

to develop and then execute on the plan, it will pay you dividends now and for the rest of your professional life.

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4

Surviving the Rough Spots

**WHY WE USE THE IDEA OF
SURVIVE, ADAPT, AND FLOURISH**

The idea of survive, adapt, and flourish comes from observing successful business leaders in a variety of roles. We all have times when things do not go as we had planned. Songs are written and sung about overcoming challenges, people who effectively deal with adversity are often immortalized, and we are consistently inspired by



FIGURE 4.1. DEALING WITH ADVERSITY.

people who continue to persevere. The survive, adapt, and flourish (SAF) mindset can help you create and maintain a context that will help you through these challenges.

It is entirely possible that you will find opportunities that are exciting and fit well with your personal values, or that you have even begun to develop a track record that would support your being considered for a position in your chosen field. However, you may also be coming up short in a few different areas. If that is the case, then what should you do?

There is definitely a recurring theme that comes across every time you speak with successful entrepreneurs: They probably were not successful right out of the gate. They tried something, failed, made some adjustments, tried again, and kept at it until it was successful. Even Henry Ford failed five times in his attempts to start a business until he hit it big and started Ford Motor Company. Thomas Edison failed 1,000 times before he got the lightbulb correct, and Colonel Sanders of Kentucky Fried Chicken had his famous secret recipe rejected 1,009 times before a restaurant accepted it. The list goes on.

I could sit here and tell you to persevere and never give up, which is good advice but borders on being trivial. Everyone tells you the same thing, and it does make sense to never give up. But I want to take it a little deeper and give you a context that will help you through the journey.

MAKING CHOICES

There are several estimates out there about how many choices we make on an average day, but some folks argue that it is probably close to over 30,000 individual decisions each day. We are constantly making choices. We decide what food to eat, what to wear, how to go to work, or go home, or even to decide if we want to go to work today. Literally thousands of times we can choose what we want to do and then experience the outcome.

So why is this important? After all, aren't most of our decisions actually made for us, and we just choose to follow them? Some people would make that argument and would then claim that we have very little control over what happens in our lives. An alternative perspective, and one that we subscribe to in this book, is

that we are in control, we have the power to choose and we should take time to consciously think about the possible outcomes as often as we can.

Now, I fully realize that we cannot stop and think every time we make a decision. Some decisions are made by instinct, but many of those are the result of prior experiences and training. Think about when you are driving and how your instincts kick in when someone pulls out in front of you. You know exactly what to do but it took some experience to get to that point.

Taking the driving example a little further, imagine how competent you are as a driver and then think about what would happen if you were instantly transported to a different country where they drive on the other side of the road. All bets are off! Everything changes and all of those familiar instincts are challenged because you cannot rely on them as easily as before.

I would argue that the current job market can often be similar to driving in a different country. What served you in the past may no longer serve you going forward. Your assumptions about company values, or job security, or even governmental regulations are all subject to change.

The main point is to accept the fact that you are making thousands of choices each day. It is important that you realize that and never get lulled into the belief that what served you in the past will continue to get you the desired outcomes. Understand your choices, pay attention to them, constantly be alert for changes that you need to make and accept that you are largely accountable for the outcomes of the choices that we do make.

DEALING WITH THE CONSEQUENCES

I realize that most students have already been exposed to this fairly simple idea, but since it is so important within the realm of career planning and development, it bears repeating one more time.

“I believe that we are solely responsible for our choices, and we have to accept the consequences of every deed, word, and thought throughout our lifetime.” —Elisabeth Kubler-Ross

Elisabeth Kubler-Ross was an American born psychologist who wrote extensively about choices and the consequences we face as a result of those choices.



She warned us about what can happen if you are not aware of the fact that your behavior has consequences. For instance: when the results are negative, you run the risk of repeating the behavior and, hence, suffering the same consequence. If the results are positive, you may fail to duplicate the behavior and, as a result, wind up being frustrated.

The idea that I want to recommend is to take a moment to reflect on something that has happened to you recently, either positive or negative. When you think about what happened, is your tendency to explain it in terms of what someone else did? For instance, when you get a poor, or good, grade on an exam, is it ever the professor's fault? Was the test too hard, or too easy?

It is so easy for us to fall into the trap of trying to "fix" someone else. The truth is that you cannot "fix" the problem in someone else. It is crucial for you to think about the outcome, decide what you can do to influence future outcomes, change or reinforce your behavior accordingly and then bear the fruits from the desired behavior.

Your career prospects are a function of your behavior. If you have multiple opportunities that you want to pursue, that is a consequence of prior behaviors. If you are striking out and not making any connections, that too is a consequence of your prior behaviors. It is not because of the school you attended, or a specific instructor or some other external driver. It is your career and you own the outcome. No one else owns it. Others will certainly influence it, but it is yours and yours alone. Accept responsibility for the consequences and prepare to move on.

SAILING AS A POWERFUL METAPHOR

One way to visualize this idea can be found in watching a high-powered professional sailing regatta. When you have an opportunity, tune into an "America's Cup" race or some other sailing event that is truly challenging to crew and equipment on the boats that are competing.

If you have never had the privilege of sailing in, or even observing, one of these races, I am sure that if you watch the condition of the boats, especially when they are sailing into the wind, it is easy to imagine how you might think that they are ready to tip over and lose everyone on board. The boats are often keeled over at a very sharp angle and they truly look very precarious.

However, the fact is that they are often completely under control. In fact, these boats are designed to operate under those types of conditions, just like you and I are designed to operate “under sail.” It is sometimes frightening to venture out of your comfort zone and it can feel much safer to remain in the dock, but the rewards are there for those who are willing to learn how to “sail” and then embrace the wind.

Now, I know I might be overdoing it a little with the sailing metaphor, but it truly is a powerful image for you to use when you think about the possible changes you might be wanting to take in your career pursuits. Just like the America Cup sailors, you will need to practice, to explore possible options and strategies, and yes, fail occasionally. But if you accept responsibility for the outcomes, evaluate your behaviors as you experience different consequences, and stay focused on the desired outcomes, you too will become a skilled and proficient sailor in your own right.

SURVIVE, ADAPT, AND FLOURISH DEFINED

Throughout all of these experiences whether you are dealing with challenge and change, getting outside of your comfort zone, or simply trying a new way to drive to school or work, there are three recurring themes that continue to show up when we look at people who have gotten through adversity. These themes will continue to present themselves time and again as you work through the career-planning process. Again, don’t forget you want to embrace the entrepreneurial mind-set and that entrepreneurs go through this cycle time and time again.

These three themes will repeat themselves over and over again throughout the process. It is as if they are the guiding mantra beneath all this effort and are totally in line with the idea of an entrepreneurial mentality. Specifically, there are three phases to the cycle. They are:

SURVIVE

Take care of yourself. Be sure you have plans in place to pay the bills. You might even need to take a position beneath your current expectations in the short run to

keep the bill collectors away. Also, you may want to engage in volunteer work that will keep you engaged in the workplace while continuing to build your track record and your relationships, as well as help you keep a good outlook about the future.

You have to survive, and you have to do so in a way that does not damage your health, your reputation, or the people in your life that are important. Survive! Have short-term goals that get you through the rough times.

ADAPT

As you are taking care of business and surviving the process, you also want to be able to embrace and adapt to changing circumstances.

You may have found yourself unemployed because of global competition, or you may be just entering the workforce and are not sure what your key value proposition is. The point of this phase is that you may have to adapt in order to pursue a viable career. In fact, this type of adaptation may be necessary throughout your entire professional life.

There are few opportunities in life that remain static. Most positions or areas of interest are constantly changing. New technologies are making the old ways of doing things obsolete. Global competition is constantly creating the pressure to change how companies are doing things. The key thought here is that you must prepare to adapt to the changing environment. Do not try to resist it, but rather embrace it.

Also, adapting to the changes will be much easier if you have developed a short-term survival strategy. However, if you do not take care of the survival issues, you will find it difficult to adapt because you will be in a resistance mindset. Entrepreneurs adapt all the time. It is what keeps them viable, and you too must be willing to constantly adapt to changes in the marketplace. Embrace the concept, set your midrange goals to align with ways to adapt, and then embrace what is happening around you.

FLOURISH

This is what makes it all worthwhile. Embrace the idea that ultimately, you will flourish. An entrepreneur knows that he or she will be successful. It will happen. The world is an abundant place.

Regardless of your background, education, and experience, you can flourish. You must believe this, and you must be able to step into the opportunity when it presents itself.

There are a multitude of motivational speakers who talk about having a positive self-image, managing your thoughts in a positive manner, or always having an upbeat attitude. These ideas are relevant and important for you to embrace in this phase. Have faith in your ability, and the outcomes will present themselves.

There is an expression that goes like this: “When the student is ready, the teacher will appear.” That is what this phase is all about. You have to be ready. You have to take care of the basics and ensure that you are surviving in a positive manner. You have to embrace the concept that you must adapt, and you must put processes and goals in place to help you do just that.

As you ensure that you survive and adapt, you will then be more open to allow positive opportunities to flow into your life and to know that you will flourish, just like any successful entrepreneur will do.

VALLEY OF DESPAIR

I was originally introduced to the concept of the “valley of despair” when I was prepared to move to a foreign country. People told me all about the idea, but I failed to believe it was true. Then, after my family and I had been in country for a few months, the valley of despair truly set in and I had to deal with a fairly high degree of anxiety and frustration.

Now, the term “despair” might be a little too strong, and it is possible that you will never experience it at that level of anxiety, but it can be very destabilizing and cause some fairly consistent anxiety.

WHAT IS IT?

So what is the valley of despair? Take a look at the following graphic. The idea is that whenever you choose to make a change in your life of any significant consequence, you may experience an initial period of euphoria. When you move to a different country, this is the time when you are running around with your camera, enjoying the new scenery and trying to take advantage of the new

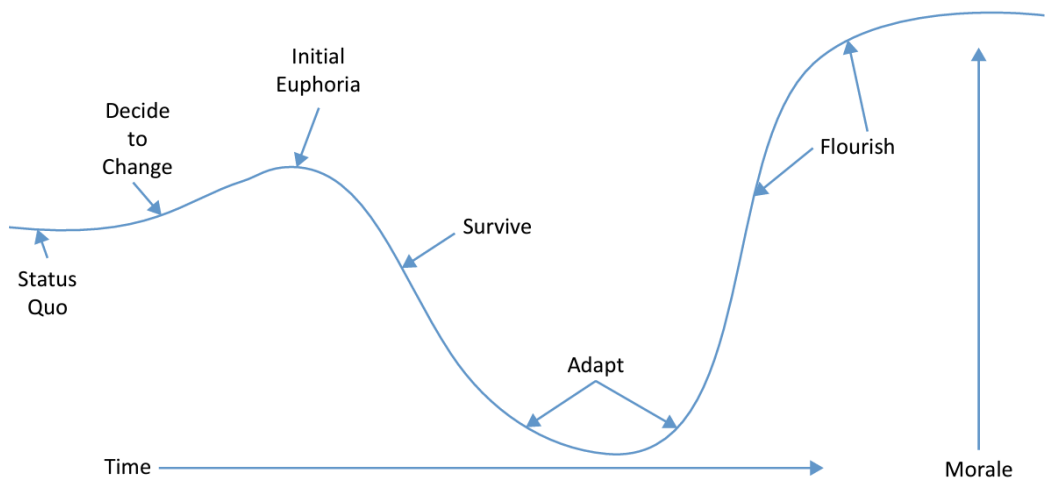


FIGURE 4.2. VALLEY OF DESPAIR

opportunities. You are happy with your choice and are trying to embrace all of the new stimuli. A new job, a new city, even a new relationship can all result in this initial euphoric sense.

THE PHASES OF THE VALLEY OF DESPAIR

Shortly after the euphoric time, “reality” sets in. You start comparing your new environment to your prior one. This is where people who are new to a job keep saying how it was back where they were and how much better it was at that time. There can often be a fairly profound sense of loss or frustration during this time. To say that you are depressed is fairly minor compared to some of the dysfunctional things that can happen. It can be very painful, and it is important that you have some kind of support system to help you through this period. In our vernacular, we call this the “survive” phase.

After a period of time, you learn to adapt to the new environment. If you are in a different country, this is where you start learning the language or customs of the new country. If it is a new job, you are learning the new processes and procedures. The important part of this phase is that you are willing to let go of the past, and embrace the new environment as not different from the past but rather simply a different way of being. Not good or bad, just different and you do not need to compare it to the past.

This is where the maximum opportunity exists. During the “survive” phase, you are simply trying to survive. It is hard to focus on much of anything else other than getting through the day and keeping your performance where it needs to be. However, once you move into the “adapt” phase, you are now ready to be open to new opportunities and take advantage of them when they come along.

The last phase is where you get to reap the rewards of the fact that you made the decision and chose to jump into the valley of despair. This is where you can truly “flourish” as a result of what you have learned and been able to absorb through the “adapt” phase. This is why it makes sense to embark on a path that can lead you to the valley of despair. We will talk a little more about the idea of “flourish” in the next section, but for now, I want you to embrace two beliefs. The first is that the valley truly does exist, and the second is that you will go through it many times in your life. When you are in it, it does not mean that you are a failure or made a bad decision. It is real, it happens to all of us, and so the challenge is not to avoid it, but rather embrace it and pursue strategies that will shorten the duration and the depth so that you can move through it more quickly.

WHY WOULD I EVER WANT TO ENTER IT?

This really is a good question, and I would never recommend that you make the decision to enter the valley in a casual manner. Getting yourself into a situation that can result in some fairly significant anxiety may not always be a good idea.

On the other hand, you will need to embrace some paths that will qualify as falling into the valley of despair. The key is to choose wisely. Embrace those challenges that you feel are worth your time and efforts and that you believe you will be able to accommodate. However, be prepared to stretch yourself a little. “One does not discover new lands without consenting to lose sight of the shore for a very long time.” —Andre Gide.

HOW DO I RECOGNIZE IT?

The first place to look is to be sensitive to your personal feelings. When you go through a personal change, be sure to take time to reflect, be quiet and listen to what your instincts are telling you. When you give voice to these instincts and

allow them to be present, you not only can better understand what is happening but also are much better prepared to deal with it.

Let's imagine that you have decided to try a different major in college. Your friends seem to be much happier or you believe that the job prospects are better or you just wanted to try something different. Regardless of the driving force behind it, a change of this nature may definitely take you through the valley of despair, and if you are not paying attention, the anxiety may become significant and will be what you are focusing on, instead of what is truly happening and how you can deal with it.

Almost any change of any significant consequence is going to take you through the valley. Pay attention to your health and mental attitude. Try to maintain your focus. Keep in touch with your friends, and know that "this too will pass."

The key is to simply acknowledge that it is happening and then, once you have done that, you can figure out the best way to deal with it.

HOW CAN I DEAL WITH IT?

There are a variety of ways to deal with the valley of despair, and depending on the depth and anticipated duration, you will probably want to choose different strategies. Deciding to drive a different way to school or work may cause a minor valley that will probably only last for one trip, so it would be silly to try to change your behavior as a result of that decision.

However, anything that causes a significant rise in your anxiety level and something that lasts more than a day or two, deserves some attention. The following list of suggestions can help you either prepare for or actually weather the valley as you are experiencing it. Needless to say, the more prepared you are before you enter the valley, the easier it will be to shorten the duration and/or the depth of your personal valley.

Here are some possible suggestions to help you weather the storm and get to the point where you can ultimately flourish as a result of your choice

ELEVATOR PITCH

The idea of an elevator pitch is simple. We all meet many different people in our daily routines, and we certainly do not have the luxury of spending 10–15 minutes with them to help them get to know us and our dreams and aspirations. At best, we have a few brief moments, maybe as long as it takes to ride down in an elevator, to tell someone the key things that you want them to know about you.

There are two ways to go about developing your elevator pitch. The first is to focus on who you are. If you take this approach you are going to focus on the fact that you are, or were, a college student with a specific major, or that you are currently working at a local company, or that you are enjoying watching a specific sports team and you might mention that you are currently looking for a job.

Now, put yourself in the shoes of someone listening to this pitch. Are you impressed? More importantly, do you really care about what you are hearing, and can it have any value to you? I know it can sound pretty self-serving, but people want to know, “What’s in it for me?” When they are listening to you talk they are thinking about what impact it might have on them or their business. If the impact is neutral, they will smile, pay attention until the elevator doors open and then say goodbye and wish you good luck in your future pursuits.

The second option is to think about the key areas where you can bring value to a company. It might be that you are a great project manager, or technical analyst, or problem solver, or computer programmer or even a very strong marketer. Think about what those key elements are and then be prepared to discuss them when you have the opportunity, i.e. meet an executive in an elevator.

When you do that and take the chance to talk with someone, you can introduce yourself and maybe mention where you go, or went, to college but quickly get the other person talking about what they do and the challenges they have in their job. If you can get them to open up just a little, then you have the opportunity to talk about the value that you can bring to that problem building on the key values that you have already identified.

This is not easy. It is much safer to simply talk about where you go to school, what you are studying and how badly you want to work for a good company, but that approach will not get you very far in today’s job market. However, when

you are able to frame what you can do and the value you can bring to a given organization that will address real needs, the more powerful you will feel and the better able you will be to move through your valley of despair and continue your career quest.

We will be talking a lot more about networking and how to get someone to open up to you, but the key is to think about the value you bring to the job market, be proud of that value, know that it will serve you well and look for opportunities to share it with someone. Just like when you are taking an exam and you are well prepared, you want to bring it on and do a good job. Be prepared for the elevator pitch opportunity. Know the value that you can bring, and look for the opportunity to present yourself. When you have that attitude working for you, you will be much more confident and your ability to deal with anxiety and change in your life will be greatly enhanced.

SMART GOALS

Another technique to help you through the valley of despair is to set and track your progress against your goals. It is extremely important in implementing a SAF strategy that will serve you in your career quest. In order to make it easier, there is actually a formula for defining an effective goal, and it follows the acronym *SMART*.

Specifically, *SMART* goals are:

Specific, Measurable, Attainable, Relevant, and Time Based

At the end of this book, we will review the idea of creating a viable career-acceleration plan that will help guide you in coming the months and years. That plan requires that you establish goals, both in the short term and over a longer duration. These goals can help you with the SAF strategy, but it is important that you evaluate them in accordance with the SMART strategy.

For instance, a specific goal would be to attend two entrepreneurial seminars in the next three months, whereas a nonspecific goal would be to attend some seminars about entrepreneurship. The second one is OK, but the first is tangible and you can measure your progress against it.

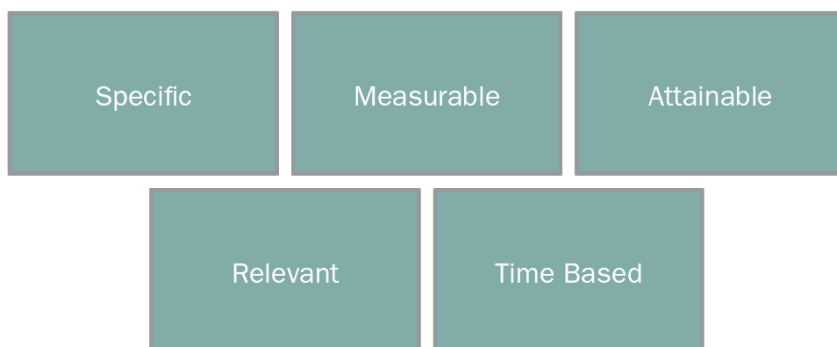


FIGURE 4.3. ELEMENTS CONTAINED IN SMART GOALS.

A measurable goal would be to contact three friends and ask them for input on your personal brand, whereas a less measurable goal would be to talk to some people about your brand. You can measure the first, but you cannot measure the second.

An attainable goal is something that is realistic for you to accomplish. It can have a stretch element, but if it is too big a challenge, it probably will not get done. An attainable goal would be to ask five people what they feel is most important to their careers, whereas an unattainable goal would be to ask everyone in your family what is important to their careers.

Relevant goals are extremely important. You might have a goal to talk to a professor about his or her career, but you must consider how relevant that would be. If you intend to seek out a career as a professor, it would be very relevant, but if you plan to go into the business world, it may not be quite as relevant. Obviously, it depends on what you want to accomplish, but try not to take the easy road and contact only people who are readily accessible.

Lastly, you want to consider the time commitment of your goals. This is often the part that gets forgotten because in order to state when you will have the goal completed, you must make the personal commitment that you will, in fact, do it. The idea is to say what you plan to do and then do what you say. Most leaders will confirm that that mantra is extremely valuable to follow, and it starts with establishing a goal that has a clear time frame. For instance, a timely goal would be something like: participate in three mock interviews by October 15 of this year.

A less timely goal would be something like: participate in three mock interviews as soon as I can.

Draw a line in the sand and make the personal commitment so that you know when your goals are due, and you will be able both to measure their attainment and to celebrate when you have met them within the stated time frame.

Take some time to set up your goals using this structure for all three sections of the SAF timeline. It is ultimately up to you, but if you follow this approach, you will take care of your immediate needs, ensure that you are open to a rapidly changing world, and prepare yourself to embrace the abundant opportunities that will come into your life.

KNOW YOUR VALUE

We will go into more detail about actual salary negotiation in chapter 11, but there are some key factors that bear consideration at this time. In helping you deal with some of anxiety associated with making a significant change, it is good to get an idea of your value in the marketplace as a result of the decision that you have made.

This is where a lot of people can get themselves into a quandary. They may have decided to make a change in their lives, are going through their personal valley of despair, and are hoping that it will be worth the effort that they have decided to take on. The key is that if you are simply hoping it will lead to a better financial situation, you may be setting yourself up for failure. On the other hand, if you do your research, know what the compensation ranges are from a reliable source and that are consistent with your anticipated new role, you will be much better able to weather the storm. Nothing will make you more comfortable and able to get through the valley more quickly than knowing the facts. Hoping something will happen or that you will gain a better financial situation will only go so far.

The mistake most people make is that they consider their potential value and corresponding compensation in terms of either something they want, something they need or something they deserve. The first two may be very real and you

should have needs and wants, but when it comes to justification for a given level of compensation, what you deserve is the only one that is relevant.

It is up to you to take the time to do your research. Understand what the market will truly pay for someone with that new set of skills and abilities and use that factual data to help you get through the valley and on into the phase where you can truly flourish as a result of the change that you had made.

STRIVE FOR FINANCIAL SECURITY

In addition to doing your research and knowing how the job market will value your new skills and abilities, you might also want to take it one step further and do some research and planning to help with your overall financial security.

We all know that way too many college students are graduating with a huge financial burden of having to repay loans that were necessary to get through college. Now, it would be easy for me to say to not borrow the money, but I know that that is not always feasible. However, you want to have a plan. If you do need to go into debt, have a re-payment plan in place before your graduate. Know what you are worth and set your sights on that kind of salary, but on top of that, do some research about personal financial management.

It is obviously beyond this book to provide a comprehensive overview of personal financial planning, but one resource you might want to check out is a course provided by Dave Ramsey. There is a 5-week version and a 12-week version of his course. It is fairly inexpensive and something that might be worth your time and effort. I will include the reference data in the “Additional Resources” section of this chapter.

Regardless of where you get it, increase your understanding of personal financial management. There are some basics regarding how to set up checking and savings accounts, getting life insurance and making sure that you are protected in the short run. Also, you need to understand the time value of money, how to make sound investments and how not to be burdened by an overwhelming amount of debt for many years after graduation. This kind of planning can also help you get through your valley more quickly and be much more confident in the ultimate outcome of your personal decisions.

ADDITIONAL RESOURCES

There are basically two kinds of salary surveys out there for you to access. The more public ones, like the NY Times/Glassdoor option, are developed from surveys of job incumbents. Since it is relying on people to actually be truthful in their reporting, some people feel that it might be slightly inflated. You can access it at: <https://www.glassdoor.com/Salary/New-York-Times-Salaries-E960.htm>

Conversely, you can access salary surveys that are built from information that companies provide. This data is often more accurate, but you may have to pay a subscription fee. One of the most common surveys of this type is produced through the National Association of Colleges and Employers (NACE). You can certainly access it through the following site: <http://www.nacweb.org/salary-survey-data/> and order it, or you can simply work with your local career services organization that probably has access to this data.

I recommend that you take a look at the *New York Times* data to get a feel for your compensation range and then, when it is time to be getting closer to actual salary negotiations, you might want to seek out a copy of the NACE Salary Survey report.

A second resource that you might want to investigate regarding your personal financial management is the Dave Ramsey material. You can locate it at the following website: <https://www.daveramsey.com/fpu>

There are a multitude of potential programs to help you gain a stronger understanding of your personal financial situation. Visit the web page, review the programs and look for what will serve you best given your current situation. I think you will be happy with what you find, and it will be well worth your time to invest in one of the programs.

A third resource that might be valuable to consult when you hit a bump in the road is provided by the *Harvard Business Review* and can be found at the following website: <https://hbr.org/2016/12/5-steps-to-help-yourself-recover-from-a-setback>. It will offer you a 5-step process to help review what happened, the choices you made along with way and how you might be able to create a different outcome.

Lastly, if you want to get a better idea of cognitive behavioral therapy, you could take a look at the following website: <https://en.wikipedia.org/wiki/>

Cognitive_behavioral_therapy. The whole idea of systematically changing your behaviors, your feelings and your thoughts can take you a long way to achieving different outcomes, and the theory behind this approach can be very valuable.

Regardless of which options you choose to explore, give it some further thought, research these and others and take some time to truly change where it can serve you better. The valley of despair is real and can cause some major personal issues, but it can be managed, and there are a wealth of options available to you. Good luck in your quest!

NOW WHAT?

Of all the concepts we cover in this book, the paradigm involving survive, adapt, and flourish is often the most difficult to apply. However, instead of just trying to identify how you can survive, adapt, and flourish, maybe the best strategy is simply to learn how to think different. I use the word *different* instead of *differently* because I am borrowing a page from Steve Jobs. He challenged his team to think different, and I am challenging you to do the same in this case. Learn to think different, especially when it comes to these three concepts. Here are some suggestions of ways you can learn to think different when it comes to your career.

1. Get on YouTube and watch some sailing regattas. Pay attention to what the boats and the crews do when they are under stress and think about how you can learn from their behaviors and channel them into some of the actions you can take with regard to your personal career.
2. Do some reading outside of your traditional space. Read about history, philosophy, the arts, literature, or anything else that will help you challenge your current paradigm.
3. Watch some of the shows on the History Channel and think about how people applied the concept of survive, adapt, and flourish in their lives. Think about their experiences and how they weathered their own valley of despair. Observe what worked and possibly what did not work for them and if you have the opportunity, discuss what you observe with friends or family and how you might be able to apply some of those concepts in your personal life.

4. Begin a journal. Take time each day to write down some of your key experiences, and then periodically go back and review it. Look for the trends. See what has happened in your life regarding how you have applied the concepts already, and then continue to do so going forward.
5. Find one or more people who have been through a challenging ordeal and ask them to tell you their story. Listen carefully for examples of what they did to survive, how they chose to adapt, and how they have ultimately moved into a realm of flourishing.

The fundamental idea is that you will need to draw upon these types of skills in the future. The more you have read about possible scenarios or talked with people who have been through ordeals, the more likely you will be successful when you are confronted with similar challenges.

Maybe you can also come up with some possible ideas on how to practice strengthening your ability to survive, adapt, and flourish.

My challenge to you is to take some time and expand your current way of thinking to be more in touch with the larger system within which we all operate. Learn how to allow things to unfold for you. It can be challenging and even potentially depressing sometimes, but prepare yourself and strive to be open to the possibilities! The universe is an abundant place.

And take some time to enter some specific steps that you plan to take in your personal career plan. The idea is to anticipate and prepare. Think about specific things that you can do to both prepare you for potential “Valleys of Despair” but also to help you get through them more quickly and with less personal disruption when they do occur.

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