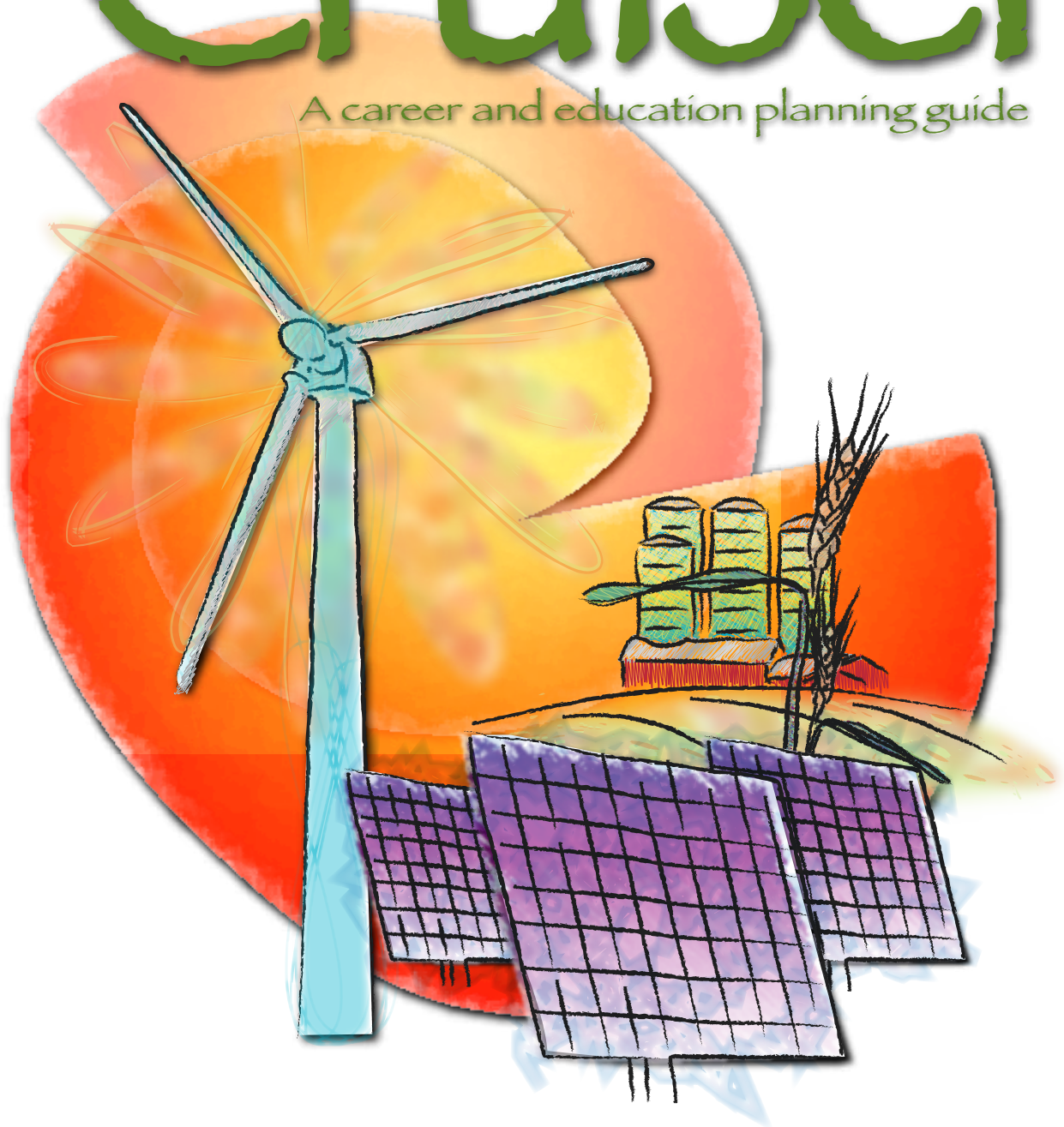


# Career Cruiser

A career and education planning guide





## KEYS TO SUCCESS

**A p p e a r a n c e**

– first impressions last a long time

**A t t i t u d e**

– a learned behavior, make it positive

**F r i e n d l i n e s s**

– be generous, give smiles unconditionally

**I m p r e s s i o n s**

– what’s left in the room after I leave

**R e s p o n s e - A b i l i t y**

– take action, exceed customer’s expectations

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The Career Cruiser,

Florida CHOICES

([www.flchoices.org](http://www.flchoices.org)), and ePEP ([www.FACTS.org](http://www.FACTS.org)) can get you started to learn more about yourself, explore careers, and make plans for the future!

# Cruise Into Your Future, Chart It Now!

Life is a journey filled with many twists and turns. While the journey can be exciting, it's a good idea to know where you are going so you can decide how to get there. That's what career development is all about. Getting the knowledge and skills you need to make more informed career decisions. Right now is an excellent time to develop skills that will help you manage your career throughout life. The following steps can get you started down a pathway for a lifetime of choices:

## 1. WHO ARE YOU?

- A. Learn about your interests, what you like and dislike.
- B. Study your personality and how it fits into different work environments.
- C. Your values can also help to determine where you work and how you want to work.
- D. Don't forget skills; ones you develop throughout school and those you continue to develop past high school.

## 2. WHERE ARE YOU GOING?

- A. Learn about the economy, the labor market, and the impact of technology on jobs.
- B. Explore occupations and how they connect to your interests and abilities.
- C. Learn about education and training options past high school and how financial aid can be used to finance your education/training.

## 3. HOW WILL YOU GET THERE?

- A. Identify the careers and career cluster area that you find most interesting.
- B. Set short and long-term goals.
- C. Select required and elective high school courses.





# What's Your Passion?

Have you discovered what you are passionate about and how that might affect your choice of a career? This activity will help you think about work related tasks and where your interests are today. As you experience life and work place opportunities offered through your school, your interests may grow and change. Listed below are examples of work tasks. Look at each task and ask yourself:

- 4 like
- 5 like very much
- 2 dislike
- 3 not sure
- 1 dislike very much

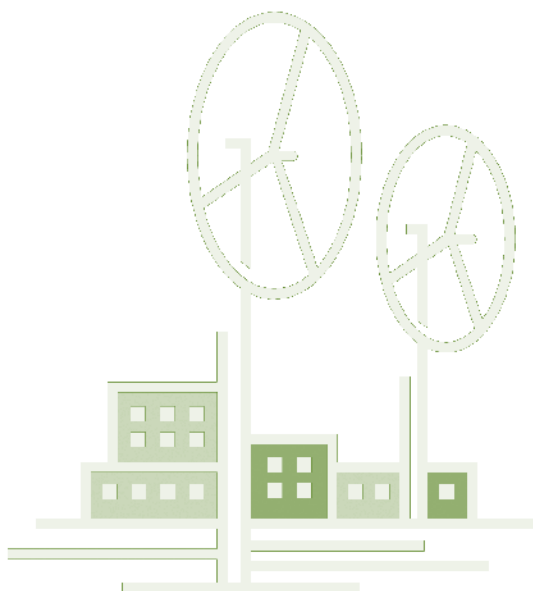
Does this appeal to me?

Is it something I would enjoy doing everyday?

Do I want to learn more about occupations that do this kind of work?

As you explore career clusters, activities like this will help you narrow down your choices so that you don't use time exploring occupations that don't match your interests.

## To find your top interests, use this scale to mark each set of activities. 1



- Research new ways to produce food
- Care for animals
- Set up traps to catch crabs, lobster, or shellfish
- Manage a farm
- Maintain planted areas of trees, flowers, or shrubs
- Total

### 2

- Design, build, or remodel homes
- Survey roads, property lines, and bridges
- Build roads or bridges
- Install electrical wiring in a building
- Install plumbing and bathroom pipes/fixtures
- Total

### 3

- Write stories or plays
- Broadcast programs on TV or radio
- Design a web page
- Play in a band, orchestra, or music group
- Operate equipment used in radio and TV
- Total

## 4

- \_\_\_\_\_ Type or write reports
- \_\_\_\_\_ Prepare tax records for people or companies
- \_\_\_\_\_ Manage a store
- \_\_\_\_\_ Work with computers
- \_\_\_\_\_ Answer the telephone and greet customers
- \_\_\_\_\_ Total

## 5

- \_\_\_\_\_ Teach students to read
- \_\_\_\_\_ Take care of young children
- \_\_\_\_\_ Research test data
- \_\_\_\_\_ Teach a Yoga class
- \_\_\_\_\_ Coach a team
- \_\_\_\_\_ Total

## 6

- \_\_\_\_\_ Keep track of money
- \_\_\_\_\_ Sell insurance to people
- \_\_\_\_\_ Manage a bank department
- \_\_\_\_\_ Prepare financial records for people or companies
- \_\_\_\_\_ Help people invest their money
- \_\_\_\_\_ Total

## 7

- \_\_\_\_\_ Plan a skate park
- \_\_\_\_\_ Direct a social service agency
- \_\_\_\_\_ Participate in fund raisers
- \_\_\_\_\_ Make regulations to protect the environment
- \_\_\_\_\_ Develop bills to become laws
- \_\_\_\_\_ Total

## 8

- \_\_\_\_\_ Examine people and give them medical treatment
- \_\_\_\_\_ Give first aid to patients in an ambulance
- \_\_\_\_\_ Help an injured person learn to walk again
- \_\_\_\_\_ Process medical records and correspondence
- \_\_\_\_\_ Read an X-ray
- \_\_\_\_\_ Total

## 9

- \_\_\_\_\_ Escort groups of people on tours
- \_\_\_\_\_ Serve meals and beverages to people
- \_\_\_\_\_ Umpire or referee a sporting event
- \_\_\_\_\_ Plan and conduct activities and trips for tourists
- \_\_\_\_\_ Manage a hotel
- \_\_\_\_\_ Total

## 10

- \_\_\_\_\_ Counsel people in hospitals, clinics, or schools
- \_\_\_\_\_ Help youth, couples, and families resolve conflict
- \_\_\_\_\_ Advise people about their nutritional needs
- \_\_\_\_\_ Hold parenting classes
- \_\_\_\_\_ Plan activities for community centers
- \_\_\_\_\_ Total

## 11

- \_\_\_\_\_ Follow blueprints to inspect electronic equipment
- \_\_\_\_\_ Use computer applications to create reports
- \_\_\_\_\_ Repair computers
- \_\_\_\_\_ Design programs for computers
- \_\_\_\_\_ Write technical directions for engineers
- \_\_\_\_\_ Total

## 12

- \_\_\_\_\_ Protect lives and property from hazards
- \_\_\_\_\_ Uncover details of a crime and arrest suspects
- \_\_\_\_\_ Study legal documents to find information
- \_\_\_\_\_ Guard money or valuables in an armored car
- \_\_\_\_\_ Defend someone in court and advise them about laws
- \_\_\_\_\_ Total

## 13

- \_\_\_\_\_ Use small or large power tools to build or repair items
- \_\_\_\_\_ Use precision devices to make parts
- \_\_\_\_\_ Use machines to shape, cut, or mold metal, fabric or wood
- \_\_\_\_\_ Install electrical equipment
- \_\_\_\_\_ Build robots
- \_\_\_\_\_ Total

## 14

- \_\_\_\_\_ Buy clothing and accessories for a department store
- \_\_\_\_\_ Sell advertising space for a magazine
- \_\_\_\_\_ Provide beauty treatments for hair, faces, or nails
- \_\_\_\_\_ Run your own business over the Internet
- \_\_\_\_\_ Sell houses or land
- \_\_\_\_\_ Total

## 15

- \_\_\_\_\_ Conduct experiments in a lab
- \_\_\_\_\_ Use advanced math to solve complex problems
- \_\_\_\_\_ Study causes of animal diseases
- \_\_\_\_\_ Study space and the solar system
- \_\_\_\_\_ Find alternate power sources
- \_\_\_\_\_ Total

## 16

- \_\_\_\_\_ Drive a truck to deliver products
- \_\_\_\_\_ Pilot a ship or airplane
- \_\_\_\_\_ Drive a bus or taxi
- \_\_\_\_\_ Operate a train
- \_\_\_\_\_ Manage a distribution warehouse
- \_\_\_\_\_ Total



Now total your score in each set of questions. Then play the match game on the next page and find the career clusters that match the number on the checklist where you scored the highest!



# Check Out Your Career Clusters

Careers that have something in common are grouped together. They may share similar job duties, skills, and industries.

## 1. Agriculture, Food & Natural Resources

Processing, production, distribution, financing, and development of agricultural commodities and natural resources.

## 2. Architecture & Construction

Designing, managing, building, and maintaining the built environment.

## 3. Arts, A/V Technology & Communications

Creating, exhibiting, performing, and publishing multimedia content.

## 4. Business, Management & Administration

Organizing, directing, and evaluating functions essential to productive business operations.

## 5. Education & Training

Providing education, training and related learning support services.

## 6. Finance

Planning finances and investments; managing banking, insurance, and business finances.

## 7. Government & Public Administration

Executing governmental functions at the local, state, and federal levels.

## 8. Health Science

Providing diagnostic and therapeutic services, health information, support services, and biotechnology research and development.



## 9. Hospitality & Tourism

Managing restaurants and other food services, lodging, attractions, recreation events, and travel-related services.

## 10. Human Services

Providing for families and serving human needs.

## 11. Information Technology

Designing, supporting, and managing hardware, software, multimedia, and systems integration.

## 12. Law, Public Safety, Corrections & Security

Providing legal, public safety, protective, and homeland security services.

## 13. Manufacturing

Processing materials into intermediate or final products.

## 14. Marketing, Sales & Service

Performing marketing activities to reach organizational objectives.

## 15. Science, Technology, Engineering & Mathematics (STEM)

Performing scientific research and professional technical services.

## 16. Transportation, Distribution & Logistics

Managing movement of people, materials, and goods by road, pipeline, air, rail, and water.

Total up your scores from boxes 1-16 on pages 2 and 3 and match them to the Career Clusters.

List your top three.

1. \_\_\_\_\_

2. \_\_\_\_\_

3. \_\_\_\_\_

# Discover The "U" In Values!

This activity will help you identify your personal traits or values. Your journey through life will offer a variety of experiences, so as you change and grow, your values may as well. The list below contains a variety of satisfactions that people get from the activities they do. Using the scale listed below, rate the degree of importance to you.

## 1 – Not Important At All    2 – Somewhat Important    3 – Very Important

- \_\_\_ **Helping Society:** Doing something that contributes to improving our world.
- \_\_\_ **Helping Others:** Being involved in helping other people in a direct way.
- \_\_\_ **Competition:** Engaging in activities that rival my abilities against others.
- \_\_\_ **Creativity:** Creating new ideas, programs, or organizational structures.
- \_\_\_ **Artistic Creativity:** Engaging in creative activities such as painting, writing, or acting.
- \_\_\_ **Knowledge:** Engaging in learning and understanding new things.
- \_\_\_ **Having Power and Authority:** Controlling or influencing the opinions and activities of others.
- \_\_\_ **Public Contact:** Having a lot of day-to-day contact with others.
- \_\_\_ **Working Alone:** Doing projects alone without much contact with others.
- \_\_\_ **Religious:** Participating in activities to better relate to the divine, mystical, or spiritual.
- \_\_\_ **Recognition:** Being recognized for the things I do in a public way.
- \_\_\_ **Physical Challenge:** Doing activities that will require strength, speed, or agility.
- \_\_\_ **Excitement:** Doing stimulating or thrilling work.
- \_\_\_ **Intellectual Status:** Being thought of as an intellectual or an expert.
- \_\_\_ **Change and Variety:** Having responsibilities that frequently change.
- \_\_\_ **Stability:** Having structure and routine in my activities.
- \_\_\_ **Profit-Gain:** Making lots of money.
- \_\_\_ **Fun:** Finding pleasure in what you do.
- \_\_\_ **Working With Others:** Working as a team member toward common goals.
- \_\_\_ **Adventure:** Participating in risk-taking activities.
- \_\_\_ **Independence:** Being my own boss.
- \_\_\_ **Technology:** Working well with machines and tools.



Now look through the completed list.  
Of the items you've marked as a 3 - very important,  
pick the five that are most important to you.

### List your top five values:

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_

4. \_\_\_\_\_
5. \_\_\_\_\_

# PERSONALITY ROCKS!

What do you know about personality types? Think about it this way . . . We all come in different shapes and sizes; we all have strengths and weaknesses. Things that are important to you may not be as important to others. Even though we have these differences, learning to develop and improve relationships at home, school, and the workplace might be a great idea!

Getting a clue to your own personality may help you right now to do better in teams or group activities, form friendships, and help you select courses for future work options. And later on, it might come in handy in working with all different kinds of people.

The quiz below will give you a glimpse of your personality type by looking at common work tasks and environments. As you compare the two groups under each question, you will probably find that some of the statements on each side describe you. That's OK! Just make a decision and check the box by the item on the left OR right that BEST describes you MOST of the time.

## 1. How does your energy flow?

### Extroverts (E)

- Have a lot of energy
- Like to be around people
- Act now, think later
- Like doing many things at the same time
- Talk more than listen

### Introverts (I)

- Have quiet energy
- Like to be alone
- Think first, and then act
- Like to focus on one thing at a time
- Listen more than talk

Every person has two faces. The Extrovert is directed to the outer world where you seek interaction with people such as discussions, brainstorming, group exercises, projects, and presentations. The other, the Introvert, is focused on the inner world of thoughts, interests, ideas, and imagination. Introverts prefer to study by themselves and in self-directed activities. One of the types usually plays the dominant role.

**Which best fits you?**  Extroverts (E) **OR**  Introverts (I)

## 2. What kind of information do you notice and remember?

### Sensors (S)

- Like concrete information
- Like step-by-step instructions
- Prefer to stick to the facts
- Rely on past experiences
- Like clear and precise data

### iNtuitives (N)

- Like creative ideas
- Like to figure things out
- Think about the possibilities
- Trust your gut instincts
- Like abstract concepts





Sensors like to have clear instructions for assignments and tests. Timelines, details, and data are ideal for this type. On the other hand, Intuitives love to think big, come up with theories, and debate the pros and cons of a concept. They like to do hands-on experiments and create flow charts to show others the concepts.

**Which best fits you?**  Sensors (S) **OR**  iNtuitives (N)

### 3. How do you make decisions?

Thinkers (T)

- Base decisions on facts
- Look for logical solutions
- Go for honesty and directness
- Make decisions with your head
- Love to debate issues

Feelers (F)

- Base decisions on your feelings
- Consider how other people feel
- Go for courtesy and tact
- Make decisions with your heart
- Avoid arguments and conflicts

Thinkers love facts and figures. When making decisions, they first look at logic and consistency. They are great at editing and critiquing the work of others. Feelers look at the people and special circumstances before making decisions. They like to see the value in something and work well when assigned group projects where harmony building is a must!

**Which best fits you?**  Thinkers (T) **OR**  Feelers (F)

### 4. How do you relate to your school and the outside world?

Judgers (J)

- Like to make "to do" lists
- Have a plan for each day
- Study first, play later
- Finish projects that you start
- Get to class on time

Perceivers (P)

- Like to stay loose and casual
- Take each day as it comes
- Play first, study later
- Start projects, but don't finish
- Like to be fashionably late

Judgers love a highly structured and organized method of learning. They want to see exactly what they are expected to learn, the deadlines, and how they will be graded. Perceivers prefer a free-flowing, unstructured learning environment. They like to get new information and options with no timelines.

**Which best fits you?**  Judgers (J) **OR**  Perceivers (P)

This is a fun activity that is based on the Myers-Briggs® type of questions. All personality types are equal and there is no best type! The point of knowing about personality types is to understand and appreciate differences between people. When you decide which item in each category describes you, you can find your own personality type which can be expressed as a four-letter code. Place the letter below from each category where you marked the most.

Example:        E        N        T        J

Your personality type is: 1. \_\_\_\_\_ 2. \_\_\_\_\_ 3. \_\_\_\_\_ 4. \_\_\_\_\_

You can go to Florida CHOICES Planner at [www.flchoices.org](http://www.flchoices.org) and match up your results to the types preferred in occupations. Occupations in Florida CHOICES Planner are coded to Myers-Briggs Indicators. The codes are based on results you would receive from taking the validated instrument.

# Imagine If You Were Your Own Boss . . .

No one could tell you what to wear, what time to come in, what time to leave, or how to wear your hair. You would be the one making the rules and enforcing them. Do you see yourself doing that? To start your own business and truly succeed, it takes not only a good idea but also lots of long hours and hard work. Could this be you? The quiz below will give you an idea if you have what it takes to be your own boss!

Circle the number that you feel describes you best.

(5= strongly agree 1= strongly disagree)

- |   |   |   |   |   |   |
|---|---|---|---|---|---|
| 1. You have excellent time-management skills.                         | 5 | 4 | 3 | 2 | 1 |
| 2. You are competitive.   | 5 | 4 | 3 | 2 | 1 |
| 3. You stick to a goal even if it means changing your plan of action. | 5 | 4 | 3 | 2 | 1 |
| 4. You are well organized.  | 5 | 4 | 3 | 2 | 1 |
| 5. You are independent.   | 5 | 4 | 3 | 2 | 1 |
| 6. You would rather do something right than finish quickly.           | 5 | 4 | 3 | 2 | 1 |
| 7. You are self-confident.  | 5 | 4 | 3 | 2 | 1 |
| 8. You are willing to work hard.                                      | 5 | 4 | 3 | 2 | 1 |
| 9. You are a creative problem solver.                                 | 5 | 4 | 3 | 2 | 1 |
| 10. You like to work under pressure.                                  | 5 | 4 | 3 | 2 | 1 |



How did you score?

Your Total Score: \_\_\_\_\_

## Over 35

You seem to have the skills and motivation that are needed to start and operate a business. Any successful business owners began thinking about a product or service that they could turn into a money making venture as early as middle school. Certainly something to think about as you're planning your future.

## Less than 35

Don't be discouraged. There is no set formula for who can and cannot be a successful business owner. You can improve your chances of success by taking courses in school, studying on your own, observing other successful business owners, and practicing the traits listed in this quiz.

# Skills for the Workplace ... Get Them! Keep Them!

There are many ways to develop skills: school, social, and leisure activities, work, sports, hobbies, home chores, and volunteer work. The skills you build during your school years will become the building blocks of your work foundation. Think of yourself now, in school, and evaluate each skill as used in school. Check the box that best describes your level of each skill.



## Can Do Needs Work

### Communication Skills

- |                          |                          |   |
|--------------------------|--------------------------|---|
| <input type="checkbox"/> | <input type="checkbox"/> | Giving class presentations                  |
| <input type="checkbox"/> | <input type="checkbox"/> | Reading manuals                             |
| <input type="checkbox"/> | <input type="checkbox"/> | Writing clearly and concisely               |
| <input type="checkbox"/> | <input type="checkbox"/> | Listening and responding to what others say |

### Problem Solving

- |                          |                          |                           |
|--------------------------|--------------------------|---------------------------|
| <input type="checkbox"/> | <input type="checkbox"/> | Analyzing information     |
| <input type="checkbox"/> | <input type="checkbox"/> | Understanding the problem |
| <input type="checkbox"/> | <input type="checkbox"/> | Identifying the problem   |
| <input type="checkbox"/> | <input type="checkbox"/> | Solving the problem       |
| <input type="checkbox"/> | <input type="checkbox"/> | Applying the solution     |

### Knowing How to Learn

- |                          |                          |                              |
|--------------------------|--------------------------|------------------------------|
| <input type="checkbox"/> | <input type="checkbox"/> | Asking questions             |
| <input type="checkbox"/> | <input type="checkbox"/> | Reading information          |
| <input type="checkbox"/> | <input type="checkbox"/> | Using the library            |
| <input type="checkbox"/> | <input type="checkbox"/> | Researching information      |
| <input type="checkbox"/> | <input type="checkbox"/> | Joining activities and clubs |

### Responsibility

- |                          |                          |                                |
|--------------------------|--------------------------|--------------------------------|
| <input type="checkbox"/> | <input type="checkbox"/> | Doing homework                 |
| <input type="checkbox"/> | <input type="checkbox"/> | Meeting project deadlines      |
| <input type="checkbox"/> | <input type="checkbox"/> | Getting to class on time       |
| <input type="checkbox"/> | <input type="checkbox"/> | Following a schedule           |
| <input type="checkbox"/> | <input type="checkbox"/> | Being on sports teams or clubs |

### Creative Thinking

- |                          |                          |  |
|--------------------------|--------------------------|--|
| <input type="checkbox"/> | <input type="checkbox"/> | Learning how others have been creative           |
| <input type="checkbox"/> | <input type="checkbox"/> | Using your imagination                           |
| <input type="checkbox"/> | <input type="checkbox"/> | Trying new ways of doing things                  |
| <input type="checkbox"/> | <input type="checkbox"/> | Looking at issues from a different point of view |

## Can Do Needs Work

### People Skills

- |                          |                          |                                |
|--------------------------|--------------------------|--------------------------------|
| <input type="checkbox"/> | <input type="checkbox"/> | Getting along with others      |
| <input type="checkbox"/> | <input type="checkbox"/> | Meeting new people             |
| <input type="checkbox"/> | <input type="checkbox"/> | Working on a team              |
| <input type="checkbox"/> | <input type="checkbox"/> | Respecting the ideas of others |

### Personal Skills

- |                          |                          |                            |
|--------------------------|--------------------------|----------------------------|
| <input type="checkbox"/> | <input type="checkbox"/> | Making ethical choices     |
| <input type="checkbox"/> | <input type="checkbox"/> | Motivated and enthusiastic |
| <input type="checkbox"/> | <input type="checkbox"/> | Reliable and dependable    |
| <input type="checkbox"/> | <input type="checkbox"/> | Pride in appearance        |
| <input type="checkbox"/> | <input type="checkbox"/> | Courteous and respectful   |

### Self-Management

- |                          |                          |                                 |
|--------------------------|--------------------------|---------------------------------|
| <input type="checkbox"/> | <input type="checkbox"/> | Scheduling your day             |
| <input type="checkbox"/> | <input type="checkbox"/> | Setting priorities and goals    |
| <input type="checkbox"/> | <input type="checkbox"/> | Being flexible                  |
| <input type="checkbox"/> | <input type="checkbox"/> | Positive attitude toward change |

### Technical Skills

- |                          |                          |  |
|--------------------------|--------------------------|--|
| <input type="checkbox"/> | <input type="checkbox"/> | Using a keyboard                                 |
| <input type="checkbox"/> | <input type="checkbox"/> | Using a word processing program                  |
| <input type="checkbox"/> | <input type="checkbox"/> | Organizing and analyzing info with spread sheets |
| <input type="checkbox"/> | <input type="checkbox"/> | Developing PowerPoint                            |
| <input type="checkbox"/> | <input type="checkbox"/> | Learning to cut and paste                        |
| <input type="checkbox"/> | <input type="checkbox"/> | Using the Internet for research                  |
| <input type="checkbox"/> | <input type="checkbox"/> | Using e-mail                                     |

# What Do You Know About the World of Work?

## Test your knowledge on the world of work by circling the correct answer.

- Most people work in the same job for 25-30 years.  
True      False
- Career planning should begin by deciding how much money you want to earn.  
True      False
- Most people spend more time with family and doing leisure activities than they do at work.  
True      False
- A career cluster is \_\_\_\_\_.  
a. a group of workers clustered in a particular career  
b. a group of careers that have something in common  
c. a group of careers clustered in a geographical area
- Jobs of the future will require a \_\_\_\_\_ level of skills than jobs in the past.  
a. higher  
b. lower  
c. about the same
- People with disabilities have very few career options.  
True      False
- During the last decade, the number of women in the workforce has \_\_\_\_\_.  
a. increased  
b. decreased  
c. stayed the same
- The majority of jobs in the future will require education and training past high school.  
True      False
- It's best to wait until you are a senior in high school to decide on a definite career.  
True      False
- The Child Labor Law says that a minor may start to work at age \_\_\_\_\_.  
a. 13  
b. 14  
c. 15

- An entrepreneur is a \_\_\_\_\_.  
a. new hybrid automobile  
b. section of the official 16 Career Clusters  
c. person who starts a new business
- Career planning is something you do once in your life and never have to think about again.  
True      False

Answers  
1. FALSE - The average person will have 10-12 jobs by age 34.  
2. FALSE - Although money may be an important factor in choosing a career, career planning should begin with making sure the career suits your interests, abilities, and lifestyle.  
3. FALSE - The average American spends more time at work than any other activity.  
4. b. A group of careers that have something in common. They may share similar job duties, skills, and industries.  
5. a. Future jobs will require higher-level math, reading, problem-solving skills, and more technical knowledge.  
6. FALSE - People with disabilities can perform many careers with the right assistive devices or supports.  
7. a. Increased  
8. TRUE - Although only about one job in five will require a four-year college degree, most jobs will require education or specialized training beyond high school.  
9. FALSE - It is important to make some tentative choices, but you need to keep your options open. What you want today may not be right, or even available tomorrow.  
10. b. 14  
11. c. A person who starts and operates a new business. Strong leadership, a willingness to work hard, and a vision for the future are skills needed when you are your own boss.  
12. FALSE - As the workplace changes and people change jobs more frequently, career planning becomes a life-long process.

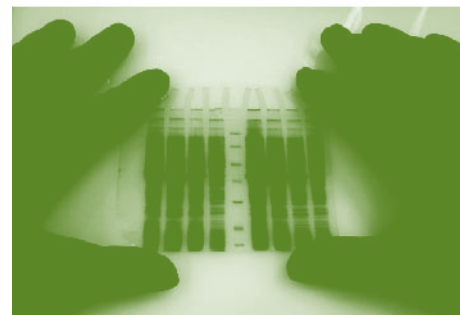


# Cool Jobs in Science and Biotech

For many of us, our childhood science classes taught us only one thing; we're not meant to be scientists. For the more aspiring students, those classes were the first step toward successful careers in a growing industry.

According to the Bureau of Labor Statistics (BLS), the number of science-related jobs will increase at a rate faster than the national average between now and 2016. Environmental scientists, hydrologists, and geoscientists will experience the fastest growth.

For most careers in science, you need at least a Bachelor's degree, but an increasing number are asking for a Master's or a Doctorate. Many of these careers come with attractive salaries that range on the average from \$58,000 to \$99,000, with the highest earners making six figures. One thing's for sure, if you're interested in these careers, you'd better take lots of math and science courses.



Here are the top 10 jobs in science (based on the projected job growth) as reported by the BLS.

Career	Description	Earnings	New Jobs Created By 2016
Environmental Scientists	Research issues relating to natural resources, plants, animals and humans. Use findings to spread awareness about pollution and how it can be prevented.	\$58,380*	21,000
Hydrologists	Study bodies of water and rainfall throughout the world. Their research helps other scientists, governments, and businesses understand what pollutants are affecting the water supply.	\$68,140*	2,000
Geoscientists	Study physical aspects of the earth, including the atmosphere.	\$75,800	6,800
Medical Scientists	Study human health and diseases in order to develop treatments and discover preventive measures.	\$64,200*	18,000
Biochemists and Biophysicists	Study how chemistry and physics affect living organisms.	\$79,270*	3,200
Atmospheric Scientists	Monitor the behavior of the earth's atmosphere in order to understand its role in the environment. Their work is gaining more visibility as they learn more about global warming, which has become a media and political focal point.	\$78,390*	900
Material Scientists	Study the composition of natural and synthetic materials in order to enhance them or develop new ones. These materials, such as metals or plastic, can be found in everyday items or in large structures.	\$76,160*	800
Physicists	Study the properties of matter and motion. Depending on their specialization, this includes researching the universe's origin or developing new scientific tools.	\$96,850*	1,100
Astronomers	Study the characteristics and behavior of the sun, stars, galaxies and planets.	\$99,020*	100
Biological Scientists	Observe and study all forms of life, from microscopic organisms to humans, in order to better understand how these organisms develop and interact with their surroundings.	\$79,270*	1,100

\*Median annual salary information based on BLS data.





# Career and Technical Education Doorway To Your Future!

Want to take high school career and technical courses that will help you develop skills for a future career? How about exploring different career areas to see which holds your interest? Career and technical education is a popular choice in today's high schools since it offers highly skilled training with hands-on learning experiences. After high school, you can advance your skills by enrolling at a technical center, community college, or a university. Many high school career and technical courses are linked to community college programs through career pathways. Ask about Programs of Study in your school district. High schools usually offer electives in some of these programs:

## Get it Started in High School

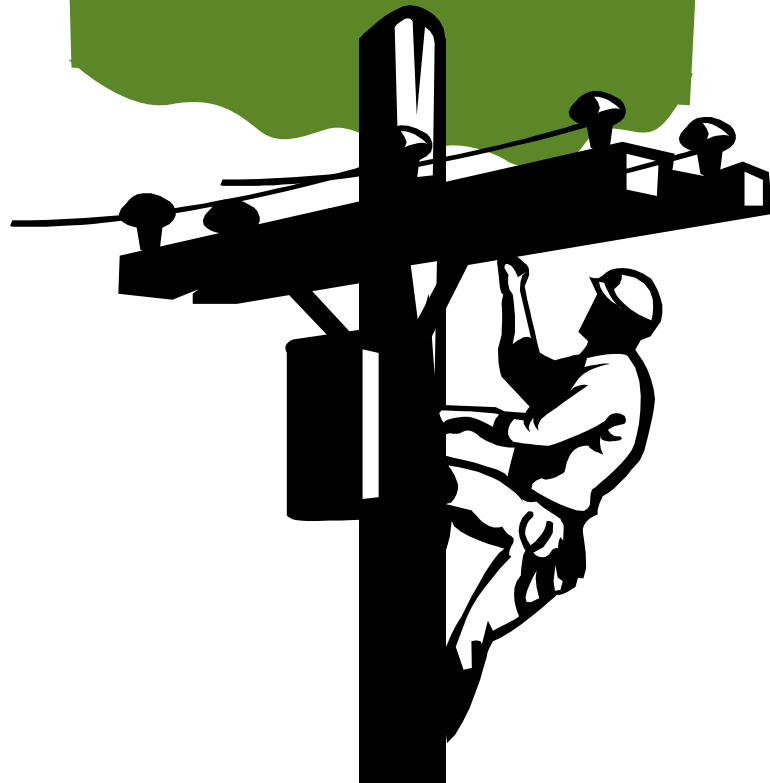
- Agriculture, Food & Natural Resources
- Architecture & Construction
- Arts, A/V Technology & Communication
- Business Management & Administration
- Education & Training
- Finance
- Government & Public Administration
- Health Science
- Hospitality & Tourism
- Human Services
- Information Technology
- Law, Public Safety, Corrections & Security
- Manufacturing
- Marketing, Sales & Service
- Science, Technology, Engineering & Mathematics
- Transportation, Distribution & Logistics

### Career and Technical Education Programs Offer:

- On-the-job work experiences through internships, apprenticeships, job shadowing, and cooperative education
- Job opportunities that allow you to earn while you learn
- Opportunities to join student organizations with benefits such as leadership development, scholarships, travel, and competitions to win awards and money
- Real work situations to apply what you learn

\*\*\* In Florida 8 out of the 10 fastest growing occupations by 2016, do not require a four-year degree!

\*\*\* 65% of all new occupations require education/training past high school of 2 years or less!





**Apprenticeships:**  
Apprenticeships involve working with experienced workers while completing classroom training. Plus, you get paid! For more information visit [www.fldoe.org/workforce/apprenticeship/benefits.asp](http://www.fldoe.org/workforce/apprenticeship/benefits.asp)

**Community College:**  
Two-year degree programs are available through community colleges. You may choose to get a two-year degree in a specific career field and go directly to work or transfer to a four-year college or university.

**Four-Year Colleges and Universities:**  
Four-year bachelor degree programs are available through public and private colleges and universities.

**Career and Technical Centers:**  
Career and Technical Centers provide highly skilled training with hands-on-learning experiences. Most programs require less than two years to complete and a certificate of completion is earned to show that you're certified to do specialized work.

**Military Training:**  
The Military trains people in numerous occupations, plus provides tuition assistance for colleges and universities. Each recruit signs a legal contract for eight years of duty. [www.usmilitary.com](http://www.usmilitary.com)



# Consider the A-Maze-ing Possibilities

Your high school graduation is the starting point to achieving your dreams. You are probably unsure what educational and training options are available to you. You might even feel like you are in a **maze**. Each pathway below can lead to great careers. It is up to you to explore your future options and decide which path is right for you.

After all, the more information you gather now, the easier it will be to make a decision later.

For Information on postsecondary education options, visit [www.flchoices.org](http://www.flchoices.org).

Think it's too early to start thinking about careers? Think again! Your career may begin years from now and will probably change many times over your lifetime. During middle school, it's important to learn about different occupations, how to compare them, and match to your interests and abilities. To help you get started, information on occupations has been organized by career clusters. There is just enough information for you to determine if you want to know more about a particular occupation. Find something interesting? Do a more in-depth search at Florida CHOICES, [www.flchoices.org](http://www.flchoices.org).

# Career Clusters

## Education Level

**Now:** Requires on-the-job-training, work experience, and/or a high school diploma.

**Next:** Requires up to 2 years of education beyond high school.

**Later:** Requires 4 years of education beyond high school, and sometimes work experience.

**Goldstar:** Indicates a high wage, high demand job in Florida.

Each section is listed in order of:  
**Job Title, Job Description, Average Salary, and Education Requirements.**

Italicized job titles are similar in duty but may vary in educational level.

## Agriculture, Food & Natural Resources

Do you like to work outside? What about discovering new ways of growing food or discovering better ways to use our natural resources? The agricultural and natural resources industry is a great career choice for people who like to work with the earth and its resources.

JOB TITLE	JOB DESCRIPTION	AVERAGE SALARY	EDUCATION REQUIREMENTS
<i>Animal Trainer – Horse Trainer</i>	Trains animals for riding, harness, security, performance, or obedience, or assisting persons with disabilities.	\$35,300 annual	High School Diploma
<i>Crop Farmworker/ Laborer - Farmer, Rancher</i>	Performs general farm labor duties as directed by farmers, farm managers, or supervisors. May oversee seasonal help during planting and harvesting.	\$19,600 annual	On-the-job training
<i>Landscape Gardener/Lawn Maintenance Worker – Landscape Laborer, Horticultural Worker</i>	Landscapes and maintains gardens, lawns, and grounds of public or private property.	\$23,200 annual	On-the-job training
<i>Logging Equipment Operator - Tree Cutter, Faller</i>	Drives tractors equipped with one or more accessories, such as a bulldozer blade, hydraulic shear, grapple, logging arch, cable winches, or crane boom to cut and fell trees.	\$31,400 annual	High School Diploma

NOW

# Agriculture, Food, & Natural Resources

NEXT

JOB TITLE	JOB DESCRIPTION	AVERAGE SALARY	EDUCATION REQUIREMENTS
Agricultural Supervisor – <i>Animal Care Supervisor, Horticultural Supervisor</i>	Supervises workers who cultivate, plant, and harvest crops and attend livestock. Hires, trains, and assigns duties to workers. May arrange work contracts, housing, and transportation for workers.	\$45,000 annual	Career & Technical or Community College
Agricultural Technician – <i>Biological Aide, Chemical Technician</i>	Works with biologists to study living things. Sets up, operates, and maintains lab instruments. Monitors experiments, makes observations, calculates and records results.	\$34,400 annual	Community College
Baker	Mixes and bakes ingredients according to recipes to produce breads, pastries, and other baked goods. Goods are produced in large quantities for sale through establishments such as grocery stores.	\$23,600 annual	Career & Technical
Forester – <i>Forest Ecologist, Range Manager</i>	Develops ways to protect forests against fire, insects, disease, floods, and erosion. Seeks to develop new and better methods and tools for conserving resources. Works with farmers, ranchers, and other land managers to develop conservation programs.	\$49,200 annual	Community College
Forest/Conservation Technician – <i>Tree Planter, Forester Aide</i>	Compiles data about size, content, conditions and other characteristics of forest tracts. Under the direction of foresters, helps provide technical assistance regarding the conservation of soil, water and related natural resources.	\$41,500 annual	Career & Technical or Community College
Nursery or Greenhouse Manager – <i>Lawn Service Manager, Christmas-Tree Farm Manager</i>	Plans and coordinates workers at nurseries, greenhouses, and ornamental plant farms. Manages workers who cultivate and harvest horticultural products. Buys needed materials to care for trees and plants.	\$93,700 annual	Career & Technical or Community College
Water and Sewage Treatment Plant Operator – <i>Waterworks Pump Station Operator, Waste Treatment Operator</i>	Removes harmful pollution from domestic and industrial wastewater. Controls equipment that moves the water through the treatment process and disposes waste materials. Takes samples of the water, performs chemical laboratory analyses, and adjusts the amount of chemicals such as chlorine in the water.	\$42,600 annual	Career & Technical License required
Soil/Plant Scientist – <i>Agronomist, Farm Manager</i>	Conducts research into the production and yield of plants or crops. Develops methods of conserving and managing soil that can be used by farmers and forestry companies.	\$66,200 annual	University
Zoologist/Wildlife Biologist – <i>Human and Animal Pathologist</i>	Researches and studies the origin, behavior, diseases, life processes, and distribution of animal life. Uses computers to record and analyze data.	\$53,500 annual	University

LATER

At this point, you probably don't know a lot about Florida's Bright Futures Scholarship. You know, the one that is funded by the lottery? Grades and lots of other stuff will qualify you to get the scholarship. But, something you need to think about as soon as you get in high school is the required 75 hours of community service. You are going to be so busy with school . . . homework, studying, clubs, sports, and other activities. Where will you find the time? Even if you dedicated three hours per month to volunteer work, it would still take over two years to qualify. Do the math!

Volunteering will not only meet the requirements for Bright Futures, but you will be serving your community, too. Make community service part of your PLAN and be sure to talk to your high school counselor about options!

# Architecture & Construction

Can you construct things in your mind? Do you have the ability to visualize a project and sketch it out? Occupations in this career cluster give you a wide variety of tasks. You can do anything from designing buildings to the actual construction. You can start your own business and be your own boss.

NOW

NEXT

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JOB TITLE	JOB DESCRIPTION	AVERAGE SALARY	EDUCATION REQUIREMENTS
Carpenter Helper	Helps carpenters or carpentry-related craft workers. Duties include supplying or holding materials or tools, and cleaning work areas and equipment.	\$25,400 annual	On-the-job Training
Plumber/Pipefitter Helper	Helps plumbers or pipefitters in the layout, assembly, and installation of piping for air, ammonia, gas, and water systems.	\$25,100 annual	On-the-job training
Brickmason (Goldstar) – <i>Bricklayer, Chimney Repairer</i>	Sets bricks, concrete blocks, masonry panels, and other masonry materials. Builds and repairs walls, floors, partitions, chimneys, and other structures.	\$39,000 annual	Career & Technical Apprenticeship
Carpenter (Goldstar) – <i>House Repairer, Wood Boat Builder</i>	Cuts, fits, and assembles wood and other materials in the construction of buildings, docks, boats, and many other structures. Works from blueprints to measure and mark materials. Cuts and shapes materials and joins them with nails, screws, staples, or adhesives.	\$36,200 annual	Career & Technical Apprenticeship
Construction and Building Inspector (Goldstar) – <i>Plumbing Inspector, Electrical Inspector</i>	Examines the construction, alteration, or repair of structures to ensure that the methods and materials used to build and repair structures meet regulations. Inspects buildings, highways and streets, sewer and water systems, dams, bridges, and other structures.	\$53,500 annual	Career & Technical or Community College License required
Construction Manager (Goldstar) – <i>Contractor, Bridges and Buildings Supervisor</i>	Directs construction supervisors and monitors the progress of construction activities including the delivery and use of materials, supplies, tools, machinery, equipment, and vehicles. Directs or monitors compliance with building and safety codes.	\$91,200 annual	Career & Technical or Community College License required for General Contractor
Drywall Installer/Finisher (Goldstar) – <i>Sheetrock Applicator, Taper</i>	Installs and finishes drywall panels used for walls and ceilings in homes and buildings. Measures, cuts, and fits panels around windows, doors, and electrical outlets.	\$34,100 annual	Career & Technical
Electrician (Goldstar) – <i>Airport Electrician, Street-Light Repairer</i>	Installs, connects, and repairs electrical wiring in buildings. Pulls wire or cable through a conduit to connect switches and outlets. Installs fiber optic cables for computers or telecommunications equipment.	\$39,800 annual	Career & Technical Apprenticeship
Heating and Air-conditioning Mechanic (Goldstar) – <i>Solar Energy System Installer, Furnace Installer</i>	Installs, maintains, and repairs heating and air conditioning equipment. Works on the mechanical, electrical, and electronic components. Checks defects and repairs or replaces parts.	\$38,300 annual	Career & Technical
Surveyor (Goldstar) – <i>GIS Expert, Cartographer</i>	Researches and provides data about the location, elevation, and shape of land for engineering, mapmaking, construction and other purposes.	\$55,200 annual	Career & Technical or Community College License Required
Architect – <i>School-Plant Consultant</i>	Plans, designs, and supervises the construction of homes, office buildings, airports, or highways. Uses computer-aided design and drafting (CADD) systems to prepare detailed drawings.	\$67,500 annual	University License required Internship required
Landscape Architect – <i>Environmental Planner, Landscape Drafter</i>	Plans and designs land areas for residential use, public parks, college campuses, shopping centers, airports, golf courses, highways, and industrial parks. Designs areas that are functional, beautiful, and compatible with the natural environment.	\$59,100 annual	University License required Internship recommended



# Arts, A/V Technology & Communications

Have you ever dreamed of being a movie star or a famous writer? You could be the next big Hollywood director or Michelangelo! If you have the ability to be very creative and expressive there may be many opportunities to explore in this industry.

NOW

NEXT

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JOB TITLE	JOB DESCRIPTION	AVERAGE SALARY	EDUCATION
Actor – <i>Comedian, Magician</i>	Performs dramatic rolls, action rolls, comedy routines, or tricks of illusion to certain audiences on stage, television, or motion pictures. Generally, formal training is necessary; however, some people enter the field without it.	\$29,000 annual	On-the-job training
Dancer – <i>Choreographer</i>	Dances alone, with a partner, or group to entertain audiences. May perform in ballets, musical comedy shows, concerts, television, movies, commercials, or other types of productions.	\$28,300 annual	On-the-job training
Musician/Singer – <i>Composer, Music Director</i>	Plays one or more musical instruments in solo performance, with accompaniment, or as a member of an orchestra, band, or other musical group. Formal training may be obtained for success in different occupations related to music.	\$45,300 annual	On-the-job training
Broadcast Technician (Goldstar) – <i>Audio Operator, Television Technician</i>	Works with electronic equipment used to record and transmit radio and television programs. Operates cameras, microphones, transmitters, or other equipment to regulate the signal strength or clarity of recordings or broadcasts.	\$42,300 annual	Career & Technical or Community College
Film/Video Editor – <i>Sound Cutter, Optical Effects Layout Person</i>	Edits motion picture films, television videotapes, and sound tracks. Checks and selects scenes for their dramatic and entertainment values. Trims film segments to specified lengths and reassembles them in order.	\$44,200 annual	Career & Technical or Community College
Graphic Designer (Goldstar) – <i>Animator, Media Artist, Cartoonist</i>	Creates art and develops the design of magazines, journals, or newspapers. Uses computers to design new images or to modify existing ones.	\$40,300 annual	Career & Technical or Community College
Photographer – <i>Photojournalist, Aerial Photographer</i>	Takes pictures using video film for movies or still photographs for printing. Uses lighting equipment and different lenses for close-up, medium-range, or distance photography.	\$31,600 annual	Career & Technical or Community College
Producer/Director – <i>Motion Picture Director, Stage Director</i>	Producers select plays or scripts, plan financing and budget. Coordinates the activities of writers and directors. Directors interpret scripts; audition and select cast members, conduct rehearsals, and direct the work of the cast and crew.	\$64,300 annual	Community College/ University
Public Relations Specialist (Goldstar) – <i>Lobbyist, Sales-Service Promoter</i>	Helps businesses, schools, hospitals, and other organizations to build and keep a good public image and promote their ideas, services, or products.	\$55,000 annual	Community College
Telecommunications Line Installer/Repairer – <i>Communications Equipment Mechanic, Central Office Frame Wire</i>	Installs and repairs fiber optic telecommunications cables that connect telephones and cable television to customers' homes. Uses electronic test equipment to make routine checks of lines.	\$43,300 annual	Career & Technical
Commercial Art Director – <i>Creative Director, Production Manager</i>	Formulates design concepts, plans presentations, and directs workers engaged in art work, layout, and copy writing for visual communications.	\$64,300 annual	University
Curator – <i>Archivist, Museum Technician and Conservator</i>	Plans, directs, and coordinates activities of an exhibiting institution, such as a museum, art gallery, botanical garden, zoo or historic site.	\$52,200 annual	University (Master's degree)
Librarian – <i>Librarian Assistant</i>	Provides library services such as organizing and cataloging books, publications, and audio-visual materials. Assists patrons in searching databases for information and in the use of library resources.	\$57,200 annual	University (Master's degree)

# GENERATION GREEN!

If you are concerned about our environment, pollution, pesticides, or all the garbage we produce...how about 254 million tons a year...you may have "green" values. You can learn to be even "greener" by exploring opportunities that are becoming available in research, engineering, and conservation. Many of today's jobs are being reinvented as "Green Jobs." These are occupations that help to improve the quality of our environment.

Florida's up-and-coming green job areas are:

## Solar and Wind Power:

Looking for ways to save \$\$\$? Investing in solar panels and other solar products that get energy from the sun could be the answer. The wind and sun are free! You do the math! If you've always had a thing for science fair projects, this could be the chance to bring those skills to life and get paid for it!

## Biofuels:

Instead of spending \$\$\$ on fossil fuels from other countries, biofuels are products that can be made in our own country. These renewable fuels replace oil and coal that are made from the earth over millions of years. If experimenting in a lab sounds like you, then turn your willingness to wonder into this career.

## Energy Efficient Automobiles:

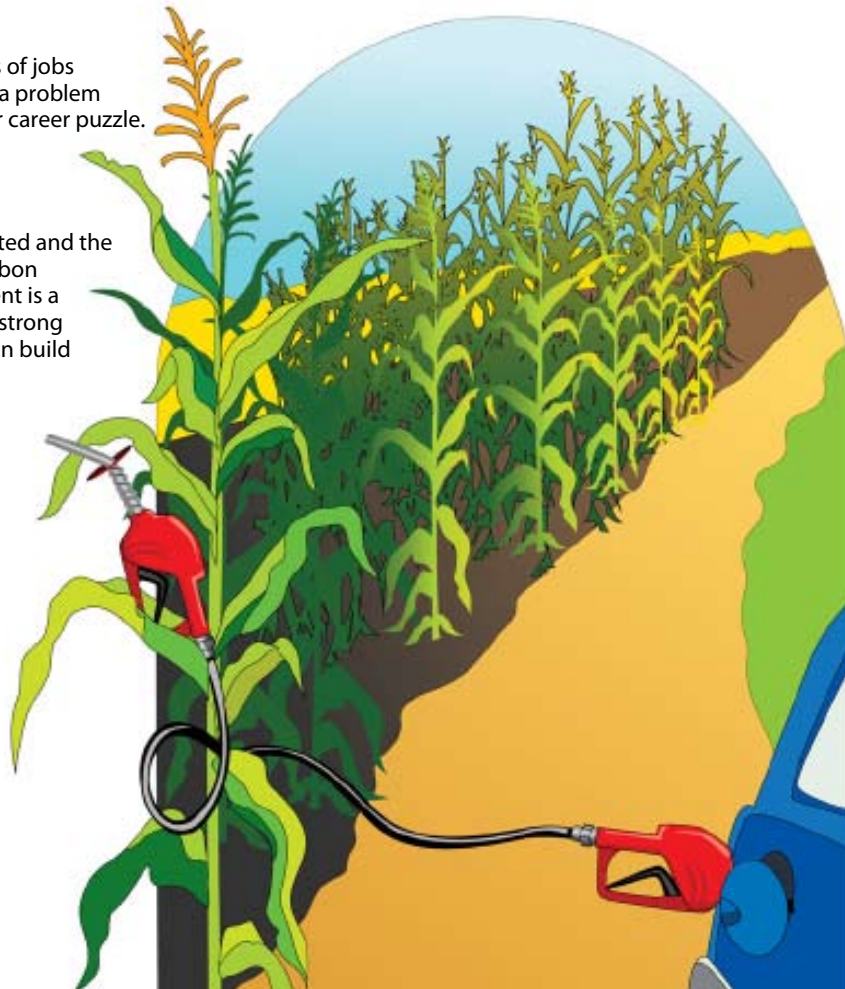
The world is moving away from dirty gas guzzling vehicles toward those using renewable energy. To produce energy smart vehicles, a variety of workers are needed. If you have an interest in design technologies, this could be the field for you!

## Mass Transit:

Whether it's trains, planes, or automobiles, there are many kinds of jobs that are associated with transporting people or goods. Are you a problem solver? Then a career in logistics could be the final piece to your career puzzle.

## Making Buildings More Energy-efficient:

The way a building is constructed, insulated, heated and ventilated and the type of fuel used contributes to its energy consumption and carbon emissions. So, making homes and buildings more energy efficient is a priority for those who think "green." Are you an artist? Are you strong in math, science, or enjoy architecture? Then this career path can build you a profession like no other!



# It's not easy being "GREEN," but our quality of life depends on it!

You've heard of "white collar" and "blue collar" jobs, but are new 'GREEN COLLAR' jobs being created, or are today's jobs just being reinvented? And, the answer is... Yes! Yes! A wind power turbine installer is an example of a new green job. A carpenter, once thought of as "blue collar," can become "green collar" by using new materials and technologies to make homes and buildings green.

## DID YOU KNOW?

A **Wind Energy Technician** maintains turbines on wind farms. A strong background and understanding of mechanical and electrical principles would be great! Also, a must - being in good shape! Taking care of really tall turbines involves climbing lots of stairs.

**Welders** are very important to solar power manufacturing.

**Machinists** make components for turbines that produce wind power.

**Industrial Truck Drivers** transport supplies and fuels.

There are over 44,000 **Electricians** and nearly 69,000 **Carpenters** in Florida.

A **Biodiesel Fuel Specialist** searches for other ways to make energy. If working in a lab testing and analyzing biofuel samples sounds interesting, why not go for a college degree in chemistry or mechanical engineering? That could land you a job that pays well!

**New education/training options are being added at all levels in Florida's schools. From High School Academies to Career & Technical Centers and on to Universities, taking the right courses will give you an advantage in the world of "green" jobs. Check with your guidance counselor to see what courses could help you in the future... not just to get a job, but help you get a job that might change the world!**

## Don't just go green...BE Green!

Check out these links below:

Ever heard of a solar power backpack? Go to [www.eco20-20.com](http://www.eco20-20.com) to learn more.

What's the least wasteful city in America? Find out at [www.greenbiz.com](http://www.greenbiz.com).

Where are Florida's Green Companies? Map them at [www.edf.org](http://www.edf.org).



# Business, Management & Administration

Have you ever wondered what goes on in those big, tall business buildings you see downtown? They are full of office managers and secretaries who do everything from writing contracts to answering phones. This industry depends heavily on the people who work behind the scenes keeping everything running smoothly.

NOW

JOB TITLE	JOB DESCRIPTION	AVERAGE SALARY	EDUCATION REQUIREMENTS
Receptionist/ Information Clerk – <i>Insurance Claims Clerk, Shipping and Receiving Clerk</i>	Receives and greets visitors to an office or place of business, provides information about activities or services offered, the location of departments and employees within the organization, and may perform other clerical duties.	\$24,400 annual	High School Diploma
Accountant/ Auditor (Goldstar) – <i>Cost Accountant, Tax Accountant</i>	Works with numbers. Keeps financial records for businesses, the government, or individuals. These records show how much money is earned, spent, and paid in taxes.	\$61,600 annual	Career & Technical or Community College License required
Administrative Assistant (Goldstar) – <i>Executive Secretary</i>	Assists executives by coordinating and directing basic office services, such as staff assignments, records storage and retrieval, budget control, and providing information to staff and clients.	\$38,800 annual	Career & Technical or Community College
Administrative Services Manager (Goldstar) – <i>Court Administrator, Office Manager</i>	Organizes typing, filing, bookkeeping, and office procedures of clerical workers in a business or organization. Plans, supervises, and assigns the work of staff.	\$90,400 annual	Career & Technical or Community College
Customer Service Representative – <i>Order Clerk, Information Clerk</i>	Interacts with customers to provide information in response to inquiries about products and services and to handle and resolve complaints.	\$29,600 annual	Career & Technical
General/Operations Manager (Goldstar) – <i>Department Store Manager, President</i>	Coordinates and directs the people who work in corporations, non-profit institutions, and government agencies. Plans, organizes, and directs the activities of the organization.	\$103,500 annual	Community College
Medical Secretary (Goldstar) – <i>Legal Secretary, Administrative Assistant</i>	Performs secretarial duties using specific knowledge of medical terminology and procedures. Uses personal computers, and operates office equipment such as fax machines, photocopiers, and telephones with voice mail capabilities.	\$28,300 annual	Career & Technical
Human Resources Manager – <i>Employment Manager, Benefits Manager</i>	Manages programs concerned with the employment and treatment of workers. Oversees the hiring and firing of employees and supervises workers. Develops plans to inform workers of their employment rights and benefits.	\$92,000 annual	University
Management Analyst – <i>Business Consultant, Reports Analyst</i>	Works with businesses to find ways to operate more efficiently and effectively. Helps managers define problems. Collects, reviews, and analyzes information. Presents recommendations.	\$79,500 annual	University

NEXT

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# Education & Training

If you want a job that is rewarding, consider teaching. With a career in education, you have the opportunity to inspire the minds of the future. In Florida, there is a high demand for educators and trainers due to the rising state population. The opportunities are wide open and you have the option to work with children or adults.

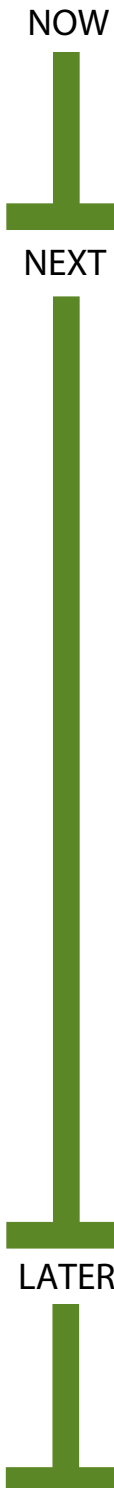


JOB TITLE	JOB DESCRIPTION	AVERAGE SALARY	EDUCATION REQUIREMENTS
Fitness Trainer and Aerobics Instructor – <i>Personal Trainer, Recreation Worker</i>	Instructs or coaches groups or individuals in exercise activities and the fundamentals of sports. Demonstrates techniques and methods and informs participants of corrective measures to improve their skills.	\$35,100 annual	High School Diploma
Child Care Center Administrator – <i>Child Care Aid Worker</i>	Plans, directs, and coordinates the academic and non-academic activities of preschool and child care centers or programs. Works with staff and parents to promote educational progress of students.	\$62,100 annual	Career & Technical or Community College
Library Assistant – <i>Film or Tape Librarian, Bookmobile Driver</i>	Helps librarians acquire, prepare, and organize material. Enters catalog information into the library's computer and helps people use computer systems to find books and materials.	\$24,300 annual	Career & Technical
Preschool Teacher – <i>Kindergarten Teacher, Daycare Teacher</i>	Instructs children (normally up to 5 years of age) in a preschool, day care, or other child development center. Conducts activities designed to develop social, physical, and intellectual skills needed for primary school.	\$26,500 annual	Community College
Scuba Diving Instructor – <i>Search and Recovery Diver, Underwater Welder</i>	Instructs individuals in how to use self-contained underwater breathing apparatuses (S.C.U.B.A.) that allow divers to function underwater. Provides training in the classroom, pool and the open water.	\$35,000 annual	Career & Technical Certification required
Teacher Assistant (Goldstar) – <i>Classroom Assistant, Grading Clerk</i>	Prepares classroom materials, supervises students, and operates audio-visual equipment under the guidance of a teacher.	\$23,200 annual	Career & Technical
Elementary School Teacher – <i>Preschool Teacher, Children's Tutor</i>	Instructs students in numbers, language, science, social studies and other activities designed to promote social, physical, and intellectual growth. Uses games, music, artwork, films, computers, and other teaching technology.	\$52,200 annual	University Certification required
Principal – <i>Education Administrator, Assistant Principal</i>	Plans, develops, and administers programs to provide educational opportunities for students. Monitors programs for effectiveness and compliance with federal, state, and local regulations.	\$86,000 annual	University (Master's degree) Certification required
School Counselor – <i>Career Specialist</i>	Counsels individuals or small groups and provides educational and career vocational guidance and assessment services. May operate career information centers and career education programs.	\$55,200 annual	University (Master's degree) Certification required
Secondary School Teacher – <i>Resource Teacher, Physical Education Instructor</i>	Plans lessons and assignments, conducts classes, and grades tests and papers. Teaches subjects such as English, Math, Social Studies, or Science.	\$54,900 annual	University Certification required
Special Education Teacher – <i>Teacher of Learning Disabled, Teacher of Emotionally Impaired Students</i>	Teaches academic and social skills for children who have special needs such as disabilities or gifted intelligence. Plans individualized education programs, prepares lessons, and assigns work.	\$53,700 annual	University Certification required
Vocational Education Teacher – <i>Secondary School Teacher</i>	Instructs and trains students in career-oriented areas such as health care, business, auto repair, communications, and technology. Teaches specific trades that are in high demand by employers.	\$57,400 annual	University (and/or demonstrate expertise in a particular field) Certification required



# Finance

In this field, money is the name of the game and the payoff can be high. Many people have money to put into the bank or invest in the stock market, so job opportunities in this field are growing.



JOB TITLE	JOB DESCRIPTION	AVERAGE SALARY	EDUCATION REQUIREMENTS
Insurance Processing Clerk – <i>Reviewer, Policy Change Clerk</i>	Reviews insurance applications to ensure that all questions have been answered. Prepares new policies, changes existing policies, and gives information to insurance agents.	\$33,200 annual	High School Diploma
Payroll Clerk – <i>Tax Preparer, Payroll Officer</i>	Computes and posts wage data to payroll records. Keeps a daily, weekly, or monthly record showing payroll activities and transactions.	\$32,500 annual	High School Diploma
Bank Teller – <i>Vault Teller, Foreign Banknote Teller</i>	Cashes checks, accepts deposits and loan payments, and processes withdrawals.	\$25,300 annual	Career & Technical
Auto Damage Insurance Appraiser – <i>Insurance Underwriter, Automotive Forensic Investigator</i>	Appraises automobile or other vehicle damage to determine cost of repair for insurance claim settlement. Seeks agreement with automotive repair shop on the cost of repair.	\$51,500 annual	Career & Technical
Bookkeeping/Accounting Clerk (Goldstar) – <i>Tax Clerk, Audit Clerk</i>	Records debits and credits and posts transactions in journals or in computer programs to keep financial information up to date. Prepares reports.	\$32,600 annual	Career & Technical or Community College
Financial Analyst (Goldstar) – <i>Investment Analyst, Personal Financial Advisor</i>	Provides investment analyses and guidance to businesses and individuals. Gathers and analyzes financial information. Makes recommendations to investors.	\$70,600 annual	Community College
Financial Manager (Goldstar) – <i>Credit and Collection Manager, Bank Manager</i>	Directs investment activities and prepares financial reports for a business. Manages spending by deciding how money will be used and analyzes investments.	\$106,200 annual	Community College
Financial Services Sales Agent – <i>Stockbroker, Financial Planner</i>	Buys and sells stocks, bonds, mutual funds, insurance, or other financial products for customers. Gives advice and information on the purchase or sale of financial products.	\$81,300 annual	Community College License required
Insurance Claim Examiner (Goldstar) – <i>Claim Agent</i>	Studies insurance claims to see whether clients' policies cover them for particular losses. Interviews people, checks police and hospital records, and inspects property damage to determine the extent of the company's responsibility to pay the person who suffered the loss.	\$54,000 annual	Career & Technical License required
Loan Counselor – <i>Commercial Loan Officer, Mortgage Loan Underwriter</i>	Helps borrowers gather financial information and fill out loan applications. Evaluates and recommends approval of commercial, real estate, or credit loans. Advises borrowers on financial options and methods of payments.	\$42,200 annual	Community College
Actuary	Applies knowledge of mathematics, probability, statistics, and the principles of business finance to problems in insurance, annuities, and pensions.	\$93,300 annual	University
Economist	Conducts research, prepares reports, or develops economic forecasts. Interprets and analyzes data to produce usable statistics.	\$94,300 annual	University (Master's degree)
Market Research Analyst – <i>Marketing Manager</i>	Researches market conditions in local, regional, or national areas to determine potential sales of a product or service. May use survey results to create a marketing campaign based on regional preferences and buying habits.	\$60,200 annual	University

# Government & Public Administration

From the President of the United States to a legislative aide, this field has a wide variety of jobs from which to choose. You can be an elected official or hold a salaried position that links you to the government. So whether a local, state, or federal government employs you, you serve the community, state, and nation where you live. Democracy at its best!

NOW

JOB TITLE	JOB DESCRIPTION	AVERAGE SALARY	EDUCATION REQUIREMENTS
License Clerk – <i>Marriage License Clerk, Driver's License Clerk</i>	Issues licenses and permits to qualified applicants. Give tests to see if applicants meet requirements. May issue driver's, liquor, marriage, or other licenses. Questions applicants and records information forms. Collects fees.	\$31,700 annual	High School Diploma
Municipal Clerk – <i>Public Records Clerk, Court Clerk</i>	Performs clerical and administrative duties for a municipal government. Prepares agendas and bylaws for town or city councils. Records minutes of council meeting. Answers correspondence, keeps fiscal records, and prepares reports.	\$31,700 annual	High School Diploma
Emergency Management Specialist – <i>Emergency &amp; Disaster Response Worker, Hazardous Materials Removal Worker</i>	Coordinates disaster response or crisis management activities and provides disaster preparedness training. Prepares emergency plans and procedures for natural disasters, technological disasters; wartime; or hostage situations.	\$56,300 annual	Community College
Environmental Compliance Inspector	Inspects and investigates sources of pollution to protect the public and environment and ensures conformance with federal, state and local regulations and ordinances.	\$48,400 annual	Career & Technical or Community College
Government Property Inspector/ Investigator – <i>Quality Assurance Inspector</i>	Investigates or inspects government property to ensure compliance with contract agreements and government regulations. Prepares reports of investigations and recommends action.	\$48,400 annual	Career & Technical
Licensing Examiner/Inspector – <i>Passport Application Examiner</i>	Administers oral, written, road, or flight tests to license applicants. Issues licenses to individuals meeting standards. Prepares reports and visits establishments to verify that valid licenses and permits are displayed.	\$48,400 annual	Career & Technical
Social/Community Services Manager – <i>Rehabilitation Center Manager,</i>	Plans, develops, and directs social service programs designed to help people with health, welfare, or community service needs. Directs staff, plans budgets, prepares reports, and often directs fund raising activities.	\$78,900 annual	Community College
Government Service Executive – <i>Human Resources Program Administrator</i>	Provides overall direction and management for federal, state, and local government activities. Directs the activities of governmental agencies with the help of lower level managers.	\$172,400 annual	University
Legislator – <i>Politician, Commissioner, Mayor</i>	Develops, enacts, and amends laws. Studies reports and listens to opinions of constituents or interest groups to decide if a bill should become law.	\$39,600 annual	Elected to office
President of the United States – <i>Senator, Governor</i>	Serves as the chief executive officer overseeing the legislative, judicial, and executive branches of government. Works with legislators to set goals and organize programs to attain those goals. Signs bills into law. Encourages business investments and promotes economic development.	\$400,000 annual	Must be at least 35 years old, a natural-born citizen, and must have lived in the U.S. for at least 14 years.
Urban and Regional Planner – <i>City Planning Aide, Program Services Planner</i>	Devises plans that promote the best use of a community's land and resources for residential, commercial, and recreational activities. Develops long-term and short-term plans for the future growth and development of city, suburban, or rural communities.	\$62,800 annual	University (Master's degree)

NEXT

LATER

# Health Science

With a caring hand and an understanding ear, doctors, nurses, and dentists can be our best friends when we are not feeling well. This is a world of fast-paced action and career growth. Opportunities range from working with infants to the elderly and everything in between.

NEXT

JOB TITLE	JOB DESCRIPTION	AVERAGE SALARY	EDUCATION REQUIREMENTS
Dental Assistant (Goldstar) – <i>Nurse Assistant</i>	Assists dentists by performing support duties for the treatment of patients during dental procedures.	\$33,200 annual	Career & Technical
Dental Hygienist (Goldstar) – <i>X-ray Technician, Dental Assistant</i>	Provides preventive dental services such as teeth cleaning and polishing, x-rays, and support services for a dentist. Advises patients on dental care.	\$59,600 annual	Community College License required
Emergency Medical Technician/ Paramedic (Goldstar) – <i>Ambulance Driver</i>	Drives to the scene of emergencies to give first aid treatment to sick or injured people. Transports them to medical facilities.	\$33,000 annual	Career & Technical or Community College License required
Nurse Aide/Orderly – <i>Home Health Aide</i>	Works under the direction of medical staff to care for patients in health care facilities.	\$23,900 annual	Career & Technical Certification exam may be required.
Radiologic Technologist (Goldstar) – <i>Ultrasound Technologist, Radiologic Technician</i>	Takes radiographs (x-rays) of all parts of the human body to help diagnose illness and disease. Positions the patient, adjusts the equipment at the correct angle and height over the patient’s body. Takes the X-ray, removes the film and develops it.	\$52,000 annual	Career & Technical License required
Registered Nurse (Goldstar) – <i>Nurse Anesthetist, Licensed Practical Nurse</i>	Cares for the sick and injured, and helps people stay well. Watches and records symptoms, reactions, and the progress of patients.	\$62,200 annual	Community College License required
Veterinary Technician/ Technologist – <i>Veterinarian</i>	Works under the supervision of a veterinarian to examine animals and give them medication. Measures and records temperature, pulse rate, and respiration. Applies, checks, and changes bandages. Performs routine laboratory tests. Prepares food for the animals.	\$26,300 annual	Career & Technical or Community College
Dentist – <i>Endodontist, Pediatric Dentist</i>	Examines teeth and other parts of the mouth to diagnose diseases or disorders. Examines X-rays, removes decay, repairs broken teeth, and fills cavities.	\$151,500 annual	University (First Professional degree) License required
Family/General Practitioner Physician – <i>Cardiologist, Dermatologist</i>	Diagnoses illnesses, and prescribes and administers treatment for people suffering from injury or disease. Advises patients on how to prevent disease through exercise, diet, and preventive health care.	\$159,100 annual	University (First Professional degree) License required Internship required
Pharmacist – <i>Radiopharmacist, Pharmacy Services Director</i>	Prepares and dispenses prescription drugs, provides advice on the use and effects of drugs, and keeps records of customers’ prescriptions.	\$102,700 annual	University (First Professional degree) License required Internship required
Physical Therapist – <i>Physical Therapy Assistant, Physical Therapy Aide</i>	Improves mobility, relieves pain, and prevents or limits permanent physical disabilities of patients suffering from injuries or disease. Provides such treatments as exercise to improve strength and endurance.	\$75,900 annual	University (Master’s degree) License required
Speech Pathologist – <i>Voice Pathologist</i>	Examines and treats patients with speech, language, or voice disorders such as stuttering. Evaluates test results to determine the problem and recommends treatment.	\$66,400 annual	University (Master’s degree) License required
Veterinarian	Examines, diagnosis, and treats medical problems in animals. May work with pets and/or livestock, or with laboratory animals used for research.	\$91,400 annual	University (First Professional degree) License required

LATER

# Hospitality & Tourism

From working at Disney World to McDonalds, jobs in this field allow you to meet new people all the time. In Florida, a large portion of employment is in the hospitality and tourism industry. Jobs in food service, hotels, attractions, and travel are available. Many allow for part-time work and flexibility.

NOW

JOB TITLE	JOB DESCRIPTION	AVERAGE SALARY	EDUCATION REQUIREMENTS
Cruise Director – <i>Travel Guide</i>	Organizes entertainment and recreational activities for cruise ship passengers. Provides information to passengers on port tours, safety issues, and works to ensure that passengers are happy and needs are met.	\$33,100 annual	On-the-job Training, some College recommended
Host/Hostess – <i>Maitre d', Restaurant Attendant</i>	Welcomes patrons to an establishment, seats them at tables, and provides them with menus. Inspects dining room serving stations and tables for neatness and cleanliness. Ensures that guests receive prompt and courteous service.	\$18,900 annual	On-the-job training
Hotel/Motel Clerk – <i>Receptionist, Information Clerk</i>	Registers arriving guests, assigns them rooms, and checks guests out at the end of their stay.	\$22,700 annual	High School Diploma
Meetings and Convention Planner – <i>Hotel/Motel Manager</i>	Coordinates the activities of staff and convention personnel to make arrangements for group meetings, conferences, and conventions.	\$44,200 annual	High School Diploma
Recreation and Amusement Attendant – <i>Game Attendant, Caddie</i>	Sells tickets and rents or sells equipment such as bowling shoes or golf balls. Collects fees and informs players of rules.	\$18,800 annual	On-the-job training
Tour Guide – <i>Sightseeing Guide, Escort</i>	Escorts individuals or groups on sightseeing tours or through places of interest, such as parks, public buildings, and art galleries. Assumes responsibility for the safety of tour patrons.	\$26,700 annual	High School Diploma
Umpire/Referee – <i>Coach, Recreational Therapist</i>	Officiates at competitive athletic or sporting events to make sure game rules are followed. Decides the penalty when the rules are broken.	\$33,900 annual	High School Diploma
Coach (Goldstar) – <i>Professional Sports Scout, Soccer Coach, Football Coach</i>	Instructs athletes in game strategies and techniques. Prepares athletes for competition. Oversees the daily practice of players. Determines strategy during games and calls plays.	\$44,500 annual	Career & Technical or Community College
Chef – <i>Cruise Ship Chef, Pastry Chef</i>	Plans meals, develops menus, and prepares and cooks foods for restaurants.	\$46,900 annual	Career & Technical
Food Services Manager (Goldstar) – <i>Cafeteria Manager, Food Services Director</i>	Manages restaurants and cafeterias. Estimates food consumption, places orders, and schedules the delivery of fresh food and beverages.	\$55,100 annual	Career & Technical or Community College
Hotel/Motel Manager – <i>Hospitality Manager, Front Office Manager</i>	Coordinates the front office activities of a hotel or motel. Establishes standards for service to guests, decor, housekeeping, food quality, and banquet operations.	\$60,800 annual	Community College
Professional Athlete – <i>Football Player, Basketball Player</i>	Participates in professional competitive athletic events to entertain sports fans.	\$55,900 annual	Varies
Restaurant Cook – <i>Short Order Cook, Fast-Food Cook</i>	Prepares, seasons, and cooks soups, meats, vegetables, desserts, and other foods in restaurants. May supervise kitchen help, keep records, and price items on menu.	\$23,700 annual	Career & Technical
Travel Agent – <i>Reservations and Ticket Agent, Travel Guide</i>	Plans trips for travel agency customers. May specialize in foreign or domestic service, individual or group travel, specific geographical area, airplane charters, or package tours.	\$28,600 annual	Career & Technical

NEXT

# Human Services

Work in this field can take place in offices, hospitals, clinics, and religious organizations. You also have the option of working at a private agency or being employed by state or local government. Work hours can be irregular, but the reward you get from helping people is well worth your time.

NOW

NEXT

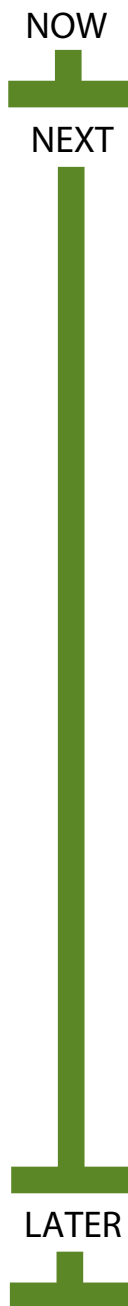
LATER

JOB TITLE	JOB DESCRIPTION	AVERAGE SALARY	EDUCATION REQUIREMENTS
Nanny	Cares for children in private households and provides support and expertise to parents in satisfying children's physical, emotional, intellectual and social needs. Duties may include meal planning and preparation, laundry, play activities and outings, discipline, intellectual stimulation, language activities, and transportation.	\$19,000 annual	On-the-job training
Child Care Aide/ Worker – <i>Nursery School Attendant, Playroom Attendant</i>	Cares for children in boarding schools, day care, hospitals, or playrooms. Plans educational and recreational activities.	\$19,500 annual	Career & Technical
Personal and Home Care Aide – <i>Personal Attendant, Blind Aide</i>	Helps elderly, disabled, and ill people live in their own homes instead of in a health facility. Helps clients move from bed, bathe, dress, and groom.	\$20,700 annual	Career & Technical
Social Services Technician (Human Services Worker) – <i>Social Services Aide, Food Management Aide</i>	Arranges transportation and activities for clients. Accompanies clients to group meal sites, adult daycare programs, recreation programs or doctors' offices.	\$29,400 annual	Career & Technical
Clergy – <i>Minister, Priest, Mullah, Rabbi</i>	Ministers to the spiritual needs of people. Leads religious services. Conducts wedding and funeral ceremonies. Administers sacraments, delivers sermons, and reads from sacred texts.	\$42,000 annual	University
Clinical Psychologist – <i>Clinical Therapist, Counseling Psychologist</i>	Studies human behavior and mental processes. Provides mental health services in private settings, hospitals, clinics, and schools.	\$67,900 annual	University (Doctoral degree) License required Internship required
Medical and Public Health Social Worker – <i>Substance Abuse Counselor</i>	Provides services for people with mental or emotional problems. Provides services such as therapy, outreach programs, and crisis intervention.	\$45,400 annual	University (Master's degree)
Mental Health Counselor – <i>Marriage &amp; Family Counselor, Psychologist</i>	Works with individuals and groups to promote optimum mental health. May help individuals deal with addictions and substance abuse, family parenting, and marital problems; suicide; stress management; problems with self-esteem; and issues associated with aging, mental and emotional health.	\$40,900 annual	University (Master's degree)
Parole and Probation Officer – <i>Preparole Counseling Aide, Correctional Treatment Specialist</i>	Participates in release plans for prisoners and works with them after release. Conducts investigations of juvenile and adult offenders. Plans rehabilitation programs.	\$40,200 annual	University
Social Worker – <i>Casework Supervisor, Social Group Worker</i>	Helps individuals and families cope with problems such as inadequate housing, unemployment, or disability. Reviews eligibility requirements, fills out applications, and visits clients on a regular basis.	\$42,500 annual	University
Sociologist – <i>Criminologist, Economist, Market and Survey Researcher</i>	Conducts research into the development, structure, and behavior of groups of human beings. Studies patterns in culture and issues such as crime, group relations, poverty, and aging.	\$68,100 annual	University (Master's degree)
Vocational Rehabilitation Counselor – <i>Orthotist and Prosthetist</i>	Helps people cope with disabilities resulting from birth defects, illness or disease, accidents, or stress. Helps people get education, training, and equipment needed for employment.	\$36,100 annual	University



# Information Technology

If you are the type of person who wants the latest computer gadget or wants to know just how computers think and work, information technology is for you. With advances in technology happening everyday, it stays exciting. From designing software and video games to repairing computers, this field continues to grow.



JOB TITLE	JOB DESCRIPTION	AVERAGE SALARY	EDUCATION REQUIREMENTS
Coin and Vending Machine Repairer	Installs, services, adjusts, and repairs coin or vending machines using hand or power tools. Also cleans and oils machines and fills machines with products, money, and other supplies.	\$28,000 annual	High School Diploma
Cartoon/Computer Animator – <i>Computer Game Designer</i>	Draws by hand and uses computers to create a series of pictures which, when transferred to film or tape, form the animated cartoons seen in the movies and on television.	\$52,200 annual	Career & Technical or Community College
Computer and Information Systems Manager (Goldstar) – <i>Data Processing Manager, Computer Operations Manager</i>	Helps businesses plan how to use the latest technology. Directs research and development of computer-related activities. Manages engineers, technicians, and computer support specialists.	\$115,800 annual	Community College
Computer Equipment Repairer – <i>Office Machine Repairer, Electronics Mechanic</i>	Repairs, maintains, and installs mainframes, mini computers, or personal computers. Discusses equipment problems with customers. Runs diagnostic programs to locate problems.	\$39,100 annual	Career & Technical
Computer Programmer (Goldstar) – <i>Webmaster, Chief Computer Programmer</i>	Develops and writes computer programs to store, locate, and retrieve information by converting raw data into coded computer language.	\$70,100 annual	Career & Technical
Computer Support Specialist (Goldstar) – <i>Technical Support Specialist, Network Control Supervisor</i>	Investigates and solves problems that users have with their computers. Interprets problems and gives technical advice. Talks to coworkers to research problems.	\$39,600 annual	Career & Technical
Computer Systems Analyst (Goldstar) – <i>Quality Assurance Analyst, Computer Programmer-Analyst</i>	Analyzes business, scientific, or technical problems and coordinates the installation of appropriate computer programs and operating systems.	\$68,700 annual	Career & Technical or Community College
Database Administrator (Goldstar) – <i>Database Design Analyst, Information Scientist</i>	Plans and directs the management of computer databases. Implements security measures to safeguard database information.	\$66,800 annual	Community College
Computer Hardware Engineer	Researches, designs, develops, and tests computer or computer-related equipment for commercial, industrial, military, or scientific use. May supervise the manufacturing and installation of computer or computer-related equipment and components.	\$82,900 annual	University License required

# Law, Public Safety, Corrections & Security

Open up your own law firm or work as part of a local or federal government. This career field can offer you many different opportunities with exciting tasks. You can work outside fighting fires or inside a court room defending a client.

	JOB TITLE	JOB DESCRIPTION	AVERAGE SALARY	EDUCATION REQUIREMENTS
NOW	Animal Control Worker – <i>Dog Catcher, Animal Treatment Investigator</i>	Handles animals for the purpose of controlling the number of stray or abandoned animals or for investigation cases of mistreatment.	\$32,700 annual	On-the-job training
	Court Clerk – <i>Courtroom Clerk, Records Clerk</i>	Performs clerical duties in a court of law. Prepares docket or calendar of cases for judges. Contacts witnesses, attorneys, and litigants to get information for court. Keeps records of case dispositions.	\$31,700 annual	High School Diploma
	Crossing Guard – <i>Flagger</i>	Guides or controls vehicles and pedestrian traffic at street corners, school crossings, and construction sites.	\$21,700 annual	On-the-job training
NEXT	Correctional Officer (Goldstar) – <i>Jailer, Immigration Guard</i>	Keeps order within correctional institutions, watches inmates, and enforces rules. Searches inmates and their cells for weapons, drugs, or fire hazards.	\$40,300 annual	Career & Technical License required
	Court Reporter (Goldstar) – <i>Shorthand Reporter, Stenographer, Caption Writer</i>	Uses a stenotype machine to take dictation of letters, reports, or statements made in official proceedings. Transcribes word-for-word reports on a word processor.	\$39,000 annual	Career & Technical
	Emergency Vehicles Dispatcher – <i>Protective-Signal Officer, Telecommunicator</i>	Receives calls from the public for emergency help. Questions callers to find out the type and location of the emergency. Sends police, fire, or ambulance units to the scene of the emergency.	\$36,600 annual	Career & Technical
	Fire Fighter (Goldstar) – <i>Forest Fire Fighter, Fire Chief's Aide</i>	Works as a member of a team to control and put out fires and to protect lives and property from fire hazards. Connects hoses to hydrants, operates pumps, and places ladders where needed to rescue victims.	\$46,400 annual	Career & Technical
	Fire Investigator – <i>Fire Inspector, Arson Investigator</i>	Analyzes evidence and other information to determine causes of fires or explosions. May testify in court cases and swear out warrants for suspected arsonists.	\$56,700 annual	Career & Technical
	Legal Technician (Paralegal) (Goldstar) – <i>Legal Investigator, Patent Agent</i>	Assists lawyers by researching legal decisions, investigating facts, or preparing legal documents. Conducts research to support a legal proceeding, to prepare a defense, or to begin legal action.	\$45,700 annual	Career & Technical or Community College
	Police Patrol Officer (Goldstar) – <i>Border Guard, State Highway Patrol Officer</i>	Enforces laws and regulations designed to protect life and property. Maintains order in an assigned district. Apprehends criminals, collects evidence, and gives testimony in court. Directs traffic, issues traffic tickets, and makes arrests.	\$51,700 annual	Career & Technical License required
	Private Investigator – <i>Security Guard, Fish and Game Warden, Bailiff</i>	Gathers evidence for cases in matters such as divorce, child custody, and missing persons. Examines crime scenes for clues and identifies and apprehends theft suspects and turns them over to authorities.	\$38,300 annual	Community College License required
	FBI Agent – <i>Cyber Detective, Crime Scene Technician</i>	Investigates white-collar crime, organized crime, and violent crimes. Gathers foreign counterintelligence and investigates terrorist activities that affect the security of the United States.	\$49,800 annual	University and training at the FBI Academy
	LATER	Lawyer – <i>District Attorney, Public Defender</i>	Advises individuals and businesses on legal matters. Consults with clients to determine the details of their problem, advises them of the law, and suggests action.	\$111,200 annual

# Manufacturing

Assembling products and operating machines is what it's all about. You can work in a big factory operating a textile machine or install the electronics system on an airplane. While some jobs allow you to learn through on-the-job training, the growth of technology in factories calls for workers who have technical skills.

JOB TITLE	JOB DESCRIPTION	AVERAGE SALARY	EDUCATION REQUIREMENTS
Electric Meter Installer/Repairer – <i>Inside Meter Tester</i>	Installs electric meters on customer's premises or on poles. Tests meters and performs necessary repairs. Turns current on/off by connecting/disconnecting service connections.	\$30,300 annual	On-the-job training
Civil Engineering Technician (Goldstar) – <i>Facilities Planner, Parking Analyst</i>	Helps civil engineers plan and build highways, bridges, buildings, and other structures. Prepares drawings and performs land-surveying duties on work sites.	\$46,100 annual	Community College
Electronic Engineering Technician – <i>Electronics Assembler, Microelectronics Technician</i>	Works with electrical engineers to help design, develop, build, and test electrical and electronic equipment such as radios, radar, sonar, navigational equipment, and computers. Uses diagnostic devices to test and repair equipment.	\$51,300 annual	Community College
Electrical/ Electronics Repairer (Goldstar) – <i>Field Service Engineer, Avionics Technician</i>	Installs, tests, repairs, and services electronic equipment used in business, industry, and homes. Uses testing devices to find problems. Interprets wiring diagrams to trace and connect wires.	\$45,000 annual	Career & Technical
Industrial Machinery Mechanic (Goldstar) – <i>Automotive Maintenance Equipment Servicer, Hydraulic Repairer</i>	Maintains and repairs machinery such as engines, motors, pneumatic tools, conveyor systems, and production equipment.	\$43,700 annual	Career & Technical
Machinery Maintenance Worker – <i>Equipment Cleaner and Tester, Overhead Cleaner Maintainer</i>	Does routine maintenance, cleaning, and overhaul of production machinery. Changes parts such as blades, rollers, or bearings.	\$37,800 annual	Career & Technical
Machinist – <i>Automotive Machinist, Rocket Motor Mechanic</i>	Sets up and operates computerized machine tools and uses shop drawings to make or repair metal parts for cars, machines, and other equipment. Checks work with precision measuring tools, such as micrometers and calipers.	\$34,500 annual	Career & Technical Apprenticeship
Mechanical Engineering Technician – <i>Aerospace Engineering Technician, Heat-Transfer Technician</i>	Helps mechanical engineers design, develop, test, and build industrial machinery or mechanical parts. Makes a sketch of the assembly process and the parts to be manufactured.	\$46,200 annual	Community College
Purchasing Agent (Goldstar) – <i>Contracts Manager, Outside Property Agent</i>	Directs and manages activities involved with purchasing goods and services for an organization.	\$53,300 annual	Community College
Welder/Cutter (Goldstar) – <i>Arc Cutter, Combination Welder</i>	Uses hand-held welding equipment and torches to weld together or repair metal parts used in buildings, bridges, and other structures or to join pipes in pipelines, power plants, and refineries.	\$34,000 annual	Career & Technical

NOW

NEXT

# Marketing, Sales & Service

How are your communication skills? Are you good at promoting products and services? Occupations in this cluster give you a wide range of choices. You can do many things from floral designing to selling real estate.

NOW

NEXT

LATER

JOB TITLE	JOB DESCRIPTION	AVERAGE SALARY	EDUCATION REQUIREMENTS
Advertising Sales Agent (Goldstar) – <i>Radio and Television Time Salesperson, Graphic Art Salesperson</i>	Sells or solicits advertising such as art work for print ads, time on radio and TV, or space in newspapers, magazines, or on billboards.	\$49,400 annual	High School Diploma
Driver/Sales Worker – <i>Lunch Truck Driver, Newspaper Delivery Driver</i>	Drives over assigned routes to deliver and sell goods to stores or businesses around town.	\$27,200 annual	High School Diploma & License required
Retail Sales Person – <i>Layaway Clerk, Books Salesperson</i>	Sells a variety of products to customers in stores, makes change, and bags purchases.	\$27,500 annual	High School Diploma
Fashion Designer – <i>Costume Designer, Visual Merchandiser</i>	Designs clothing and accessories for manufacturers and for sale directly to the public. May create new designs or follow established fashion trends.	\$55,100 annual	Career & Technical
Floral Designer/Florist – <i>Fashion Designer, Merchandise Displayer</i>	Cuts and arranges fresh, dried, or artificial flowers. Works from a customer's order stating type of arrangement, colors, price, and the date and place the arrangement is to be delivered.	\$25,700 annual	Career & Technical
Hairdresser/Cosmetologist – <i>Manicurist, Barber</i>	Shampoos, cuts, and styles hair, wigs or hairpieces and advises on hair care. Advises on the use of make-up. Keeps a record of products used by regular customers.	\$27,100 annual	Career & Technical License required
Interior Designer (Goldstar) – <i>Graphic Designer, Set and Exhibit Designer</i>	Plans the space and furnishings of interiors of homes, business offices, restaurants, hotels, and theaters. Develops designs and prepares drawings for furnishings and lighting.	\$48,200 annual	Career & Technical or Community College License required
Marketing Manager (Goldstar) – <i>Media Marketing Director, Fashion Coordinator</i>	Researches the demand and sale of products and services and identifies potential customers. Determines the need for advertising and keeps track of customer accounts. Oversees the creative and promotional services.	\$111,500 annual	Community College
Real Estate Sales Agent (Goldstar) – <i>Building Consultant, Real Estate Broker</i>	Helps people buy, sell, or rent a home, commercial building, or other property. Interviews prospective clients, shows property, and prepares real estate contracts.	\$49,000 annual	Career & Technical License required
Wholesale and Retail Buyer – <i>Department Store Buyer, Fashion Buyer</i>	Buys goods for resale in wholesale or retail stores. Visits showrooms to select merchandise. Uses computers to get up-to-date price listings, track inventory, and process orders.	\$53,200 annual	Community College
Advertising Manager – <i>Account Executive, Promotion Manager</i>	Plans and directs advertising policies and programs to create or promote interest in a product or service.	\$96,300 annual	Community College or University

# Science, Technology, Engineering & Mathematics

Would you like to work in a laboratory with bubbling beakers and test tubes? If you like doing your annual science fair project, this career field may be right up your alley. Theories, hypotheses, and mathematical skills are all part of the job.

NEXT

LATER

JOB TITLE	JOB DESCRIPTION	AVERAGE SALARY	EDUCATION REQUIREMENTS
Chemical Technician – <i>Laboratory Technician, Laboratory Tester</i>	Helps chemists develop and use chemicals and equipment. Tests strength or quality of such products as foods, fertilizer, detergents, or paper.	\$38,600 annual	Career & Technical or Community College
Forensic Science Technician – <i>Forensic Ballistics Expert</i>	Collects, identifies, classifies, and analyzes physical evidence related to criminal investigations.	\$44,800 annual	Career & Technical
Surveying Technician (Goldstar) – <i>Chief, Instruments Surveyor Assistant</i>	Helps surveyors obtain land survey data such as angles, elevation points, and contours using electronic distance measuring equipment. Makes sketches of data obtained, compiles notes, and records data.	\$34,400 annual	Career & Technical Apprenticeship
Aerospace Engineer – <i>Aerodynamicist, Aeronautical Design Engineer</i>	Designs, develops, tests, and helps make aircraft, missiles, and spacecraft. Develops new technologies for use in commercial aviation, defense systems, and space exploration.	\$82,700 annual	University License required
Chemist – <i>Food Chemist, Laboratory Supervisor</i>	Researches the composition of chemicals and chemical reactions to create new and improved products such as paint, rubber, plastics, adhesives, cosmetics, and foods. May research processes that save energy or reduce pollution.	\$58,200 annual	University
Civil Engineer – <i>Airport Engineer, Transportation Engineer</i>	Plans and designs roads, airports, tunnels, bridges, water supply and sewage systems, and buildings. May specialize in water resources, environmental, construction, transportation, or structural engineering.	\$79,900 annual	University License required
Geoscientist – <i>Hydrologist</i>	Studies physical aspects of the earth, including the atmosphere.	\$65,600 annual	University (Master's degree)
Industrial Engineer – <i>Fire Prevention and Protection Engineer, Product Safety Engineer</i>	Determines the most effective ways for an organization to use the basic factors of production - people, machines, materials, information, and energy - to make or process a product. Designs manufacturing systems.	\$69,900 annual	University License required
Mechanical Engineer – <i>Solar Energy Systems Designer, Automotive Engineer</i>	Plans and designs power-producing machines such as engines and power-using machines such as air-conditioning equipment. Oversees the manufacture and testing of electric generators, combustion engines, and steam and gas turbines.	\$75,600 annual	University License required
Meteorologist – <i>Weather Observer, Environmental Science Technician</i>	Studies the atmosphere to prepare weather reports and forecasts. Uses information from weather stations, weather balloons, satellites, radar, Doppler radar, and other observers in many parts of the world.	\$73,700 annual	University
Microbiologist – <i>Biological Scientist</i>	Researches and studies the growth, structure, development, and general characteristics of bacteria and other microorganisms. Uses computers to record and analyze data.	\$58,600 annual	University (Master's degree or higher)

# Transportation, Distribution & Logistics

Would you like getting people or products from one place to another by land, air, or sea? Check out these occupations.

NOW

NEXT

JOB TITLE	JOB DESCRIPTION	AVERAGE SALARY	EDUCATION REQUIREMENTS
Flight Attendant – <i>Transportation Attendant, Ramp Flight Attendant</i>	Attends to passengers' comfort and safety on airplanes. Checks supplies and equipment and instructs passengers on safety procedures.	\$54,500 annual	High School and On-the-job airline training program
Postal Mail Carrier – <i>Rural Mail Carrier, Postal Service Clerk</i>	Sorts mail for delivery and delivers mail along an established route by vehicle or on foot.	\$45,900 annual	High School Diploma
Air Traffic Controller – <i>Air Transportation Dispatcher, Chief Controller</i>	Keeps track of planes flying in an assigned area to make sure that planes stay at a safe distance apart. Gives pilots instructions during take-off and landing.	\$115,000 annual	Career & Technical Certification required
Aircraft Mechanic – <i>Aircraft Body Repairer, Airframe and Power Plant Mechanic</i>	Inspects, repairs, and maintains aircraft according to guidelines required by the Federal Aviation Administration (FAA).	\$49,300 annual	Career & Technical
Aircraft Pilot/Flight Engineer	Flies airplanes and helicopters to transport passengers and cargo. Before departure, talks with flight dispatchers and aviation weather forecasters to find out about weather conditions on the route and at the final destination.	\$151,000 annual	Community College License required
Automobile Mechanic (Goldstar) – <i>Transmission Mechanic, Brake Repairer</i>	Maintains and repairs vehicles such as cars and vans. Gets a description of the problem, diagnoses the source of the problem, and makes adjustments or repairs.	\$36,100 annual	Career & Technical Apprenticeship
Automotive Body Repairer – <i>Automobile Body Customizer, Automotive Glass Installer/Repairer</i>	Repairs and refinishes vehicle bodies. Straightens bent frames, smooths out dents and creases, and replaces parts that cannot be repaired. Installs custom equipment.	\$38,400 annual	Career & Technical
Diesel Engine Mechanic (Goldstar) – <i>Maintenance Mechanic, Industrial Truck Mechanic</i>	Services and repairs engines of industrial vehicles and machinery such as bus, truck, tractor, train, and boat engines. Reads job orders and manuals.	\$41,900 annual	Career & Technical Apprenticeship
Heavy Truck Driver (Goldstar) – <i>Tractor-Trailer Truck Driver, Tow-Truck Operator</i>	Drives trucks that weigh three tons or more to move freight from one place to another. Checks fuel, oil, brakes, lights, and safety equipment.	\$35,500 annual	Career & Technical License required
Motorcycle Mechanic – <i>Motorboat Mechanic, Small Engine Mechanic</i>	Repairs and overhauls motorcycles, motor scooters, mopeds, and similar motorized vehicles by replacing defective parts, hammers out dents, and welds cracks and breaks.	\$36,400 annual	Career & Technical
Ship Captain – <i>Fishing Vessel Captain, Yacht Captain</i>	Pilots water vessels that travel into and out of harbors, rivers, lakes, and oceans. Supervises the crew. Sets course and speed, maneuvers the vessel to avoid hazards, and determines the ship's position using navigation aids and charts.	\$55,000 annual	Career & Technical License required



# Budgeting Is Common

Now that you have some careers in mind, let's see how much money you need to live. For this exercise, let's assume that you are a single person living on your own in an apartment.

# Cents



OCCUPATION: \_\_\_\_\_ SALARY: \$ \_\_\_\_\_

## GROSS MONTHLY EMPLOYMENT INCOME

How much money will you earn each month?

Your math skills come in handy here.

Take the annual salary \_\_\_\_\_ and divide it by 12. Presto! You now know how much money you will earn in a month. Put this amount in the space next to #1.

Salary per month

1. \$ \_\_\_\_\_

The government takes out money (Social Security and withholding taxes) to pay for benefits and services. Salary minus Social Security and withholding taxes equals your take home pay. To figure YOUR net take home pay, you need to take out 23% of your salary per month.

Multiply Your Salary per month 1. \_\_\_\_\_ by 23%  
or .23 = 2. \$ \_\_\_\_\_

Social Security and Withholding taxes

2. \$ \_\_\_\_\_

Subtract your Social Security and Withholding taxes (2) from your Salary Per Month (1) to find your Net Take Home Pay. (3)

Net take home pay

3. \$ \_\_\_\_\_

Budgeting is important to get a sense of where you're actually spending your money and where you might be able to save or cut back. Plan your monthly budget below.

## MONTHLY EXPENSES

Monthly Regular Expenses	Low End	High End	Your Expenses
Rent	\$650	\$1200	\$
Utilities	\$125	\$325	\$
Food	\$200	\$400	\$
Clothing	\$50	\$150	\$
Car Payment	\$250	\$700	\$
Entertainment	\$50	\$200	\$
Miscellaneous i.e. (Cell phone, Internet, snacks, etc.)	\$125	\$550	\$
Insurance (Health-\$100 --- Car-30% Of Car Payment)			\$
Savings (10% of monthly income)			\$
Add All Your Expenses To Find Your Total Monthly Expenses (4).			Total Monthly Expenses
			4. \$ _____

Subtract Your Total Monthly Expenses (4) From Your Take-home Pay (3) To Get Your Balance (5).

Balance

5. \$ \_\_\_\_\_

**Will you make enough money to live on each month?**

# What Do Middle School Students Need To Know About Financial Aid?

High school graduation and postsecondary education and training may not even be on your radar screen at this point. However, early planning can help you decide how you will pay for your postsecondary education. The Florida Department of Education, Office of Student Financial Assistance (OSFA) can help. OSFA administers state-funded financial aid programs and guarantees Federal Family Education Loans.

## Merit program

The Florida Bright Futures Scholarship rewards high school grads for their academic achievement.

## Need programs

The largest is the Florida Student Assistance Grant. Awards are based upon the student's family income as reported on the Free Application for Federal Student Aid (FAFSA). The Florida Work Experience Program helps to employ students in occupations that complement their career goals.

## Tuition Assistance programs

The William L. Boyd, IV, Florida Resident Access Grant and the Access to Better Learning in Education Grant provide grants to assist with the cost of tuition and fees at eligible private non-profit and for-profit Florida postsecondary institutions.

## Federal Family Education Loan Program (FFELP)

A good education is worth the investment. The Federal Education Loans are made to students and parents by lenders and guaranteed by OSFA. Check out these types of Federal Family Education Loans:

### Subsidized Stafford Loan

For students who demonstrate financial need.

### Unsubsidized Stafford Loan

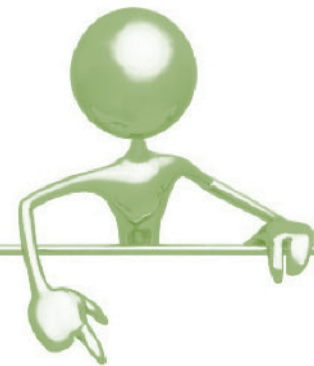
For students who do not demonstrate sufficient financial need. This loan can be used to supplement a Subsidized Stafford Loan.

### PLUS Loan

For eligible parents of a dependent undergraduate student.

### Consolidation Loan

For borrowers who want to combine their outstanding education loans into a single loan with a single monthly payment.



Want more info on loans?  
Call 1-800-366-3475  
or click on  
[www.FloridaStudentFinancialAid.org](http://www.FloridaStudentFinancialAid.org)

# Making it to the Pros . . . the Competition is Fierce!



The chances of a high school athlete making it to the professional level are very low.

With less than 1% of high school athletes ever making it into professional sports, you need a career plan just in case you don't make the cut. If you are lucky enough to make it as a professional athlete, you'll have a limited number of years to perform before age and possible injuries begin to limit your competitiveness. So, think about a back-up plan for the future.

If you think you have the talent and commitment to work hard and make it to the pros, you should follow your dream. If you land an athletic scholarship to play in college, you'll need to keep up your grades. But, keep that back-up plan in mind as you plan your major.

Check out these numbers according to the National Collegiate Athletic Association (NCAA) to get an idea of the odds of making it to the pros.

## WOMEN'S BASKETBALL:

- High school senior athletes ..... 129,408
- NCAA college senior athletes ..... 3,355
- What are the odds of making it to the pros?..... 5,000 to 1
- How many make it? ..... 32

There are 13 teams in the WNBA with a total of 156 women.

## MEN'S BASKETBALL:

- High school senior athletes ..... 156,096
- NCAA college senior athletes ..... 3,682
- What are the odds of making it to the pros?..... 10,000 to 3
- How many make it? ..... 44

The NBA has 30 teams with a total of 450 players.

## MEN'S FOOTBALL:

- High school senior athletes ..... 306,221
- NCAA college senior athletes ..... 13,612
- What are the odds of making it to the pros?..... 10,000 to 8
- How many make it? ..... 250

The NFL has 34 teams with a total of 2,720 players.

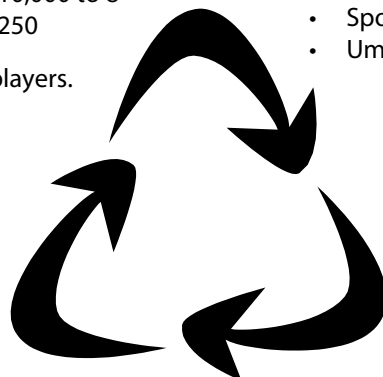
## MEN'S BASEBALL:

- High school senior athletes ..... 134,477
- NCAA college senior athletes ..... 6,393
- What are the odds of making it to the pros?..... 200 to 1
- How many make it? ..... 600

Major League Baseball has 30 teams with a total of 1200 players.

Your back-up plan could still keep you in the world of sports. **TAKE A LOOK AT THESE:**

- Athletic Coach
- Athletic Dietician & Nutritionist
- Athletic Trainer
- Phys Ed. Teacher
- Physical Therapist
- Sports Announcer
- Sports Marketer
- Sports or Athletic Club Manager
- Umpire/Referee



# Be a Goal Setter

You set goals for one reason – to help you get what you want. Setting goals will help you take control of what happens to you now and in the future.

For a goal to be real it has to be:

- important to you.
- within your power to make it happen through your own actions.
- something you have a reasonable chance of achieving.

Most importantly, it must be clearly defined and have a specific plan of action.

You can set goals for different things in your life. It may be for things you like to do, what you want to accomplish, how you want to spend your time and many other things. For now, let's think about goals in three areas: school, future education, and career goals.

## SCHOOL GOALS

My goal: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

What I can do today: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

What I need to do in the future: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

List a goal in each of the areas and include what you can do today and in the future to achieve the goal.





## FUTURE EDUCATION GOALS

My goal: \_\_\_\_\_

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What I can do today: \_\_\_\_\_

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What I need to do in the future: \_\_\_\_\_

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**Short-term** goals are ones that you will achieve in the near future (e.g., in a day, within a week, or possibly within a few months).

**Long-term** goals are ones that you will achieve over a longer period of time (e.g., one semester, one year, five years, or twenty years).

## CAREER GOALS

My goal: \_\_\_\_\_

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What I can do today: \_\_\_\_\_

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What I need to do in the future: \_\_\_\_\_

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# DON'T LEAVE YOUR FUTURE TO CHANCE!

## Take Control of Your Future

### CHOICES Planner

[www.flchoices.org](http://www.flchoices.org)

### It's All About You!

### Discover Your Interests, Values, and Skills!

Interest Profiler-What kind of things do you like to do?  
Work Values Sorter-What's important to you in a job?  
Basic Skills Survey-What skills do you have now?

### Explore Your Options!

Match your interests and needs to the following:  
650+ careers  
8,000+ postsecondary schools  
2,000+ scholarships

### Plan Your Future!

Build a portfolio with these tools:  
Resume Builder  
Letter Creator  
Job search and Interview Activities

CHOICES Planner is now available in Spanish

### The Cruiser Team:

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