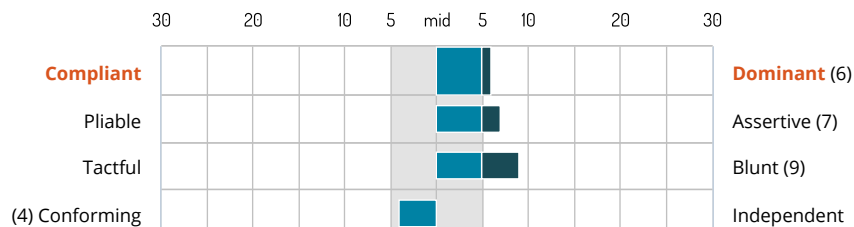
One of your key strengths is your high level of courage and initiative. Achievement is also very important to you. You probably find yourself setting lofty goals and then driving yourself to succeed. With high ambition and a very competitive spirit, you may find it natural to press for results you can see and measure. You probably expect to win at every challenge you undertake.

The weaknesses that could be present are generally a result of overdoing the associated strengths of this dimension. For instance, you could become so competitive that you step on or manipulate others in order to win and achieve what is important to you.

Also, your natural confidence in your ability to succeed might lead you to think you can be right on everything. Having advisors who will disagree and give the other side of issues will help you accurately evaluate decisions. Finally, you will be more effective by balancing your natural boldness with a measure of caution.

4. Dominant

bold, self-reliant, results oriented and naturally want to take the lead



Career Implications

To satisfy your drive in the COMPLIANT/DOMINANT factor, look for opportunities to:

- ✓ Be in charge
- ✓ Plan for the future
- ✓ Speak directly
- ✓ Push new ideas
- ✓ Influence others
- ✓ Make decisions

Lane, your score on the COMPLIANT/DOMINANT scale indicates that you are naturally motivated to be in control of your environment. This drive for dominance is probably expressed in many ways in your life. Whether it's driving the car, planning a vacation, or setting priorities at work, you naturally trust yourself more than anyone else and want to be in charge. You probably have noticed that you tend to avoid situations in which you are restricted by someone else's agenda.

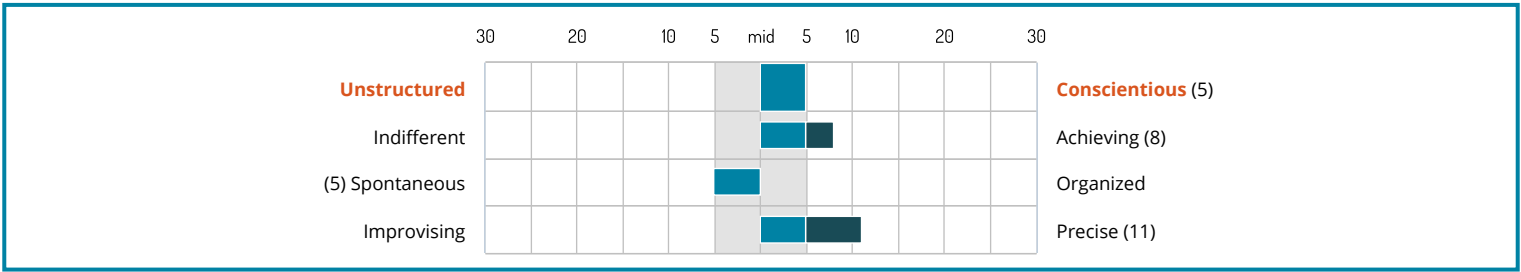
Your confident, decisive nature, makes you well suited for leadership roles. You have a natural desire to influence others, and this can contribute to your success in politics, sales, and similar occupations. Most people who score high in DOMINANCE tend to operate from a "big picture" perspective. This gives you a unique ability to anticipate changes and conceptualize new ideas for operating in the future. This "visionary" gift is one of your key strengths.

You may have a strong drive for independence and probably have your own ideas about how things should be done. It's natural for you to speak out about your ideas and opinions.

There are some typical weaknesses shared by those who have a take-charge nature. Because of your desire to be in control, you may find yourself working on being involved in areas of work without having sufficient expertise or facts. Also, keep in mind that you may tend to discount or overlook the amount of detail work needed to bring your big-picture ideas to fruition. In general, a more cautious approach and listening to the sound advice of someone opposite from you in personality would be helpful.

5. Unstructured / Conscientious (Mid-Range)

structured in some areas and operate spontaneously in others



Career Implications

Your mid-range score on the UNSTRUCTURED/CONSCIENTIOUS factor indicates that you enjoy some structure, but you also like some spontaneity. You like to be prepared, but you also may be comfortable with an on-the-spot response when necessary. In considering various career fields, look for occupations that offer a balance and can be described as:

- ✓ structured but not too rigid
- ✓ consistent but with some variety
- ✓ predictable but with some opportunities to be spontaneous
- ✓ detailed but with an opportunity to work broader issues

Your mid-range score on the UNSTRUCTURED/CONSCIENTIOUS scale indicates that you have the capacity to be both precise and carefree. As you examine your lifestyle and work habits you likely will discover some areas where you are very organized, thorough, and accurate. You may even rigidly defend some of your methods and ideas and find compromise distasteful.

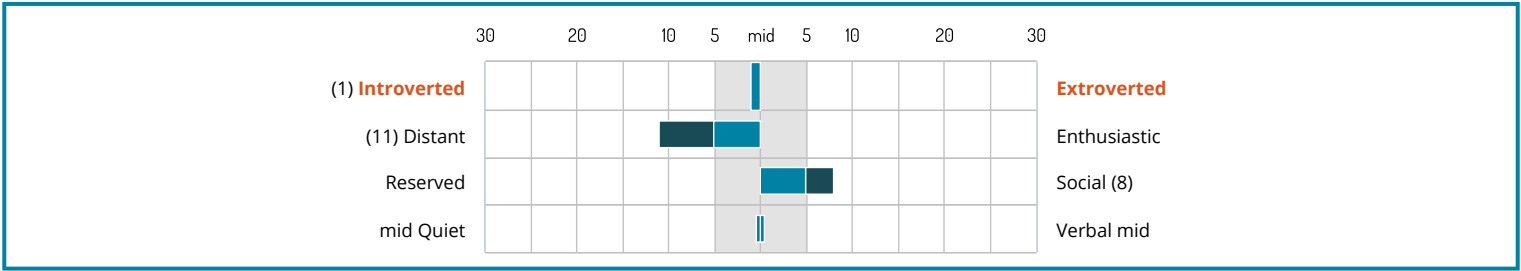
In other areas, however, you may be carefree, loose, and even non attentive to detail. You may discover yourself resisting structure, rules, and established procedures in order to launch out in a new direction.

Because of your balance in this dimension, variety may best describe the level of conscientiousness in your life. Your surges of spontaneity and curiosity may be offset by caution and tentativeness. The reason is simple: In your view, some spheres of activity warrant more attention and care than others.

Your flexibility, combined with a persistent commitment to excellence, can produce remarkable results, especially when you write out your goals and develop a well-thought-out plan to make them happen.

6. Introverted / Extroverted (Mid-Range)

engaging and pleasant with others when approached, but enjoy solitude also



Career Implications

Your mid-range score on the INTROVERTED/EXTROVERTED factor indicates that you would be most comfortable in a varied social environment at work. Look for a balance in:

- ✓ Time alone to prepare
- ✓ Time to listen
- ✓ Time to be serious
- ✓ Time to relate to others
- ✓ Time to talk
- ✓ Time to entertain

You scored in the mid-range on the INTROVERTED/EXTROVERTED scale. This means that you probably enjoy a combination of time with others and time alone. You have good verbal skills and are comfortable in meeting others. However, if you are among friends, you're likely to be more open and conversational. You probably have a ready smile, are pleasant to be around, and find it easy to fit in with various groups.

You should plan to have some people interaction each day. On the other hand, you may feel stressed if you have to encounter strangers or large numbers of people on a regular basis. To process your feelings and perceptions, you should balance your time between people activities and time to work alone. Your strength with people is the ability to provide practical, caring assistance.

Overall, your ability to be flexible around people and to easily adapt to changing situations will give you the advantage of being comfortable in a broad range of environments.

1.3 Typical Strengths

Below are strengths that are typical of people who score like you. Look for occupations that will allow you to highlight these strong points. The more you are able to use these strengths at work, the more likely your success and satisfaction. As mentioned earlier, you will need to check with someone who knows you well to confirm whether all items apply to you.

- Leadership oriented; naturally likes to influence others and be in charge.
- Straightforward and direct; bold in adversity.
- Relies on logic more than emotions and enthusiasm.
- Outgoing, good mixer; energized by meeting new people.
- Strong task orientation; will drive toward getting results.
- Able to make tough decisions and hold people accountable.
- Very determined to reach goals.
- Likes to be thorough and precise; good with details.
- Pioneering; enjoys taking a calculated risk.
- Calm and confident in the face of adversity.
- Good at maintaining routines and traditions.

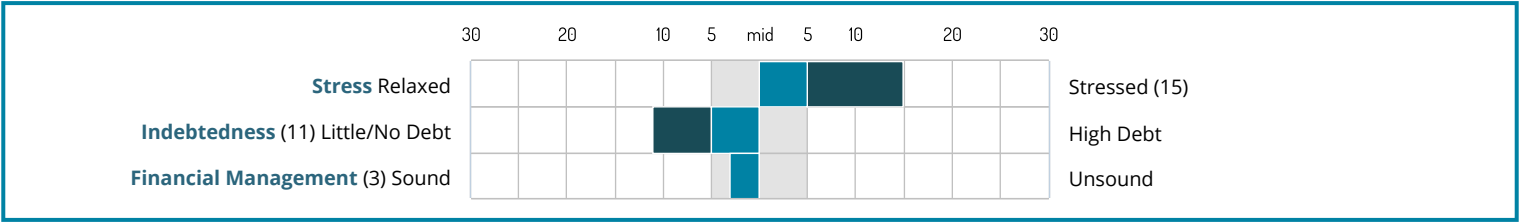
1.4 Typical Non-Strengths

Shown below are non-strengths that are typical of people who score like you. Improvement in these areas will enhance your performance. On the other hand, try to minimize your exposure in areas that are not your strong points. As mentioned earlier, you will need to check with someone who knows you well to confirm whether all items apply to you.

- Can be too pushy in trying to get results.
- Forgets that not everyone is comfortable with direct communications.
- Can come across as being too serious and unenthusiastic.
- May have a problem with time management and keeping conversations focused.
- Impatient; generally not a good listener.
- Can be insensitive to the needs of others.
- Can get caught up in work and neglect health and family and needs of others.
- Can have unreasonable expectations for self and others.
- May take unnecessary risks.
- Tends to rely too much on established procedures.

1.5 Critical Life Issues

This section provides insights that may be helpful in choosing a career. Your stress level, risk of debt, and handling of money can all be factors that influence your career choices. Being aware of these areas can help in decision making.



Stress

Your score on the STRESS scale indicates that you are presently experiencing some tension and stress in your life. Typical emotions you might be feeling vary from a simple feeling of uneasiness or discouragement over some temporary setback, such as unemployment, to a serious bout of depression.

Keep in mind that this instrument only provides a general indication of stress and is not suitable for diagnosing or prescribing treatment of psychological problems.

We encourage you to discuss your results with a family friend or a close confidant who could help you determine the depth of the issues and whether you need professional assistance to deal with them. If there is any doubt, we recommend you contact a professional who can provide you with a more thorough assessment and counseling and can assist you in dealing with these emotions.

Indebtedness

Your scores indicate that indebtedness is not a problem for you. Congratulations on being able to live within your income.

Financial Management

Your financial management scores indicate that you have average habits in the area of spending, saving, and investing. We encourage you to become debt-free through budgeting and planned saving.

Five Major General Interests Areas

Lane, discovering your general interests is a critical step in the career planning process for one simple reason; people tend to excel when they are interested in the work they do! What may appear as a tedious task to one person may be easy and enjoyable to another who is naturally motivated toward that type of work. In general, work that interests you will be fun even when it involves tasks that, under other circumstances, would be difficult or boring.

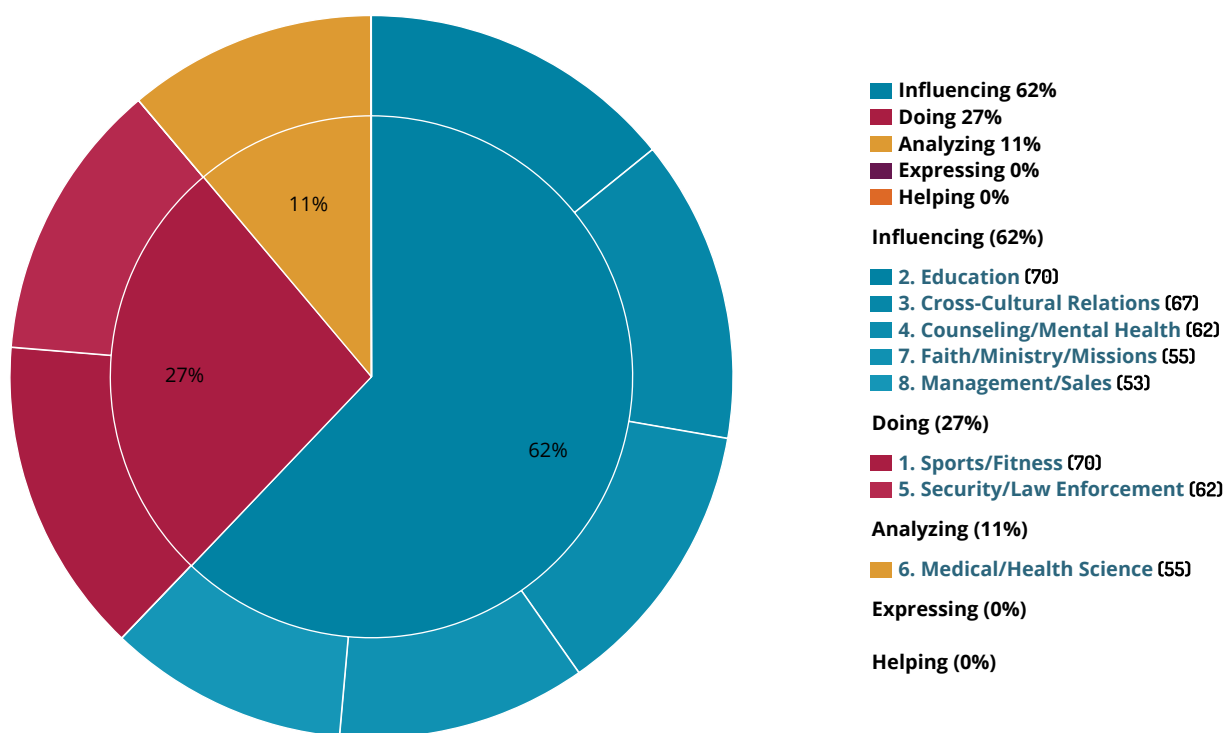
Because of the very nature of your interests, your leisure pursuits may have influenced your General Interest scores. This means you will have to use some discretion when interpreting your General Interest section of the report.

For instance, if you enjoy physical fitness and sports, "Sports and Fitness" may surface as a high Career Group. However, since so few individuals become professional athletes, recognize the high score for what it likely is: something you will do for fun and leisure but not for a career.

On the other hand, Lane, the more you can relate your work to areas that excite you, the more likely you are to be successful. One person who loved shooting a bow and arrow became the top sales person for a leading archery company by pursuing strong interests in archery and the outdoors. Likewise, many people develop successful businesses from their hobbies. Keep in mind, the more you enjoy what you are doing, the more likely you will be satisfied with your work, and the lower your work stress will be.

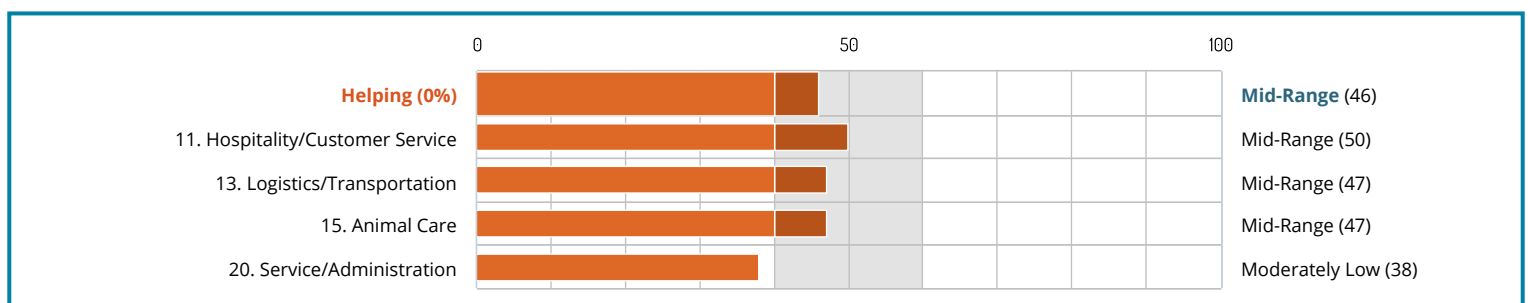
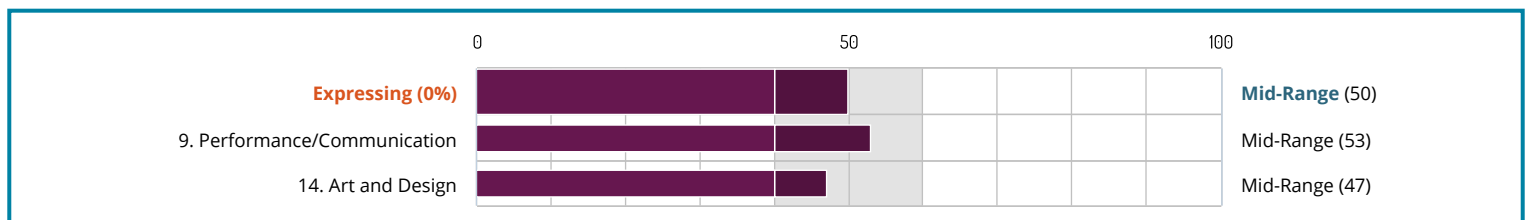
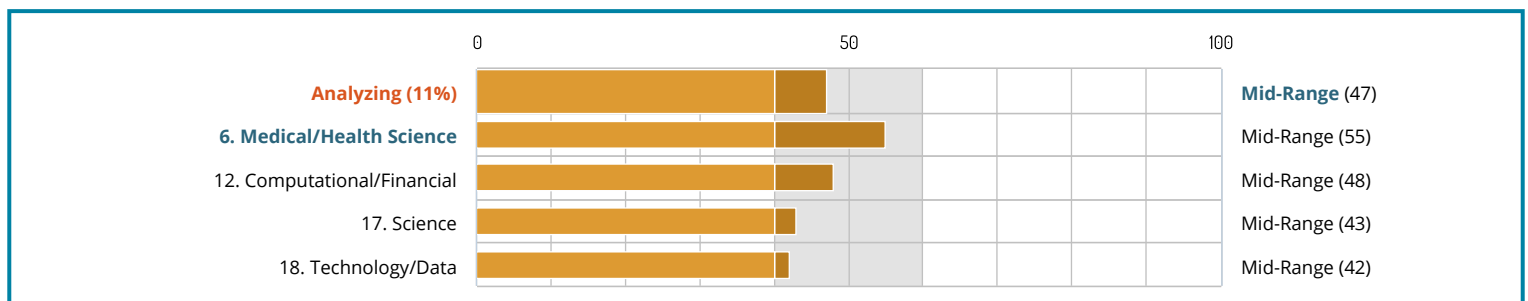
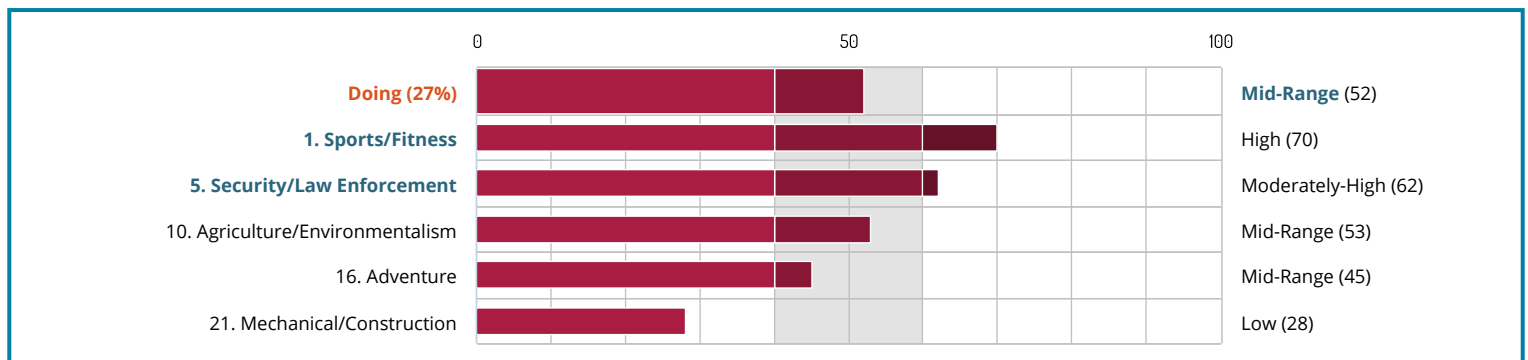
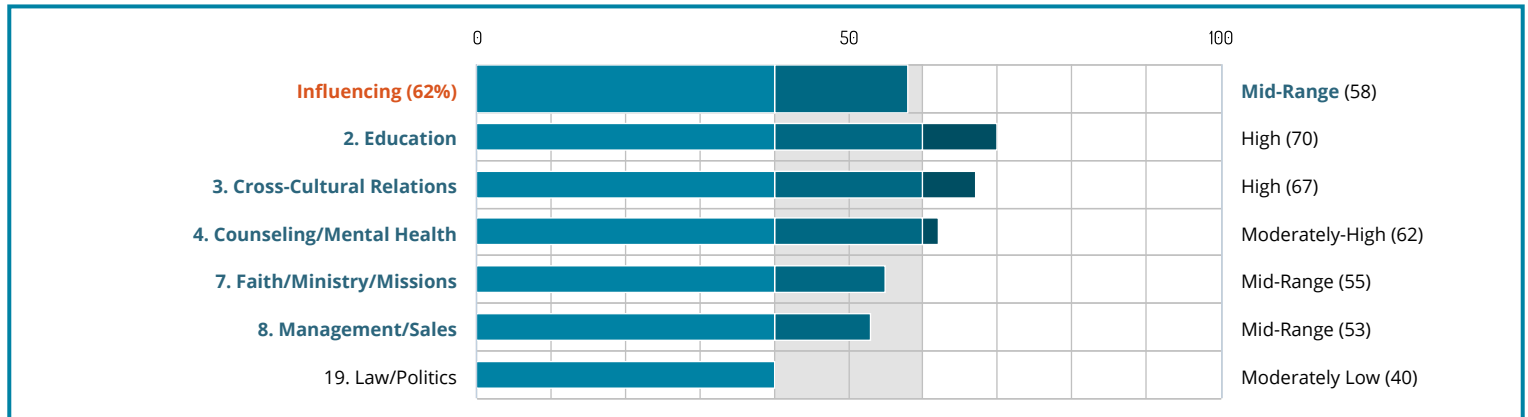
There are a number of ways to categorize career interest. This report uses 21 Career Interest Groups arrayed within five major Career Interest Areas. Those five major Career Interest Areas are displayed in the circle graph below, denoting how your Top 8 Career Interest Groups fall within them. If you have fewer than five major Career Interest Areas, it means that none of your top 8 Career Interest Groups fall within that area. More details on the breakdown within those five major areas can be found on the following pages.

Major Interest Areas and Career Groups



Five Major General Interests Areas

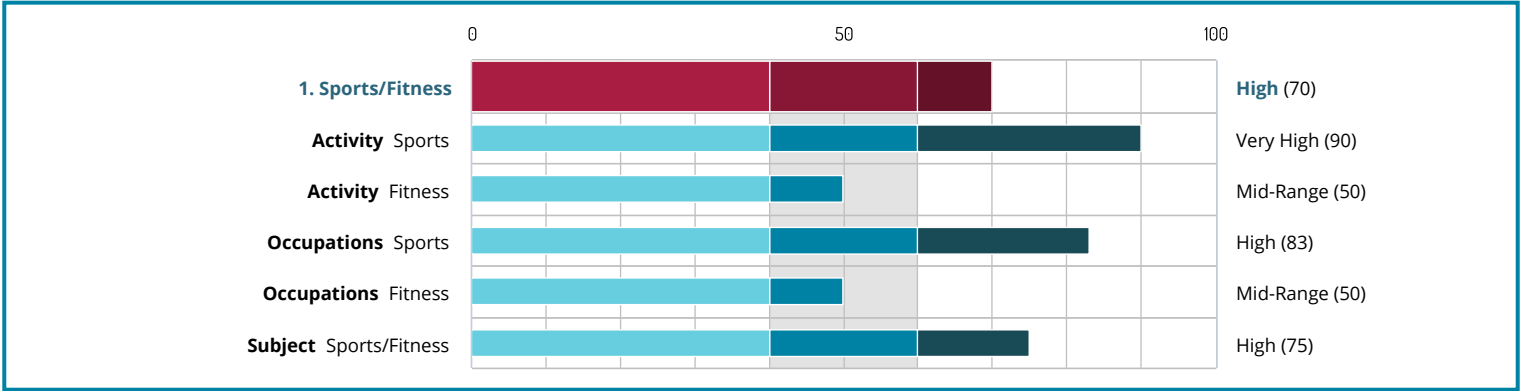
In the graphs below, if you have any areas showing 0%, it is because none of your Top 8 Career Interest Groups fall within those Major Interest Areas. However, you will still have interest data showing there.



2.1 Top Eight Career Groups

Three components, Activities, Occupations, and Educational Subjects, determine your Career Group group scores. These interests may be either work or leisure related, or they may be leisure or hobby avocations that you use as the basis for a career. Since the Career Groups are made up of several parts, you may find that one Activity group may be very important to you, but other components of the group may not be important to you. Consequently, your top interest is not high on the list of Career Groups. For example, you may enjoy math but not care for finance, so your score on the Career Groups, Computational/Financial, is not high.

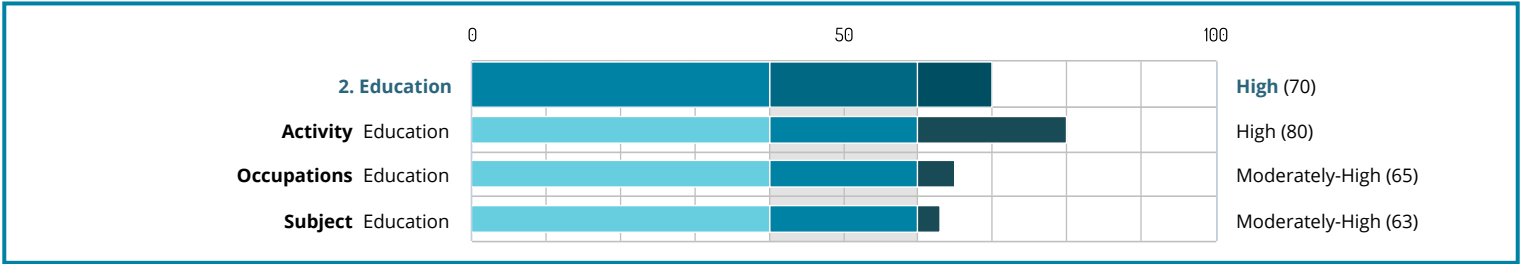
The following gives you detailed feedback on the makeup of your career group scores. For each interest category, your scores in the Activities, Occupations, and Subjects components are given.



This career group involves a strong interest in athletic pursuits, whether sports or fitness related, for health and/or recreational purposes. This field includes activities such as competing in athletic events, participating in a team or individual sport, coaching, instructing or training in athletics and/or fitness, or organizing and teaching sports activities. Typical occupations associated with this career group include the following:

- ✓ Athletic Trainer
- ✓ Athletic Coach
- ✓ Fitness Instructor/Trainer
- ✓ Umpire/Official
- ✓ Professional Athlete
- ✓ Fitness and Wellness Coordinator
- ✓ Professional Scout
- ✓ Physical Education Teacher
- ✓ Sports Team Manager

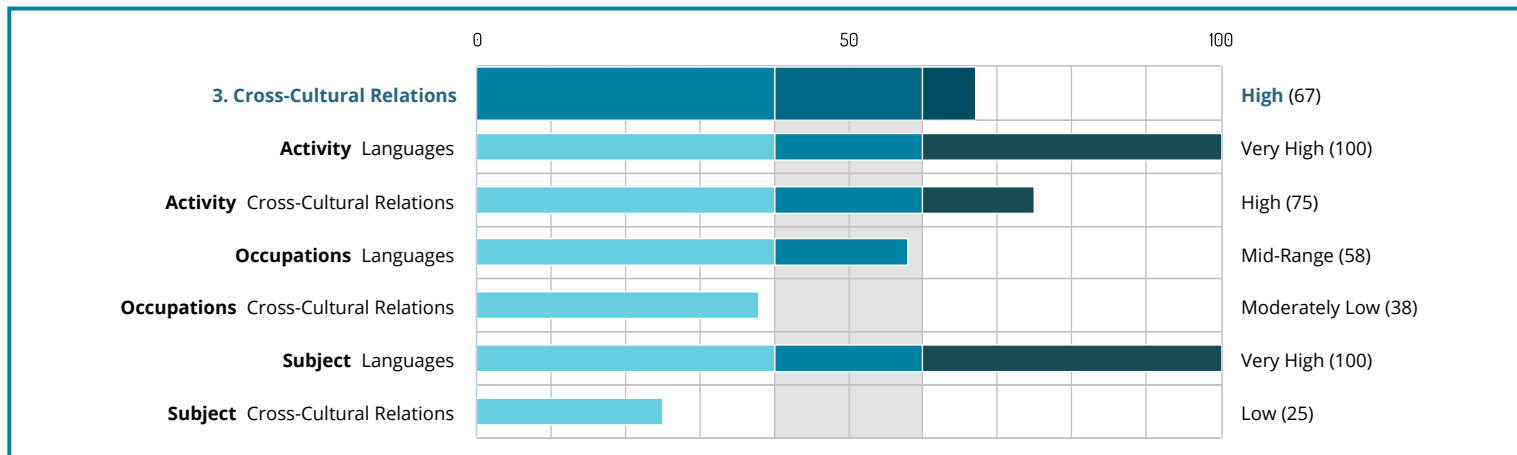
Education in this field may include physical education, exercise physiology, health and nutrition, or other related subjects.



This career group involves working with people and helping others learn new skills or master new ideas. This field include activities such as providing instruction in various subject areas, directing educational activities, developing and/or preparing educational material (including lesson plans), testing, or overseeing the administration of a school. Typical occupations associated with this career group include the following:

- ✓ Trade Instructor
- ✓ Higher Education Administrator
- ✓ Teaching Assistant/Classroom Aid
- ✓ Corporate Trainer
- ✓ Professor
- ✓ Online Curriculum Designer (online or in class)
- ✓ School Principal
- ✓ Education Specialist
- ✓ Academic Teacher/Tutor (Public, Private, Homeschool)

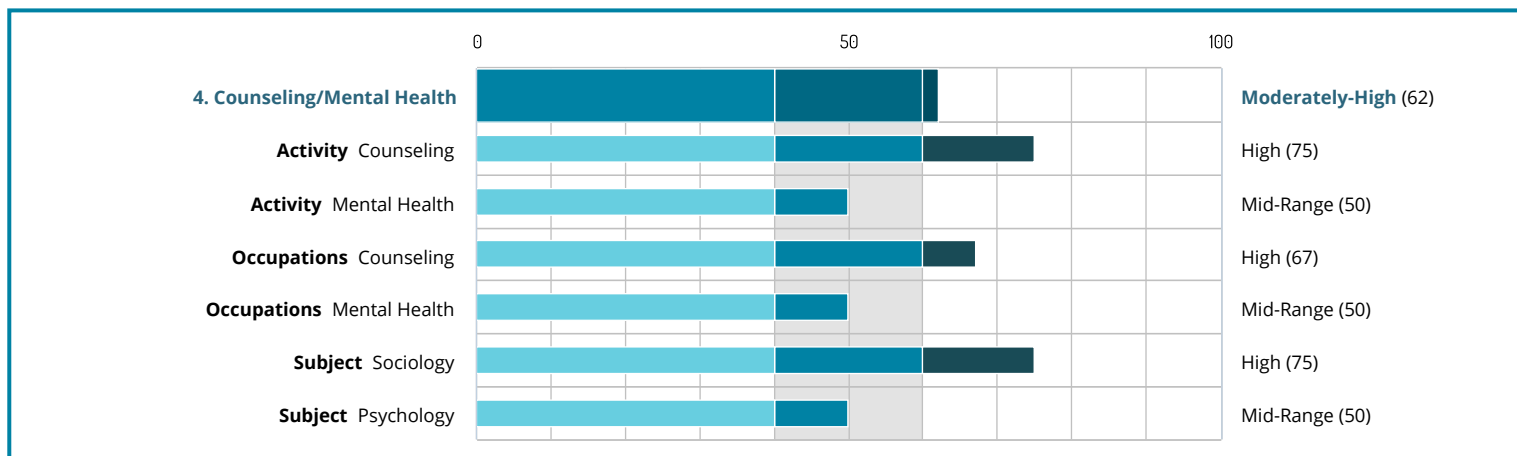
Education in this field often requires a college degree, with some needing further education, such as a master's degree in elementary, secondary, or higher education.



This career group involves a strong desire to travel or work in a foreign country, understand and interact with people from other cultures, and/or communicate in more than one language. This field includes activities such as working to create an inclusive and diverse environment, collaborating and working with people from different cultures, or teaching a foreign language. Typical occupations associated with this career group include the following:

- ✓ Foreign Service Agent
- ✓ Foreign Language Teacher
- ✓ Translator/Interpreter
- ✓ Flight Attendant
- ✓ Diplomat/Ambassador
- ✓ Travel Guide/Travel Agent
- ✓ International Business Executive
- ✓ United Nations Officer
- ✓ Overseas Journalist/Foreign Correspondent

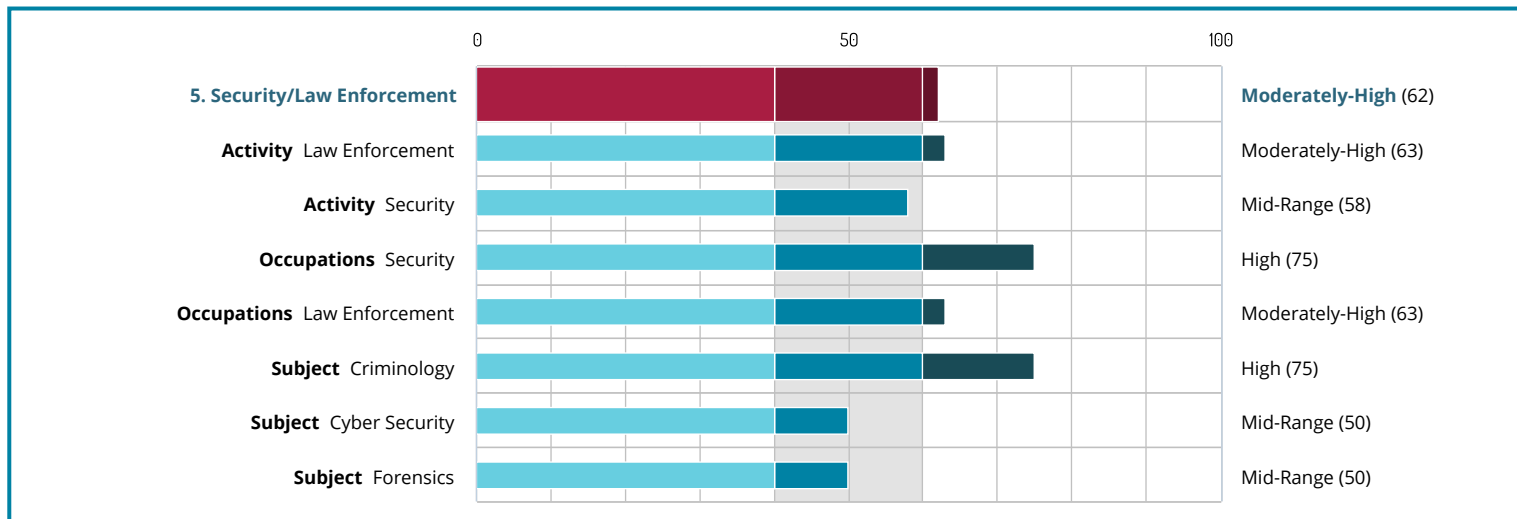
Education in this field may include cross-cultural studies, anthropology, sociology, psychology, economics, political science, and/or languages.



This career group involves influencing others for the purpose of personal growth and/or problem-solving and managing mental health. This field includes activities such as counseling, life coaching, testing, listening, and advising others. Typical occupations associated with this career group include the following:

- ✓ School/College Counselor
- ✓ Marriage/Family Therapist
- ✓ Psychologist/Psychiatrist
- ✓ Social worker
- ✓ Rehabilitation/Addiction Counselor
- ✓ Mental Health Counselor
- ✓ Psychiatric Technician
- ✓ Life/Career Coach
- ✓ Behavior Analyst

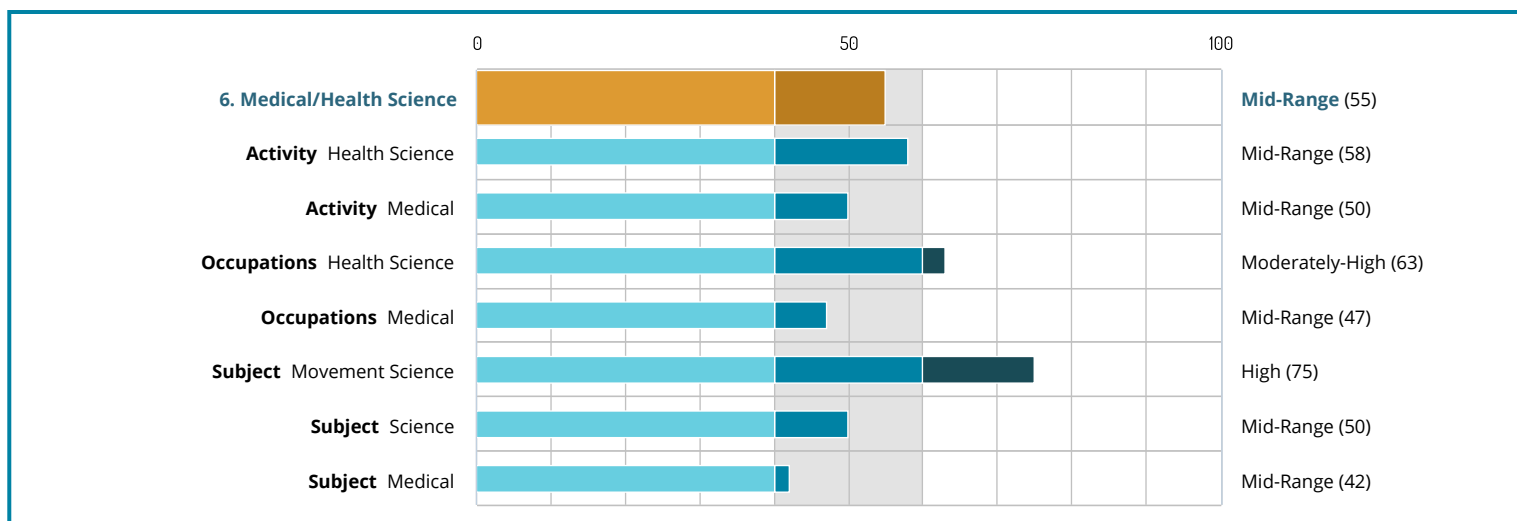
Education in this field generally requires a college degree and/or certifications. Many of these occupations require a master's degree or higher for certification.



This career group involves a strong desire to protect people and property and uphold justice, and may involve personal risk. This field includes activities such as investigating crimes, apprehending criminals, patrolling areas to prevent crimes (including cyber crimes), conducting surveillance, and responding to alarms or emergency alerts. Typical occupations associated with this career group include the following:

- ✓ Police/State Patrol Officer
- ✓ Cybersecurity
- ✓ Private Detective/Police Detective
- ✓ Fraud Investigator
- ✓ Fish/Game Warden
- ✓ Forensic Expert (including digital forensics)
- ✓ Security Guard
- ✓ Intelligence Analyst
- ✓ Probation Officer/Corrections Officer

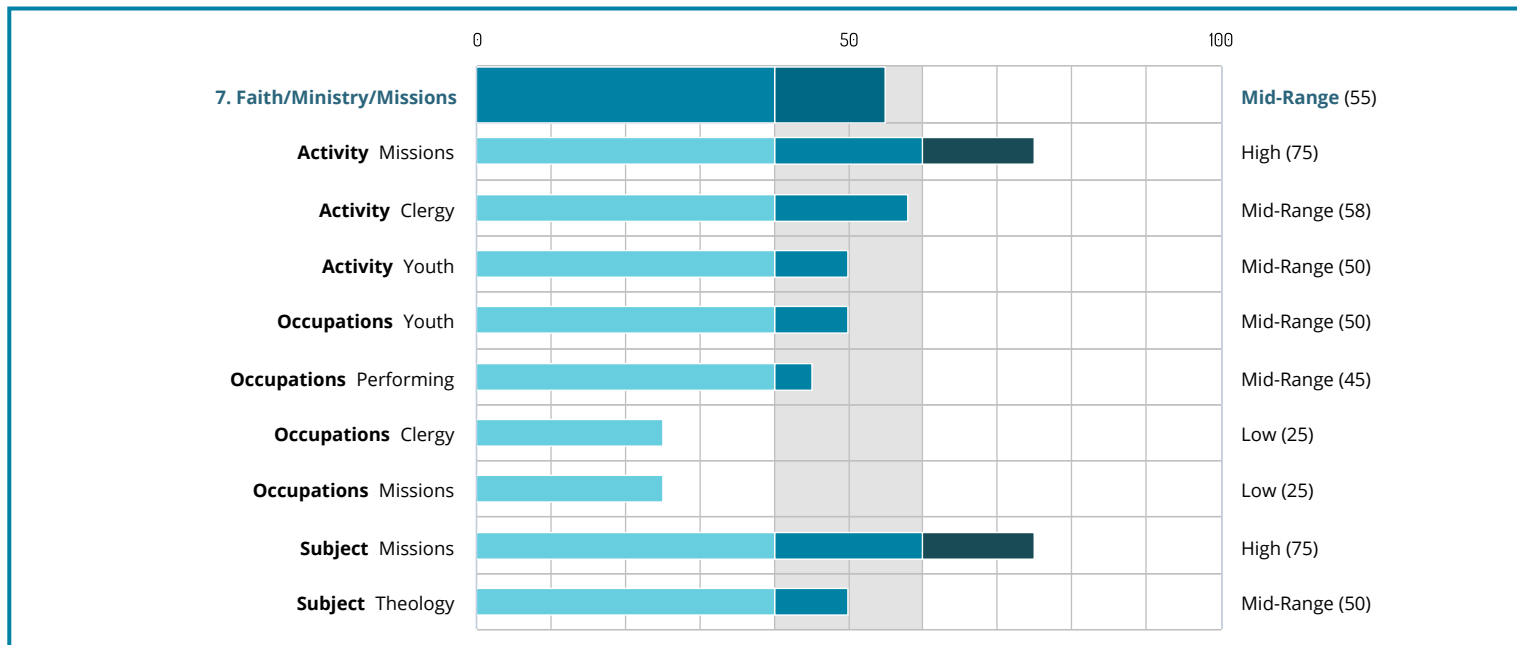
Education in this field may include law, security and/or law enforcement.



This career group involves researching complex issues, diagnosing and/or treating diseases and other medical conditions, helping others in health-related areas, or studying scientific material. This field includes activities such as dispensing prescription drugs, providing health care or therapy to patients, and writing detailed reports. Typical occupations associated with this career group include the following:

- ✓ Pharmacist
- ✓ Dentist/Dental Hygienist
- ✓ Physician/Physician's Assistant
- ✓ Occupational Therapist
- ✓ Chiropractor
- ✓ Nurse/Certified Nurse Practitioner
- ✓ Physical Therapist
- ✓ Ophthalmologist/Optomtrist
- ✓ Medical Technician (X-ray, Phlebotomy, Sonogram, etc.)

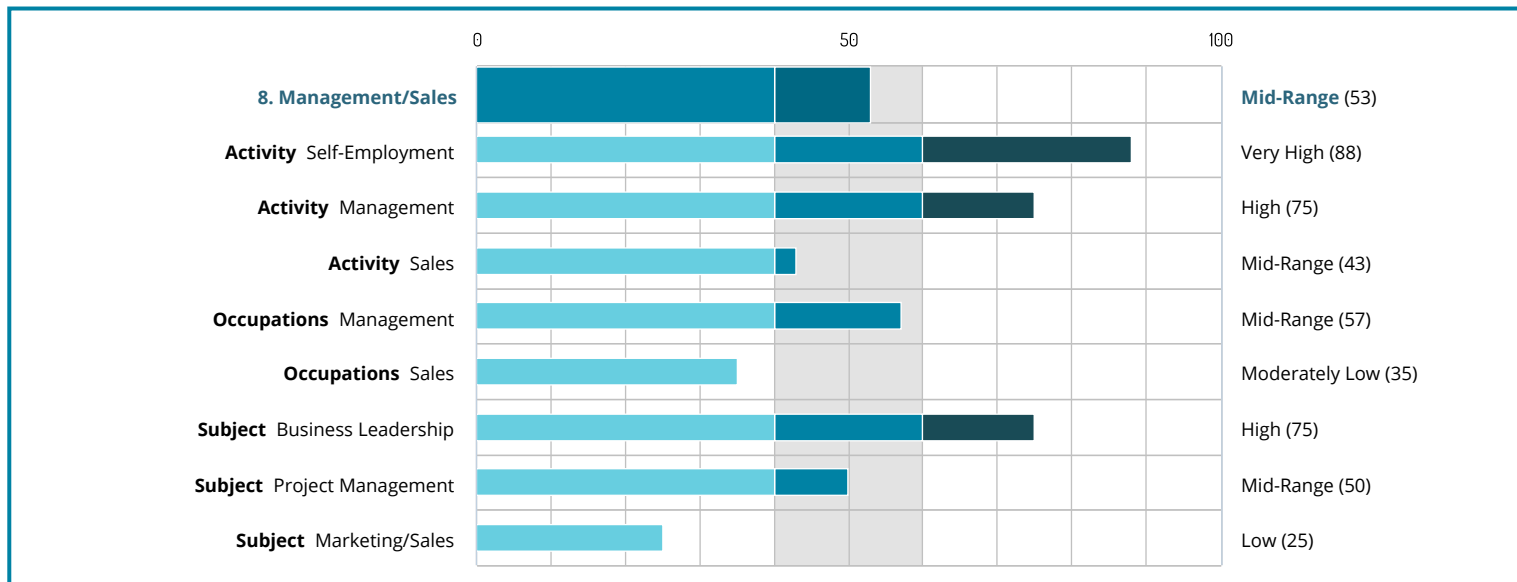
Education in this field can be extensive and may include classes in pharmacy, chemistry, dental hygiene, biology, or other science/medical-related subjects.



This career group involves providing spiritual or religious guidance, whether in a church, on the mission field, or as part of a lifestyle. This field includes activities such as encouraging participation in spiritual disciplines, leading/facilitating spiritual activity, talking to others about spiritual or religious issues or personal problems, or leading worship services. Many people with high interest in this field volunteer their time rather than work in a full-time position. Typical occupations associated with this career group include the following:

- ✓ Religious Educator
- ✓ Youth Pastor/Director
- ✓ Clergy (Missionary, Priest, Pastor, Rabbi)
- ✓ Worship Leader
- ✓ Missionary (Foreign or Domestic)
- ✓ Chaplain (Military, Corporate, Prison, Hospital)
- ✓ Children's Minister/Director
- ✓ Evangelist
- ✓ Religious Text Translator/Commentator/Publisher

Education in this field may include religion, theology, philosophy, missions, and/or counseling studies.



This career group involves business-related activities such as managing, selling, and operating a business. This field includes activities such as developing and implementing marketing strategies, selling a product or service, raising money for non-profit businesses and charities, and recruiting. Typical occupations associated with this career group include the following:

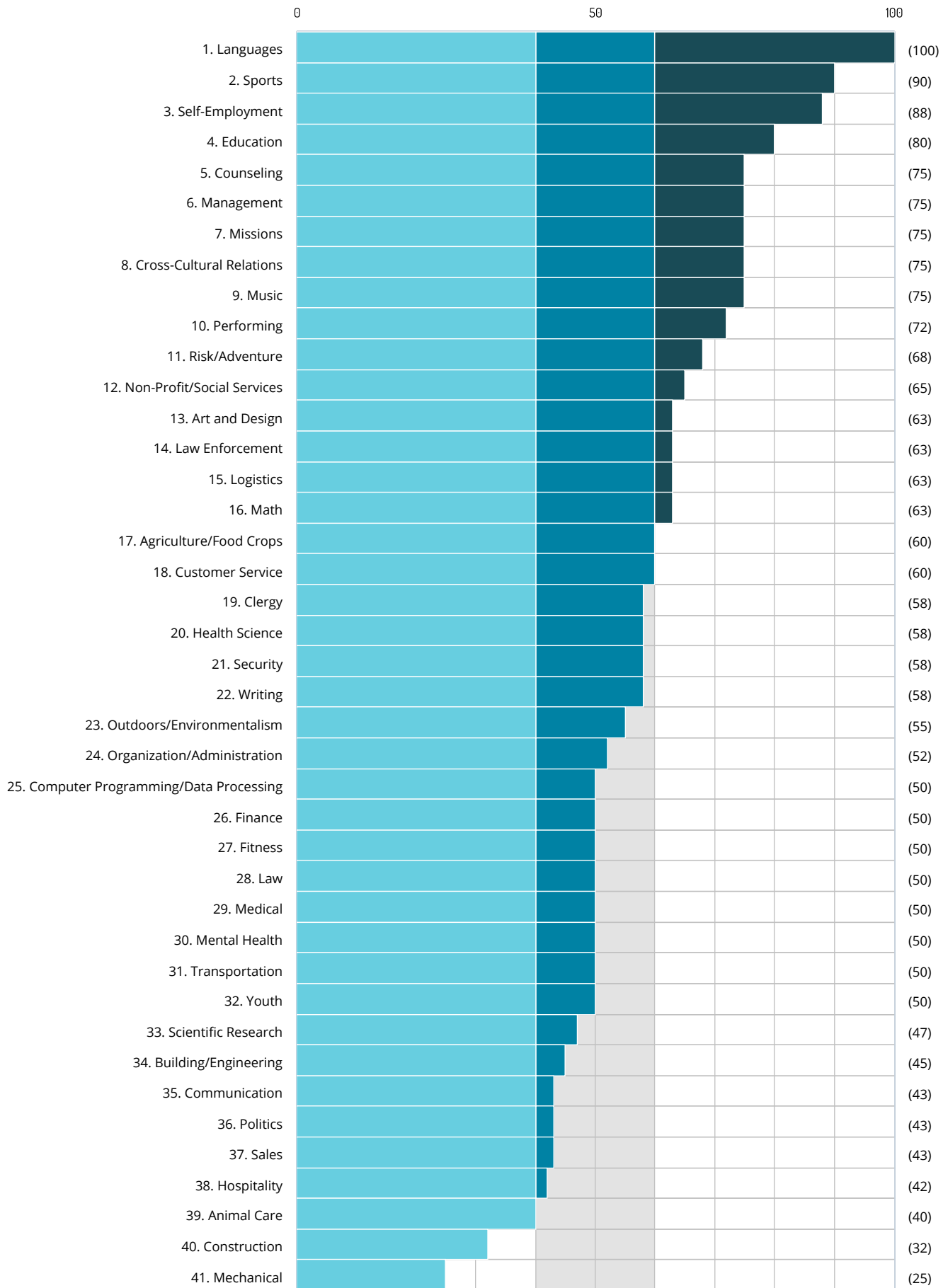
- ✓ Fundraiser/Development Officer
- ✓ Chief Executive Office (CEO)
- ✓ Real Estate Agent/Realtor
- ✓ Product /Brand Manager
- ✓ Business Owner/Entrepreneur
- ✓ Independent Consultant
- ✓ Sales Agent/Marketing Manager
- ✓ Manager - Retail Store/Hotel/Restaurant/Manufacturing
- ✓ Marketing Representative, including Social Media Marketing

Education in this field may include business courses such as sales and marketing, database administration, fundraising and development, human resources, and finance.

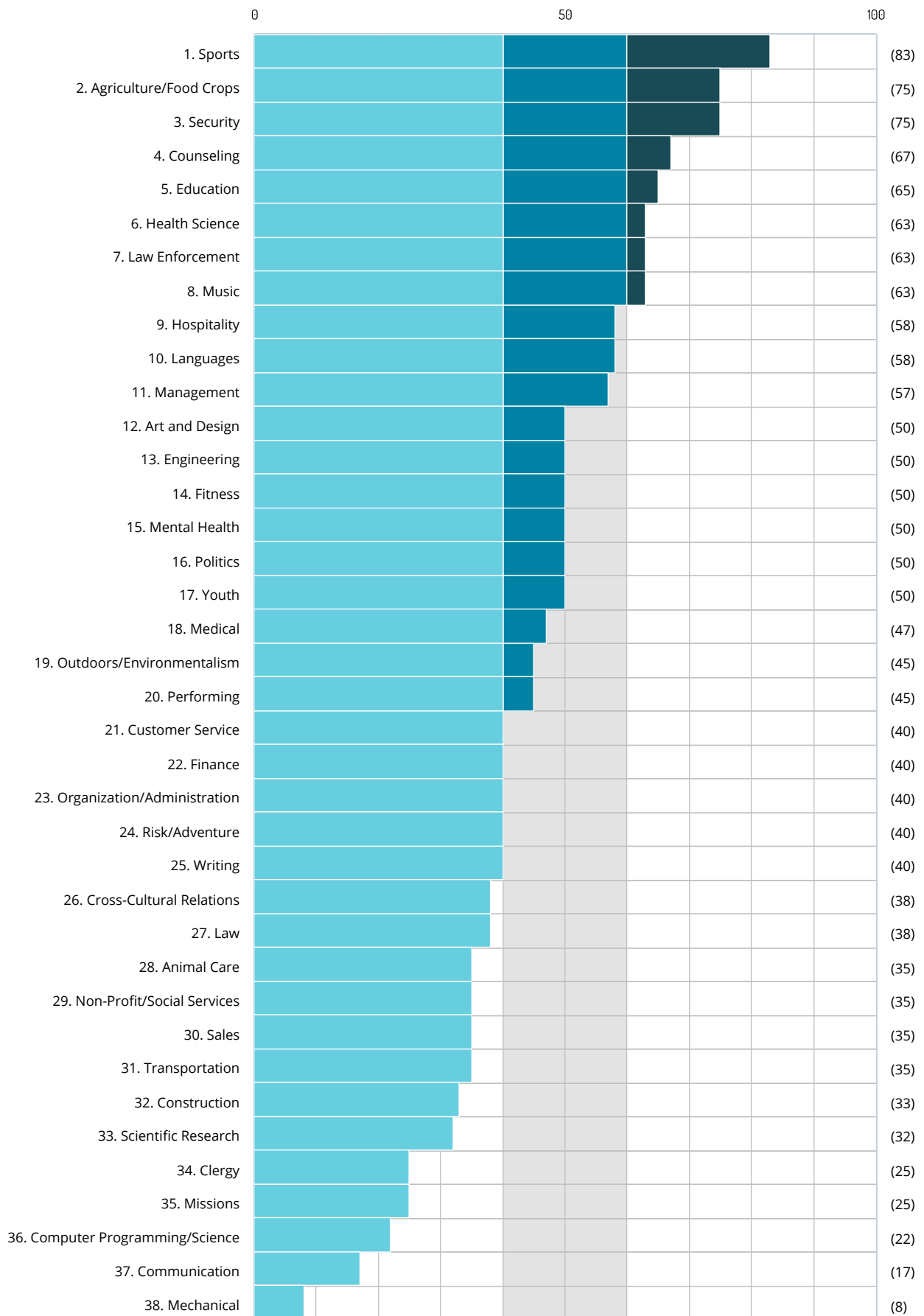
2.2 Combined Scores

The tables below contain your actual standardized score on the Activities, Occupations, and Subjects groups. These are the categories that make up the General Interest areas that have been presented on the last few pages. The graph indicates a low interest (left), a moderate interest (mid-range), and high interest (right). Keep in mind that these are interest scores and **do not** take into account your experience or abilities.

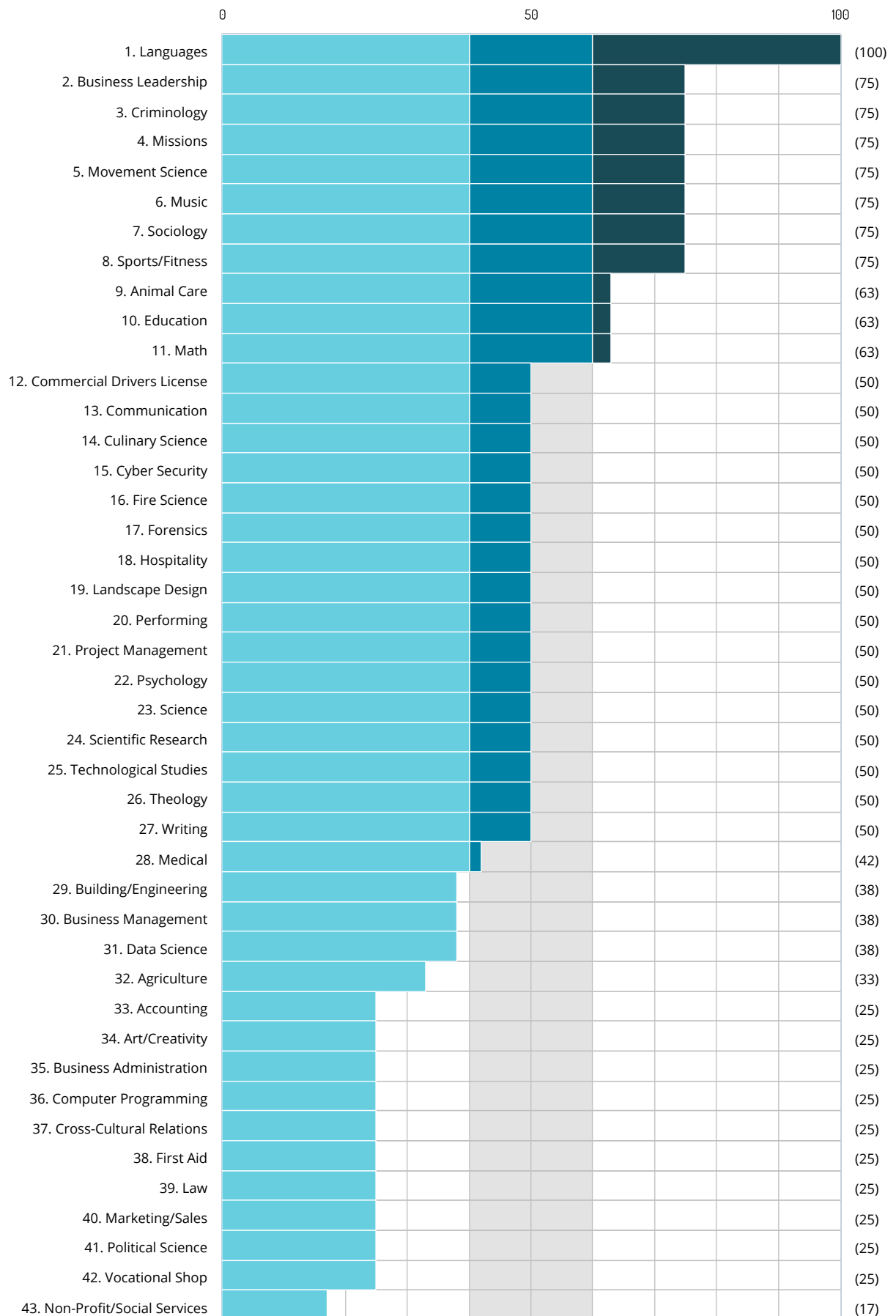
Activity Groups



Occupation Groups



Subject Groups



2.3 Potential Occupations In Your Top Groups

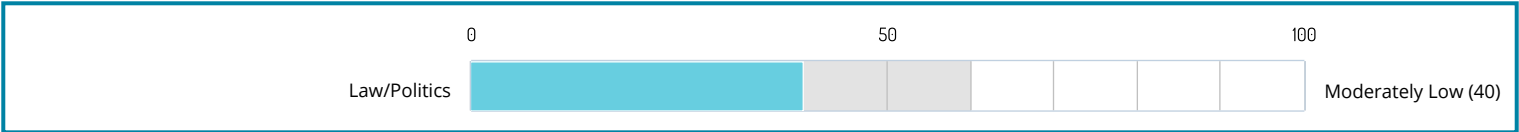
Lane, your top eight Career Groups described on the previous pages provide general definitions for broad groups of occupations in which you have the highest level of interest. Some of the descriptions and occupations in the groups may not appeal to you. That's fine; just make note of what you don't like and use it as a criterion to narrow your career interest. Of course, the information in the other sections of this report and the accompanying **Career Direct® Next Steps** and **Career Direct® Resources** sections will help you in this process.

TAKE NOTE OF YOUR LOWEST INTEREST GROUPS

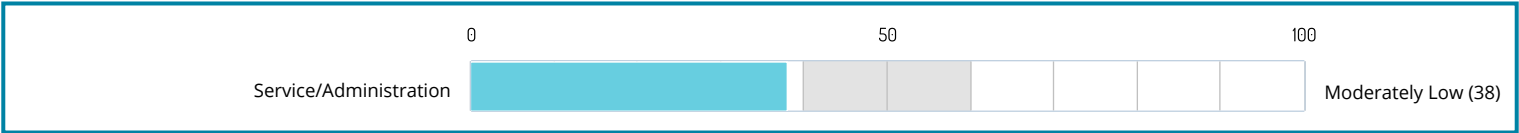
It's important for you to take note of your four lowest interest groups. They are listed in the chart below. Areas of low scores can reveal some insights about your career interests.



Work with technology, analyze data, program computers, develop technological applications, design and engineer in a particular area.



Manage a political campaign, hold public office, represent clients in court, inform and persuade others on political and social issues.



Manage projects and/or people, oversee operations, own or operate a business.



Install, repair, work with hand tools, build, operate machines, diagnose mechanical problems.

Note: Vocational/General Interests are not the same as skills. They reflect your motivation toward a career field but not your ability to work in that field. Most people have abilities that support their interests. If not, they usually try to develop their skills further or look at a secondary career area. For instance, someone who loves sports but does not have the skills to pursue an athletic career may decide to become an athletic trainer or a sports referee.

Skills Are a Key Criteria for Choosing an Occupation

Skills Are a Key Criteria for Choosing an Occupation

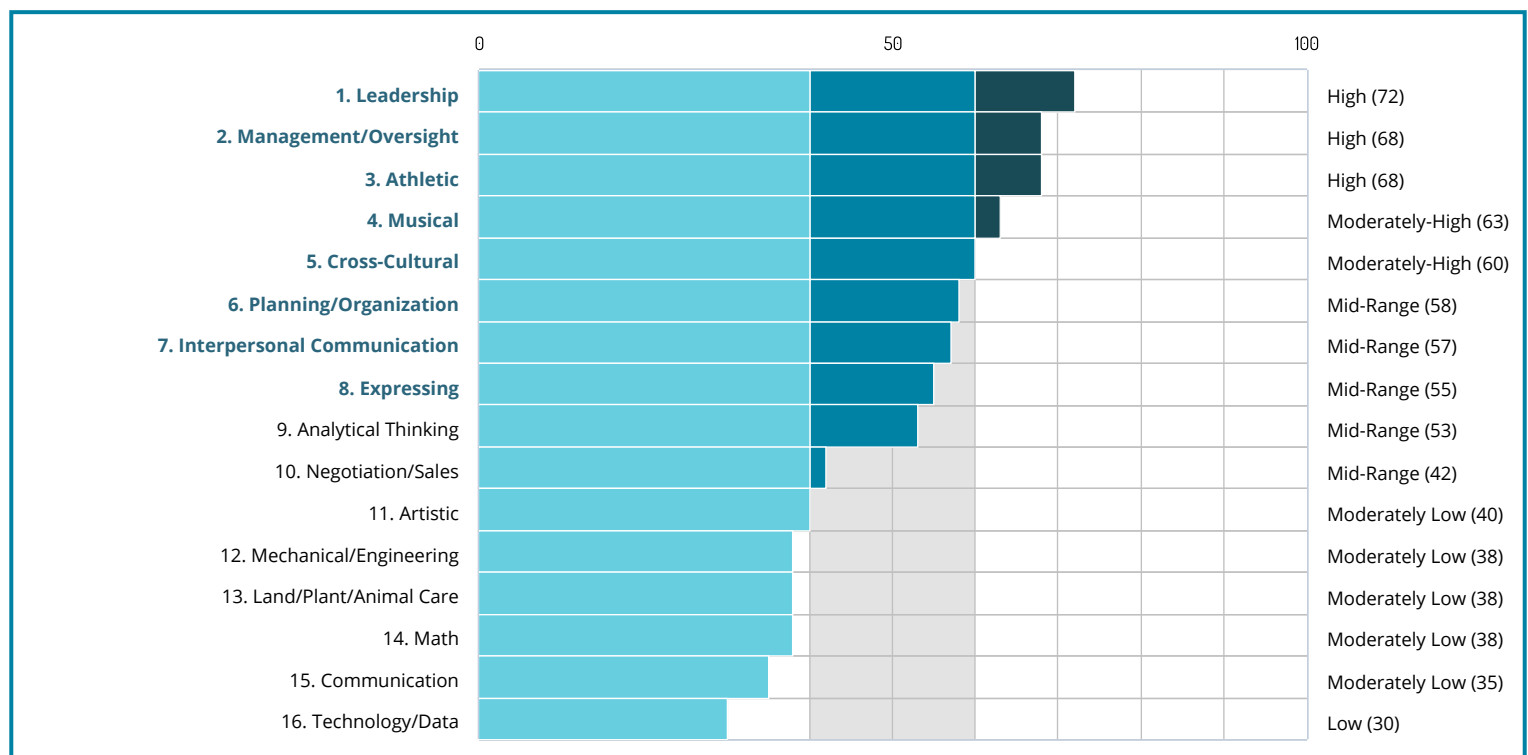
Lane, an understanding of your skills will be important as you evaluate potential occupations. It is very critical that you match your work to career fields that utilize your best skills in order to gain the personal joy of doing something that comes naturally.

There are two key reasons for building on your natural strengths. First, doing so will help you to maximize your potential. Working in your natural strengths starts you at a higher baseline, helps you learn faster, and achieves more from the same amount of effort. For example, some people could practice singing for years but never have the ability to be successful as a singer because they simply lack the natural skills to excel.

Second, working in your natural strengths is just more fun. It's true that people experience less job stress when they are using skills with which they naturally excel. It also seems logical that you enjoy using these skills because they have been recognized, valued, and rewarded by others in the past. Your confidence will continue to grow as you use your natural skills, thus leading to even more success and joy in the future.

The bottom line is that you are most likely to excel when you use the skills that come naturally and bring joy in their use. Although you do need to be mindful of your weaknesses, it is generally unproductive to make them the primary focus for your work. In the area of skills, try to swim with the current, not against it.

Skills and Abilities

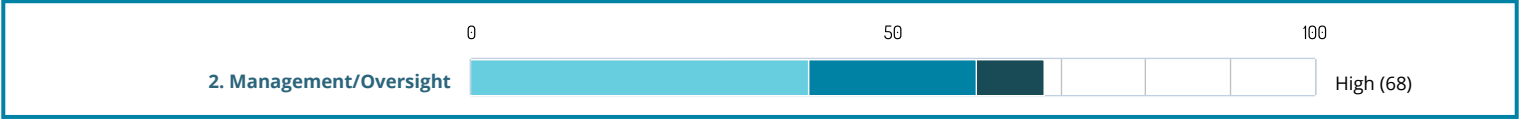


Note: This section's skill scores are from your self-assessment, not an achievement or an aptitude test. Research indicates that self-assessment can give an accurate overview of a person's skills.

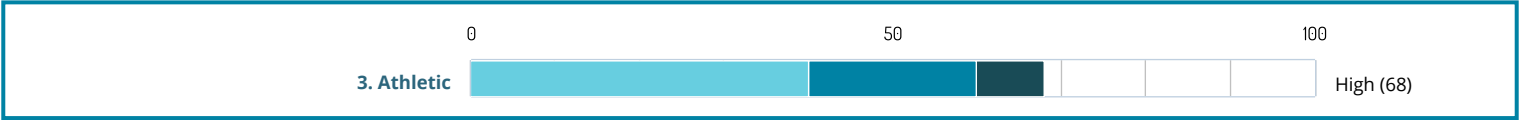
3.1 Skills and Abilities: Top 4 Areas



If you excel in leadership, you likely have an elevated sense of initiative fueled by concern for or connection to others. You may be visionary or idealistic and willing to assert your influence over others. You could be positioned at the head of a group, or leading from among and working alongside the individuals you serve. Either way, you are respected for your integrity and dependability. Pursue opportunities that empower you to teach and mentor as a component of relationship building.



It is likely that you excel when coordinating the activities of others. You delegate tasks, motivate others to work collaboratively, and successfully meet deadlines because people readily respond to your guidance. You are adept at project management and can anticipate and then navigate each stage of work needed to complete a complex task. You manage a high degree of urgency with your ability to be flexible and make adjustments in the moment. By quickly assessing the situational options, you adapt to fast-paced, changing environments. To maximize the use of these skills, you should consider occupations that involve launching a business, supervising others, and/or overseeing operations.



Because you scored high in this category, it is likely that you have a high level of physical fitness, athletic skills, hand-eye coordination, and a deep desire to improve and/or compete. In addition, you may be highly motivated to see people push their physical potential to the limit through discipline, training, healthy dietary habits, rigorous exercise, and adherence to athletic ideals. You may pursue training in the medical sciences, nutrition, or fitness to further your knowledge of the human body, fitness, and rehabilitation procedures.



Because of your musical skills you have an innate ability to express rhythm, play musical instruments, interpret and express emotions or ideas vocally, understand musical symbols and theory, and differentiate qualities and pitches of tones. In addition, you have developed strong self-discipline that enables you to faithfully commit to long hours of practice. Poise, confidence, and expertise typically describe your performances before an audience, along with the sincere desire for others to experience and appreciate the joys of music.

3.2 Skills and Abilities: Evaluate Your Skills

Carefully examine your highest-ranked skills and analyze the relationship among them. How much overlap is there? Is there a common theme to your skills? Do any of your skills relate more to areas that you would use as a hobby than as a basis for your occupation? If so, are there ways that these hobby skills could transfer to your work? The Action Plan that accompanies your report will guide you through these and other questions. Completing this analysis will be key to gaining full benefit from your report.

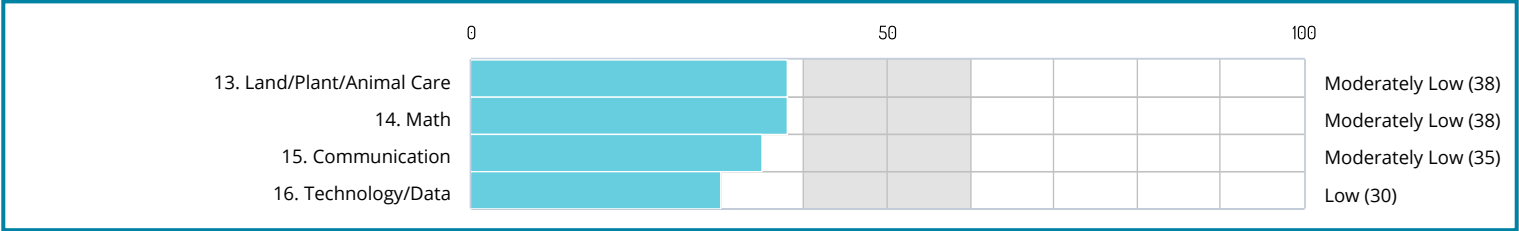
DEVELOP YOUR SKILLS

Exploiting your natural strengths does not in any way mean that training, education, hard work, and dedication are not required to further develop your skills. On the contrary, most successful people become so by working diligently at what they do. Think of the professional golfer who develops natural athletic skills by hitting hundreds of balls every day. Likewise, consider a pianist who spends hours practicing in order to fully develop natural music skills.

MINIMIZE YOUR EXPOSURE OF YOUR LOW-SCORING SKILLS

Lane, as with interests, please take note of the skill areas in which you scored the lowest. They are the ones listed at the bottom of the chart on the previous page. Areas with low scores can reveal some insights about your career interest. It could be that these are not natural strengths, or perhaps you never have had the opportunity to develop them. In either case, it would be best not to pursue occupations that require heavy use of your low-scoring skills, unless you pursue more training first.

YOUR LOWEST FOUR SKILL AREAS



Values Are Important To Career Decisions

Values Are Important To Career Decisions

Lane, you can be in a career field that is a good match for your vocational interests, skills, and personality strengths and still experience job dissatisfaction and stress if your work does not match your values. For example, many people value working outdoors and will never feel totally comfortable working in the confines of a building. Others may need to know that they are helping people directly in their work and will not be satisfied working alone or with machines.

Many people think that they can be happy doing most anything if it makes them successful in the material sense. All too often, they find themselves unfulfilled and burned out after only a few years into their careers. Using values as a criteria for career choices can preclude much of the disappointment and career stress present in today's workplace. As you review your priorities to see if you are being consistent, compare them to the way you are actually operating. This three-part section on values is designed to help you define the priorities and values that will guide your life and work.

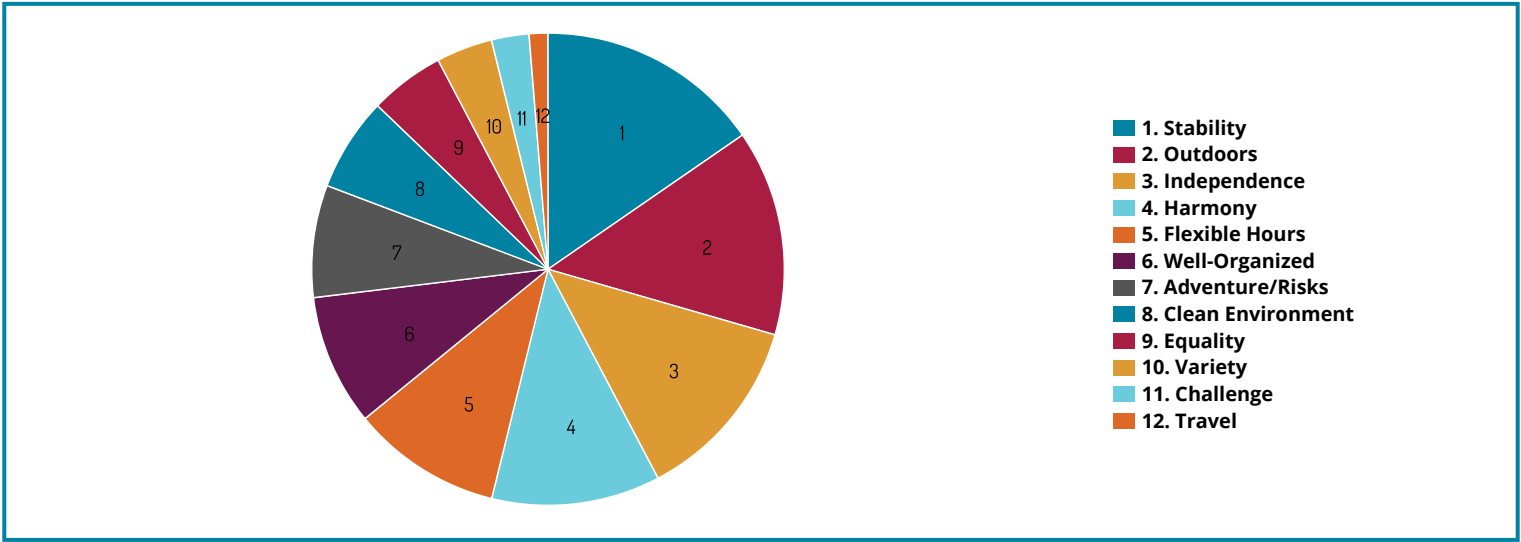
Expect your values to change; these are your priorities and you can change them any time you want. Most people will find that they do change some of their priorities as they age and as their family situations change. It is a good idea to save this report for future reference. A periodic review will enable you to make updates and see how well you are sticking with your priorities.

4.1 Values: Work Environment

Different people prefer or even require different kinds of environments in their workplace in order to function at their best. The kind of conditions they want when they go to work, such as in their physical surroundings, their schedules, or the workplace atmosphere, all contribute to their work environment. For example, some people can only thrive when their surroundings are very well-organized, while others may not be bothered by some degree of disorganization.

It is important for you to be able to identify the kind of environment you desire, or even need, in order to function to your greatest potential. Understanding this can help you as you evaluate various career opportunities that come your way.

YOUR PRIORITIES FOR THE 12 VALUES THAT RELATE TO WORK ENVIRONMENT



CONSIDER THE TOP 4 AS IMPORTANT CRITERIA FOR EVALUATING POTENTIAL OCCUPATIONS AND POSITIONS

1. Stability

You enjoy working in an environment of consistency, an established routine, and no surprises. You value regular hours, steady salary, and a schedule that does not change.

2. Outdoors

You enjoy working primarily outdoors rather than staying inside during your work day. Look for opportunities to work in contact with nature and fresh air, even if it means working in the heat, cold, and severe weather.

3. Independence

You will want to make decisions for yourself, so look for considerable job autonomy. It is important that you be able to do things the way you want to do them. Everyone has to have guidelines, but it is important that you are able to experiment with your own ideas and work without someone looking over your shoulder.

4. Harmony

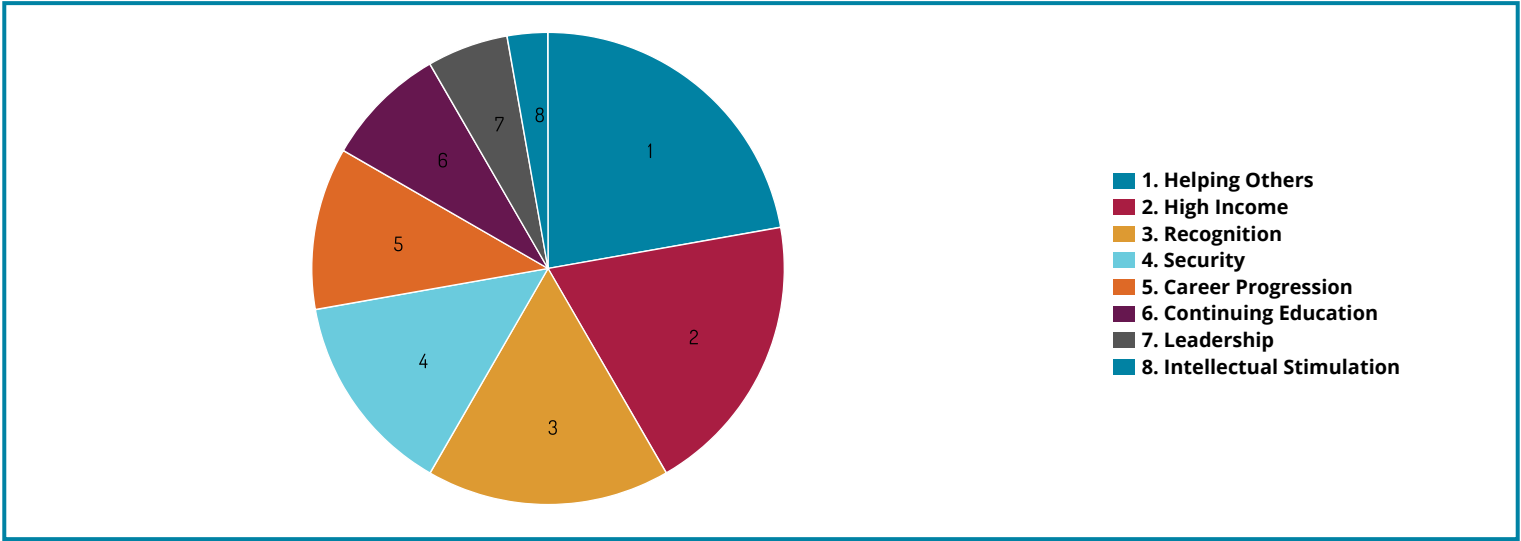
You enjoy a harmonious, agreeable work environment. Look for occupations in which you can work with little confrontation, in harmony with your coworkers and boss and with a considerate team of individuals.

4.2 Values: Work Outcome

Although most people have a number of expected rewards from their work, it is important to decide what is most important. For instance, more education and higher income typically go together, but beyond a certain level continuing education may not correlate with a higher income. Likewise, having a leadership position does not always enhance one's security. Whether we think about it or not, most of us have to make tough choices in this area.

It's very important that you recognize that your priorities are an individual matter. Allowing someone else to exert too much influence over work values is one of the biggest mistakes people make in choosing a career field. This is your opportunity to think through this critical area and make sure you know what is really important to you.

YOUR PRIORITIES FOR THE 8 OUTCOME VALUES THAT YOU EXPECT FROM YOUR WORK



THESE OUTCOMES ARE THE MOST IMPORTANT TO YOU

1. Helping Others

Contributing to the welfare and growth of others is important to you and should be an integral part of your work. This could be carried out through training, teaching, counseling, encouraging, and the provision of financial resources. Your occupational choice should afford the opportunity to express your concern for others.

2. High Income

You value being highly rewarded financially for your efforts at work. To feel successful in your work, you believe a high-income level is a necessary factor.

3. Recognition

You are willing to work hard in order to be known as someone who has made his or her mark. Recognition of accomplishment is a big motivator for you, so analyze potential occupational choices carefully to be sure that a clearly defined rewards system is present.

4. Security

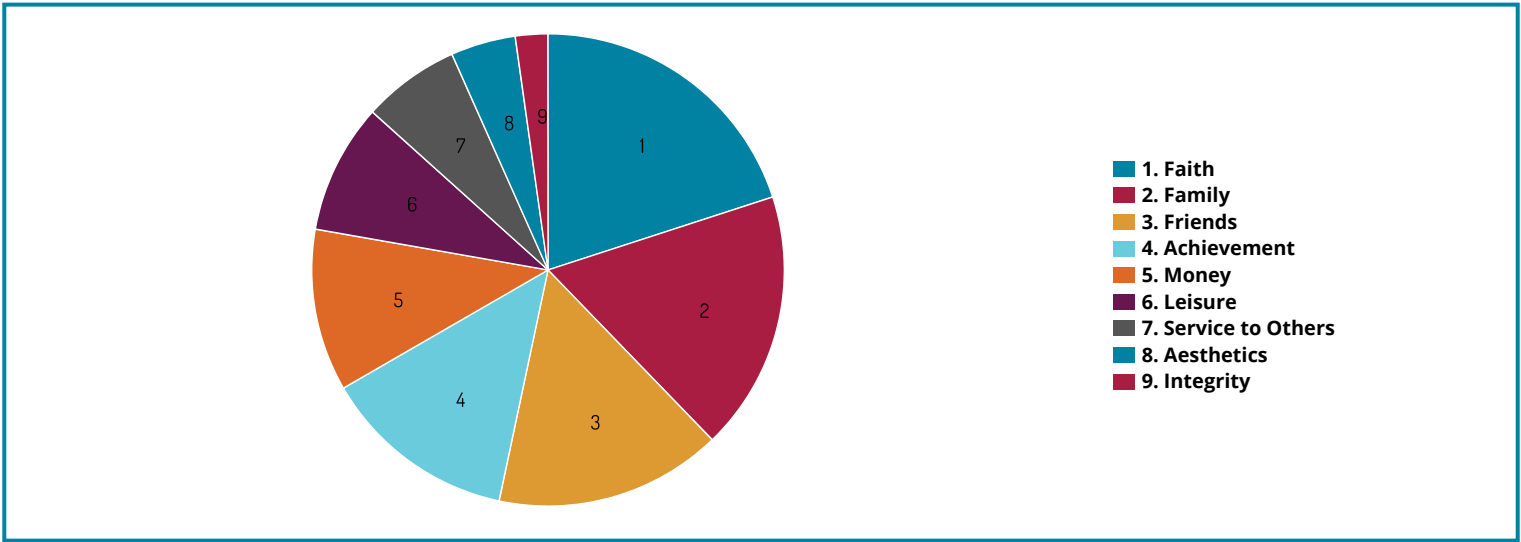
You prefer to have the assurance that you have a job that will be around for a long period of time. Some career opportunities still have a measure of security; however, keep in mind that they are on the decline. Job security is now much more dependent on your ability to continually develop your skills to meet the changing workplace.

4.3 Values: Life Values

This area is important to career planning because many people find it difficult to align the way they live and work with their life values. The fast pace of life, the strains of financial overcommitment, and the complexity of life in this time cause many to feel like it's all they can do just to hang on each day.

Experience shows, however, that people who thoughtfully decide on a life purpose and then make career choices that contribute to that goal have a unique peace and sense of fulfillment about their work. Your top four items that relate to life purpose are listed below.

YOU PRIORITIZED 9 VALUES THAT RELATE TO LIFE PURPOSE



LISTED BELOW ARE YOUR TOP 4 LIFE PRIORITIES

- 1. Faith**
You have indicated that your life mission involves serving God in everything you do. It will be very important for you to see how your work is contributing to that goal. Remember that all occupations offer the opportunity to serve Him. Kindness and a commitment to excellence can be an attractive light for others in the workplace.
- 2. Family**
Your family has a high value for you and you want to be able to care for them whenever they need you. You consider it important to be available and involved in their activities. Having a lot of quality time with your family is important to you and should be an consideration to the occupational choices you make.
- 3. Friends**
Making and keeping friendships is an important part of your life. You enjoy spending time with close friends, helping them when they need you, and building and developing new friendships. You value a lifestyle that allows time to get away from responsibilities and to enjoy time with close friends and acquaintances.
- 4. Achievement**
You set lofty goals and strive for excellence in all you do. Achieving your full potential in work is extremely important to you. Look for career opportunities in which you are able to set high goals and see the results from your efforts.

FIND THE RIGHT BALANCE IN YOUR VALUES

No one is perfect; Superman and Wonder Woman do not exist, and you will never be able to do everything to the level you would like. Everyone must work out a balance in life. By considering your priorities, you will be able to find a comfortable balance in the use of your time, energy, and financial resources. Referring to your priority lists will help you to meet your stated life purpose values.

EXPECT YOUR VALUES TO CHANGE

These are your priorities and you can change them any time you want. Most people will find that they do change some of their priorities as they age and their family situations change. It is a good idea to save this report for future reference. A periodic review will enable you to make update and see how well you are sticking with your priorities.

WHAT DO I DO NOW?

Compare the stages of your career development to driving cross-country on a family vacation. There are two distinct stages. Stage one consists of conducting all the necessary research and planning to make the vacation enjoyable. Stage two consists of actually getting into the car, backing out of the driveway, and starting out.

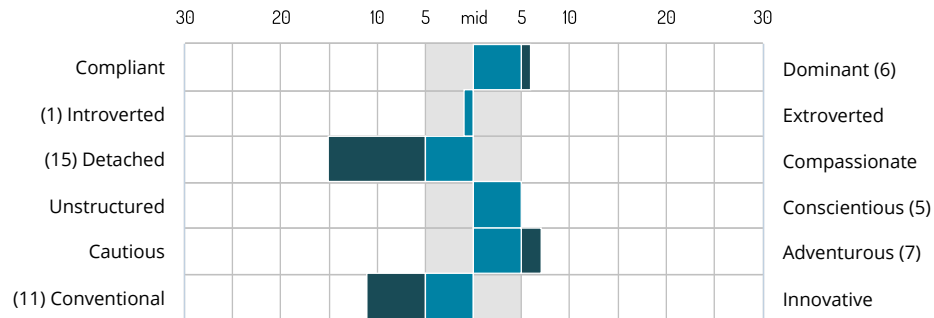
Reading through your CAREER DIRECT report is comparable to studying a road atlas in the first stage of planning the trip. It offers you a broad overview of the general directions to your destination, along with some alternative routes to get you there. However, just reading the report will not solve your career dilemma any more than simply reading a road map will actually get you to your vacation destination.

You now find yourself at stage two. It is time for you to climb into the driver's seat and begin your career journey. Your first step is to assimilate your information into plans and decisions that will get you started. To assist you in this key step, we have provided the Action Plan, a guide to interpreting and acting on what you have learned about your pattern for work. It is extremely important that you process through it completely. I will help you to match your pattern with various occupations and educational training programs.

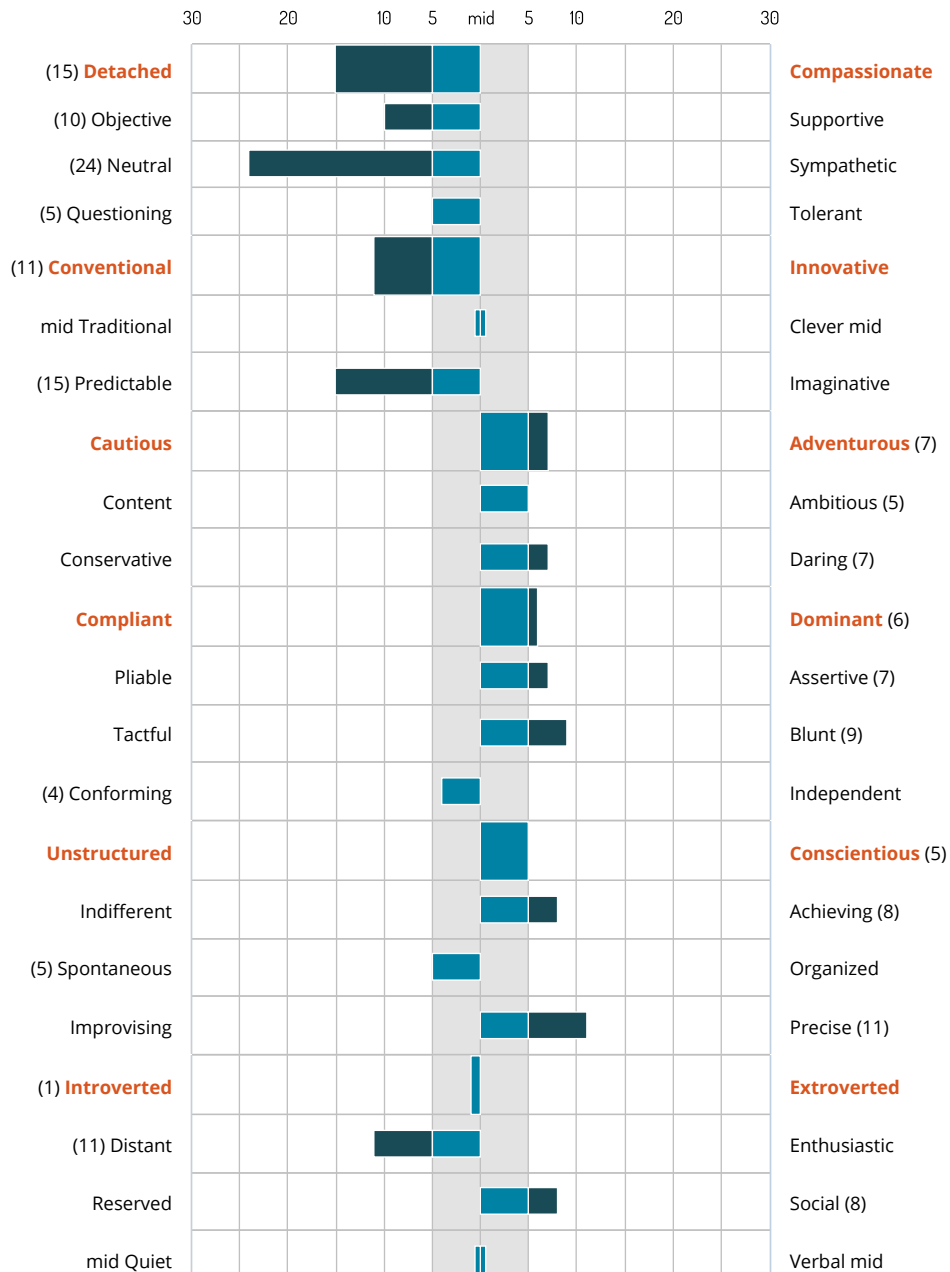
Above all else, don't forget that the basic goal in career planning is to match your talents and interests to the requirements of your work. In doing so, you will have the highest likelihood of reaching your destination and career that fits you.

Summary Charts

1.1 Six Factors of Personality



1.2 YOUR PERSONALITY FACTORS AND SUB-FACTORS



1.3 PERSONALITY SUMMARY

Detached - tough minded and good at making objective decisions, sometimes impatient, and like to keep things moving

Conventional - able to operate from a practical and conventional perspective and are good at carrying out established procedures

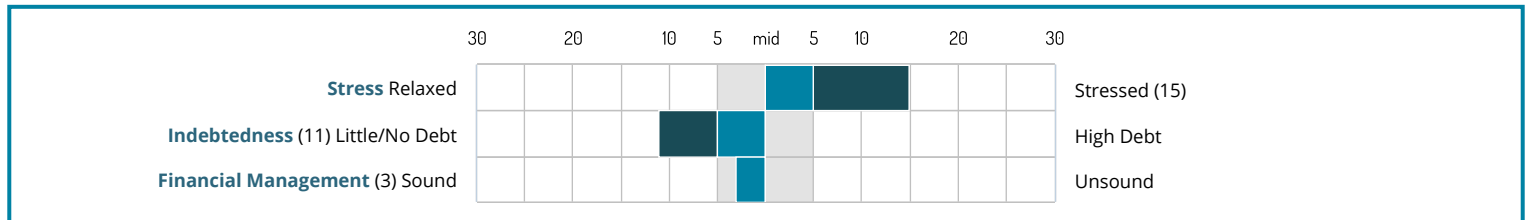
Adventurous - venturesome, ambitious, and competitive and are attracted by a challenge

Dominant - bold, self-reliant, results oriented and naturally want to take the lead

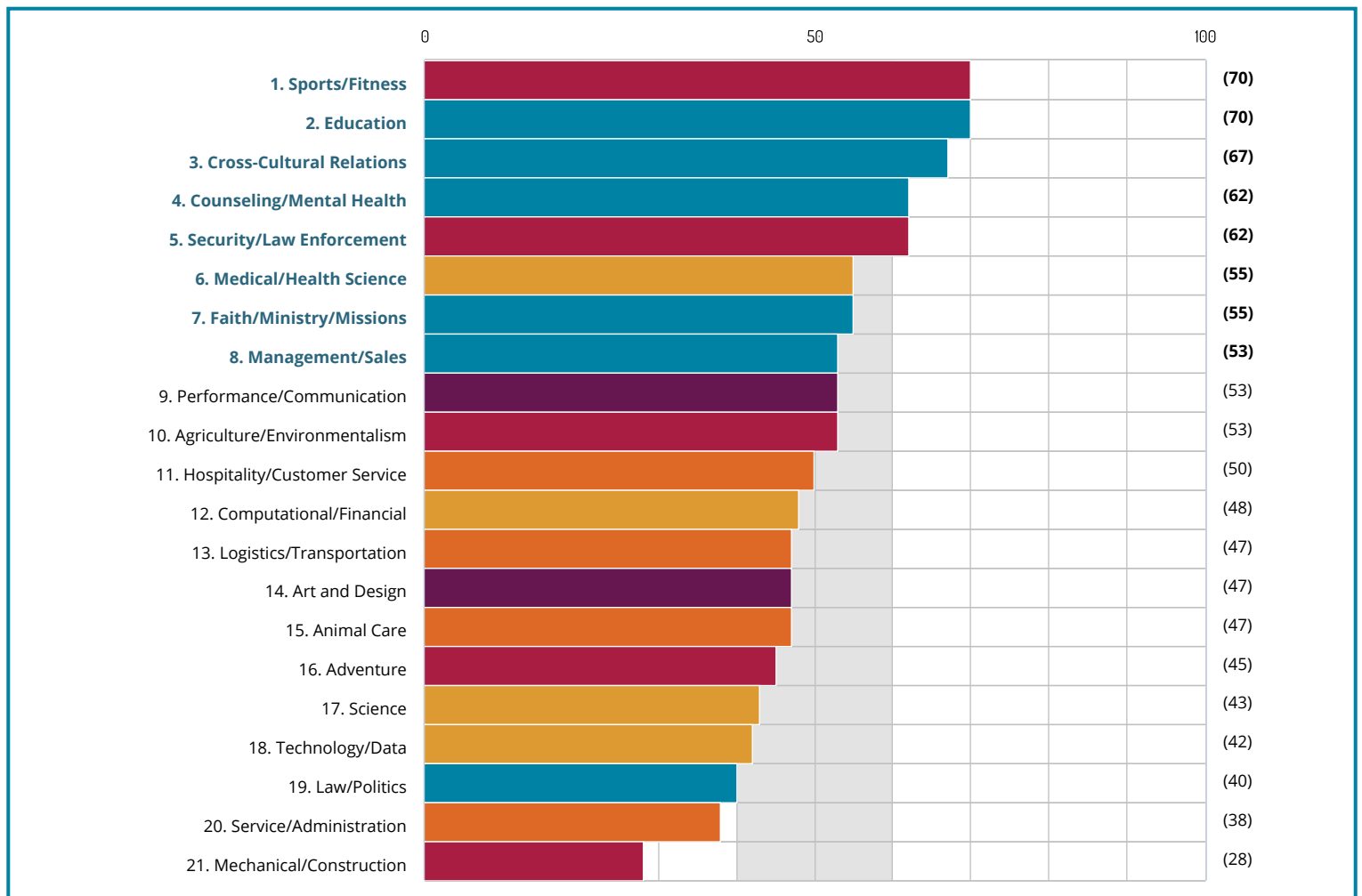
Unstructured / Conscientious (Mid-Range) - structured in some areas and operate spontaneously in others

Introverted / Extroverted (Mid-Range) - engaging and pleasant with others when approached, but enjoy solitude also

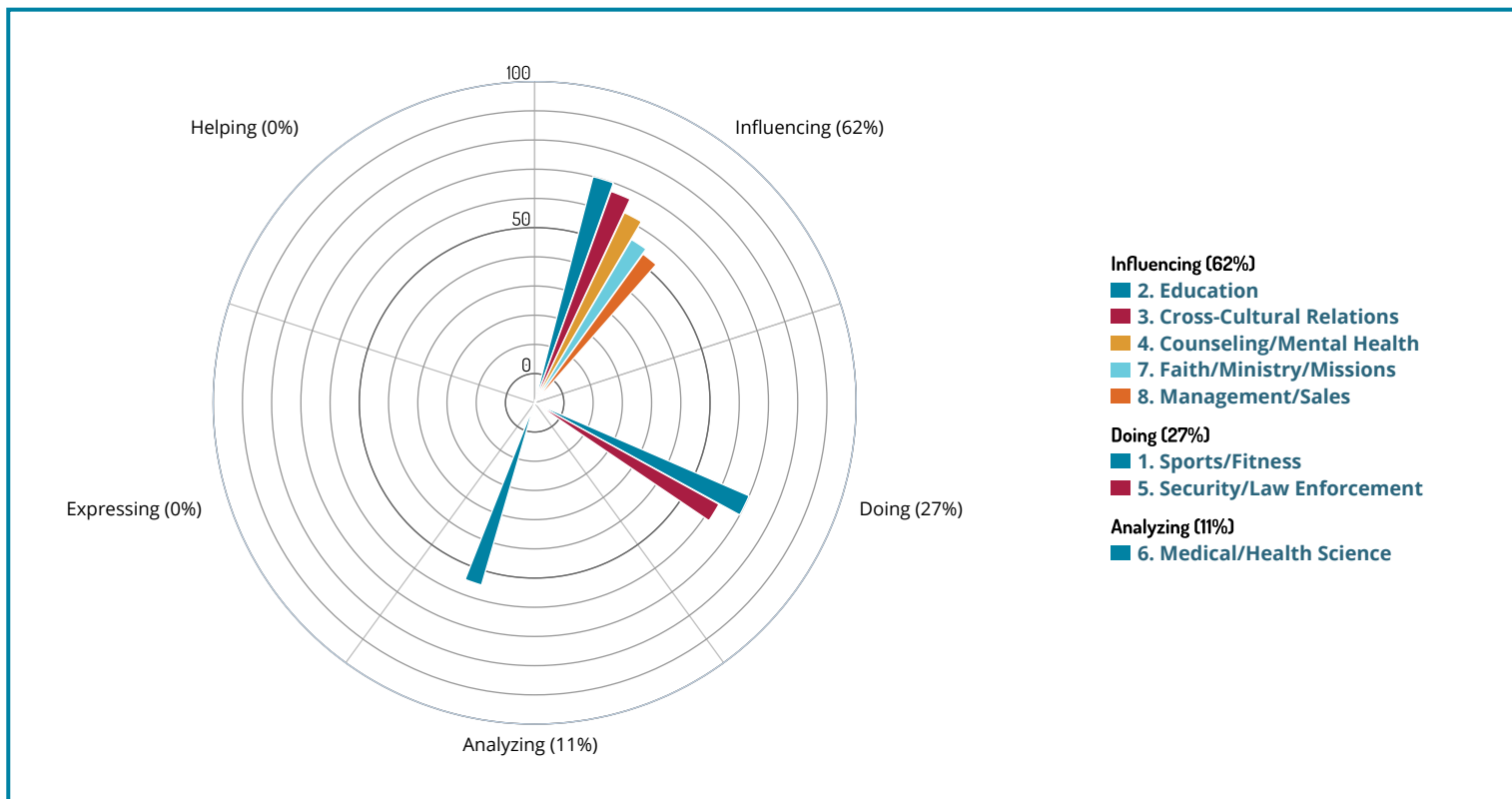
1.4 Critical Life Issues



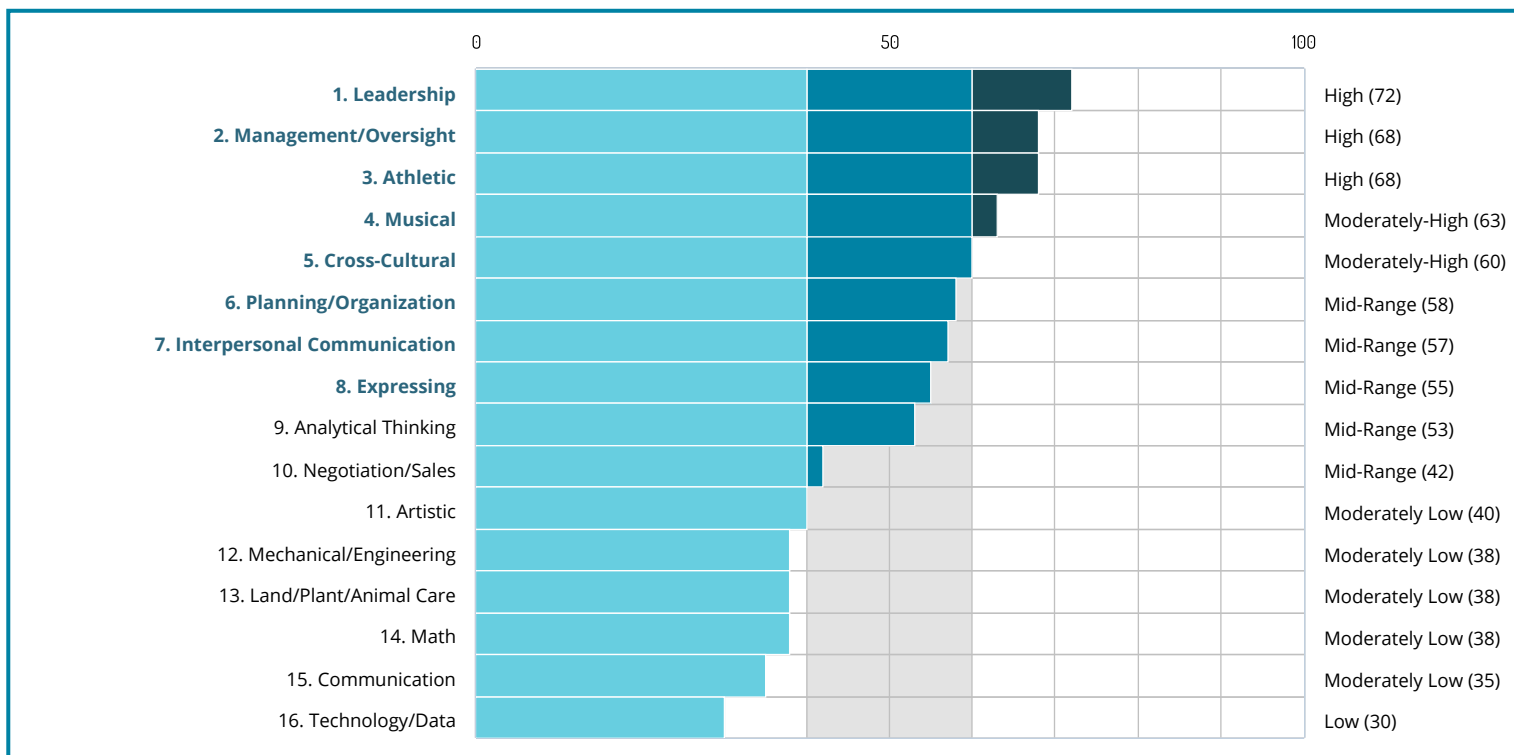
2.1 General Interests



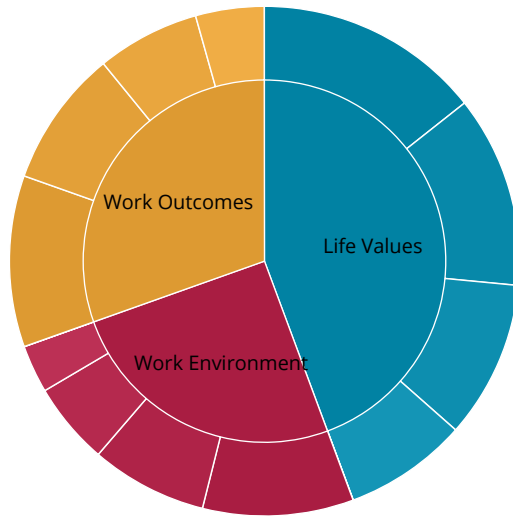
2.2 Top 8 Career Groups by Interest Area



3.1 Skills and Abilities



Top 4 Integrated Value Priorities



Life Values

Work Environment

Work Outcomes

Life Values

- 1. Faith
- 2. Family
- 3. Friends
- 4. Achievement

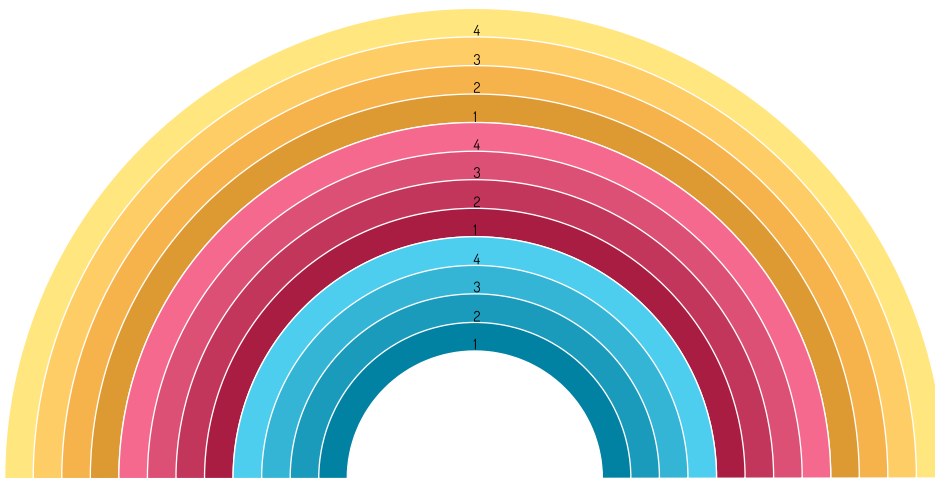
Work Environment

- 1. Stability
- 2. Outdoors
- 3. Independence
- 4. Harmony

Work Outcomes

- 1. Helping Others
- 2. High Income
- 3. Recognition
- 4. Security

Core Life Planning Values



Life Values

- 1. Faith
- 2. Family
- 3. Friends
- 4. Achievement

Work Outcomes

- 1. Helping Others
- 2. High Income
- 3. Recognition
- 4. Security

Work Environment

- 1. Stability
- 2. Outdoors
- 3. Independence
- 4. Harmony

Career Direct – Next Steps

Congratulations on completing your Career Direct assessment and working through your Detailed Report!

Foundational Principles Necessary for Wise Decision Making

- Aligning your design with your career is a life-long responsibility enabling work to be an unfolding, relational journey. Don't look at your life work as a series of transactional events, such as only working for the paycheck. There is so much more to work than that!
- Your unique design is meant to be fully embraced, and understanding it is critical to discovering your life assignment. It will lead to success, fulfillment, wise decision making, and even healthier relationships!
- Invest faithfulness and tenacity as you study your Detailed Report further.
- Research possible career choices.
- Remember, the only foundation for a wise career choice is the one that honors your design and aligns with it.
 - Make sure your chosen career has that four-out-of-four design fit (Personality, Interests, Skills and Values).
 - Make a decision that honors and respects your individuality.
 - You can easily get off track if you choose a job solely or primarily for one of these reasons:
 - It's the easiest or first job offered.
 - It will make you the money you want to make.
 - It will give you the job title or prestige you seek.
 - It offers security, power and control.
 - You'll get to work with your friends.
 - It's in the "Hot Jobs" category.
 - You can follow in a parent's footsteps and/or fulfill their dreams.
 - You have the ability to do it (but you really don't like it much).

None of these should be a primary reason for choosing one job or career over another. Remember, you want to choose the option that aligns with all four of your dimensions of design. Every other consideration is secondary.

STEP 1:

- If you do not have a Career Direct Consultant, ideally, you want to connect with one! Yes, you can enlist the aid of a coach or mentor to review your Detailed Report with you. However, their knowledge to utilize the full beauty of this report is limited. They can easily miss themes, balancers, and connections, and are not trained in our specialized synthesis process. You are worth investing in! Meeting with a Consultant will enable you to get the most out of the report. They can show you how to make this a lifelong tool. If you are ready to choose the best option, [connect now with a Career Direct Consultant!](#)

STEP 2:

- Review your assessment results in the *Career Direct*® Detailed Report AGAIN (and again and again).
- Note any information in your report that does not seem to apply to you. If you disagree with something, ask your consultant or coach to confirm your thoughts. Once confirmed, mark out the items that do not apply.
- Highlight or underline the key points you and/or your consultant focused on in the report.
- Write down and review the top career recommendations from your consultant. If you did not have a Career Direct consultation, you will not have these recommendations.

STEP 3:

- Click on the desired or recommended career links below in your top 8 Interest Groups and continue doing research. (Note: In addition to doing research online, there are other ways to get information to help you know if you should pursue an occupational opportunity.) Check out other careers as well; you aren't just tied to the ones that have links below. Remember, you want to match potential career fields with your Personality, Interests, Skills/Abilities and Values. That's right; you want to align with ALL FOUR dimensions of your design. Check out other careers as well; you aren't just tied to the ones that have links below. Just remember, every career requires a specific configuration of personality, interests, skills and values to be successful. For success and satisfaction, the career you choose must align with ALL FOUR dimensions of your design. One way to begin to find the necessary information regarding personality, interests, skills and values as it relates to different careers is by clicking on the Job Detail Links on the next page(s).

Top Eight Interest Groups Job Detail Links

1. Sports/Fitness

[Athletic Trainer](#)
[Athletic Coach](#)
[Fitness Instructor/Trainer](#)

[Umpire/Official](#)
[Professional Athlete](#)
[Fitness and Wellness Coordinator](#)

[Professional Scout](#)
[Physical Education Teacher](#)
[Sports Team Manager](#)

2. Education

[Trade Instructor](#)
[Higher Education Administrator](#)
[Teaching Assistant/Classroom Aid](#)

[Corporate Trainer](#)
[Professor](#)
[Online Curriculum Designer \(online or in class\)](#)

[School Principal](#)
[Education Specialist](#)
[Academic Teacher/Tutor \(Public, Private, Homeschool\)](#)

3. Cross-Cultural Relations

[Foreign Service Agent](#)
[Flight Attendant](#)
[International Business Executive](#)

[Foreign Language Teacher](#)
[Diplomat/Ambassador](#)
[United Nations Officer](#)

[Translator/Interpreter](#)
[Travel Guide/Travel Agent](#)
[Overseas Journalist/Foreign Correspondent](#)

4. Counseling/Mental Health

[School/College Counselor](#)
[Social worker](#)
[Psychiatric Technician](#)

[Marriage/Family Therapist](#)
[Rehabilitation/Addiction Counselor](#)
[Life/Career Coach](#)

[Psychologist/Psychiatrist](#)
[Mental Health Counselor](#)
[Behavior Analyst](#)

5. Security/Law Enforcement

[Police/State Patrol Officer](#)
[Cybersecurity](#)
[Private Detective/Police Detective](#)

[Fraud Investigator](#)
[Fish/Game Warden](#)
[Forensic Expert \(including digital forensics\)](#)

[Security Guard](#)
[Intelligence Analyst](#)
[Probation Officer/Corrections Officer](#)

6. Medical/Health Science

[Pharmacist](#)
[Dentist/Dental Hygienist](#)
[Physician/Physician's Assistant](#)

[Occupational Therapist](#)
[Chiropractor](#)
[Nurse/Certified Nurse Practitioner](#)

[Physical Therapist](#)
[Ophthalmologist/Optomestrist](#)
[Medical Technician \(X-ray, Phlebotomy, Sonogram, etc.\)](#)

7. Faith/Ministry/Missions

[Religious Educator](#)
[Youth Pastor/Director](#)
[Clergy \(Missionary, Priest, Pastor, Rabbi\)](#)

[Worship Leader](#)
[Missionary \(Foreign or Domestic\)](#)
[Chaplain \(Military, Corporate, Prison, Hospital\)](#)

[Children's Minister/Director](#)
[Evangelist](#)
[Religious Text Translator/Commentator/Publisher](#)

8. Management/Sales

Fundraiser/Development Officer	Chief Executive Office (CEO)	Real Estate Agent/Realtor
Product /Brand Manager	Business Owner/Entrepreneur	Independent Consultant
Sales Agent/Marketing Manager	Manager - Retail Store/Hotel/Restaurant/Manufacturing	Marketing Representative, including Social Media Marketing

STEP 4:

- Fill out the [Action Plan Worksheet](#) using the key information found in your Detailed Report and your research. This step is critical to complete Next Steps! If you have enlisted the help of a Crown-trained Career Direct Consultant, go to your Profile to access your personalized Interactive Action Plan. (This is another great reason to [connect with a Consultant!](#))
- Keep the following questions in your mind as you work through the Action Plan:
 - What are your unique strengths and motivations that will enable you to excel in the workplace?
 - What is your pattern of individual, work-related characteristics?
 - What are the career fields and specific occupations in which you are most interested?
 - According to your research, what are important requirements and characteristics of those occupations?
 - Which career fields and occupations best match your unique design?
 - What will you do to pursue those occupational opportunities that are good matches for you?
 - Job Shadowing?
 - Volunteering?
 - Becoming an Intern?
 - Talk to people in the particular career?

STEP 5:

- Throughout the process, seek wise counsel from trusted, experienced individuals. Speaking to people in the fields that match your design is invaluable. Seek opportunities only in those areas that align with your distinct combination of personality, interests, skills/abilities and values.

Your career journey will not be stagnant. In the future, you may experience success and satisfaction, or just the opposite. You may have exciting opportunities open up for you. Or maybe they are scary, in a stretching, growing kind of way. No matter the case, periodically review your Detailed Report, reminding yourself of your amazing design. This will assist you in evaluating how well your current or prospective work situation aligns with who you are and what you are meant to do with your life. It is the best way to bring insight and wisdom, and lead to a fulfilling life.