

# ***State of the Industry and How to Adapt to the Changes***

**(3:05 PM – 3:40 PM)**

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# Agenda

- 📁 **Quasi Retired Since February 2022**
- 📁 **Mentoring, Coaching and Technical Training**
- 📁 **My Observations**
- 📁 **Early Career**
- 📁 **Mid Career**
- 📁 **Late Career**
- 📁 **Retirement**



## Early Career

- Better than this Current Job
- It is an Opportunity to Grow/Learn
- Not What You Know- Who You Know
- Current Resume
- Average of Five People- Chose Wisely
- 30 Second and 5 Minute Elevator Pitch
- SMPTE Denier
- Professional Org
- Early- Sign In Desk
- Engage- Ask Questions
- Stay late
- **Embrace Artificial Intelligence**



## Early Career

- **Small Industry- Reputation Building**
- **All Jobs are Temporary**
- **You are Self Employed**
- **Build Resume and Customize**
- **Effort vs RESULTS**
- **Embrace Creative – Technical - Business**
- **Listen More Than Talk- What is in it for Them???**
- **What is Someone Telling Me?**  
- **Why are They Telling Me?**
- **What do I Know that They are NOT Telling Me?**  
- **Why are the NOT Telling Me?**
- **Are You “Difficult” ?**
- **The Workplace is Not Social Media!!!**



## Early Career

- **Avoid and Pay Off Debt – Card Unpaid Monthly Balance**
- **You Deserve to Have a Nice Car**
- **Honda CRV - Toyota RAV4 - KIA Sportage**
- **Seven+ Year Financing**
- **Upside Down \$7000**
- **No Equity with Lease- 1% of MSRP**
- **Out The Door Price- Never Monthly Payment**
- **Never Walk into a Dealer Without Doing Extensive Research**
- **Get Pre Approved for Loan and Don't Tell Sales Person**
- **The Business F&I Person is Highly Compensated**



## Early Career

- **Certified Pre Owned**
- **Pre Purchase Inspection**
- **Consider a Well Maintained Vehicle from a Family Member**
- **Abandoned Cars From the Airport**
- **Don't EVER be Late with the Payment**
- **The Monthly Payment is Far from the Only Monthly Expense!**



## Mid Career

- **Don't Try to Win All Battles**
- **You Don't Always Have to Be Right**
- **The Boss/Owner Loyalty to Mission**
- **You are Even on Pay Day**
- **Don't Get Comfortable**
- **Go To Person**



## Mid Career

- **Embrace Artificial Intelligence**
- Current Resume
- Focus on Your Health
- Retirement Planning/Savings
  - Giver Not Taker
  - **Avoid Debt**



## Late Career

- **Explore Life**
- **Are You a Self Starter?**
- **Does Your Career Define You?**
- **Is Your Job a Place to Hide?**
- **Life Beyond Work**
- **Give Back**
- **Life Will Have Unexpected Changes**



## Late Career

- Don't EVER Broadcast Retirement Plans
- Focus on Your Health
- Stay Current with Resume
- Retirement Finances- How Long Will You Live?
- 10x Income – 20x Expenses
- Unless \$\$\$\$\$ Cannot Coast
- **Avoid Debt**



# Retirement

- **Conversationalist at Senior Homes**
- **Work Until You Drop**
- **Go Go - Slow Go - No Go**
- **Your Health**
- **Define Retired Self**
- **Don't Live in the Past**



# Retirement

- Volunteer
- Declutter
- Affairs in Order
- Giver Not Taker
- Reach Out
- Regrets
- **How do You Want to Be Remembered?**



Closing

- Questions
- **Answers**
  
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Notes