

So How Do I Find My Calling And Become Part of the 10% Who Love Their Work?

By now you may be thinking, “Ok Chris, I get it! I need to determine who I am, what I want and why I want it!” But how do I do this and find my unique career calling? By applying the **Master Career Success Formula**, you can enjoy a life filled with zest and vigor, and love what you do...any day and every day! What is this Magical Process? I call it...

The 5 P’s to Success”

1. PASSION
2. PURPOSE
3. POWER
4. PROFIT
5. PEACE OF MIND

In chronological order, the “5 P” formula includes...

1. Discovering your Passion, leads to...
2. Finding your Purpose, which assists you in...
3. Expanding your Power, which accelerates...
4. Gaining your Profit, which results in...
5. Achieving Peace of mind, which equals happiness, the ultimate goal!

Do the 5P’s Work? Yes!!!!!!!!!!!!!!

Scott Adams had a passion for drawing but found himself working in a job that was not his true career calling. So every day before work, he got up early and drew cartoons until he had 50 samples; which he then mailed out to various syndicates. United Features saw his work, offered him a contract and the rest (Dilbert creator) is history...

Personally, I stumbled across this incredible formula while going through yet another one of my, “*is this all there is?*” moments. I was working in corporate America, successful by most standards (nice car, nice house, etc.) and had a daily routine (coffee, decent co-workers, occasional feel goods) but something was missing! When I was truly honest with myself, there was a huge void in my professional life (no passion!) and looking back, this often negatively affected my health and personal life. I had a hole in my soul!

It was my father’s diagnosis of terminal cancer that finally was enough shock value for me to realize that life is short and there are no second chances. You will hear more about this event later (my dad overcame incredible medical odds and is alive and well!). A conversation on his “supposed” death bed about “finding ones true identity and contribution” and my growing restlessness that my life was passing me by were enough to immerse myself into the secrets to career success and happiness. This resulted in my life’s calling and this book so you don’t have to wait for similar extreme circumstances to create a breakthrough to pursue your passion!

Within a short time of adopting this **Master Career Formula** in my life, I began to experience incredible levels of success. I pursued my passion of helping others in their careers, quit my high paying but unfulfilling corporate job, assembled my limited finances to pursue my dream and went for it! I put passion and purpose ahead of short term income or opportunity.

I formed a company, *Career TEAM, LLC*, began helping people find their career calling and after a short time was hired by the Federal government to assist 5,000 former welfare recipients find jobs. With *passion and purpose* in my corner, I began to expand my reputation and expertise, gained *power* and was invited to the White House to meet with the President and several Fortune 500 CEO's. *Career TEAM, LLC* was named one INC Magazines 500 fastest growing, privately held companies. In line with the **Master Career Formula**, I quickly became a multi-millionaire (*profit*) and I experienced more *peace of mind* than I ever imagined; knowing I had found my reason for being, my career calling.

When I combined the power of my mind with proven success formulas, my career skyrocketed. You can do the same! Today, I conduct seminars worldwide and now have a goal to help 25 million people leave lousy, yucky jobs and find their unique and compelling career calling.

The funny thing is I had always wanted to be wealthy and spent a lot of time thinking about how to make more. When I adopted this philosophy, it was never about the money, it was about finding that feeling in my gut that told me I was doing what was right for me. The anxiety and stress disappeared and guess what...the money came faster than when I focused solely on making it! Thousands of my clients have commented that when you do what you enjoy, big money follows.

Think of this **Master Career Formula** as a blueprint, which, if followed, will lead to your unique career calling. The formula works because outcomes are in accordance with your *true* identity, what is in your heart, mind and soul. It is a formula for helping you discover the *real* you and the contribution *you* were born to make!

Some have said that the **Master Career Formula** is like a favorite recipe. When you prepare your dish, you must have all of the required ingredients, or the dish will not turn out right. You can improvise all you want, but it still does not have the same flavor, does it? The **Master Career Formula** works the same way. If you do not have all of the key ingredients, it will not deliver the results. Therefore, it is important that you approach this discussion with an open mind, and be very honest with yourself in the process.

When you really think about it, the challenge for each of us is that we enter this lifelong seminar without the benefit of an instruction manual. Certainly, many profound authors or consultants have attempted to provide solutions to the pursuit of passion and purpose. Few however, have succeeded in creating a universal approach to the eternal question regarding our search for career purpose or meaning.

Regardless of gender, race, religion, education level, work experience or personality type, we are all unique and compelling creatures with individual belief systems. There are several versions of what constitutes happiness, the obvious outcome of achieving ones career calling. Happiness is a personal feeling, the people who consistently achieve this state of mind and the actions they take leave clues.

Nonetheless, I will attempt to mirror or mentor proven strategies and techniques for those who have dared, tried and succeeded. I will attempt to introduce a success

system but do so with the caveat that it would be a misrepresentation to categorize this system as foolproof. Systems do work and I am a believer in such. According to Michael Gerber, author of one of my favorite books entitled, *E-Myth Mastery*, “*Systems [formulas] permit ordinary people to achieve extraordinary results, predictably*”. My plan is to assist you get to where you are supposed to be, where true happiness lies. There is little difference between a highly successful person and one who is not.

There is, however, one very distinct difference between the two, and that is that highly successful people develop good habits and make choices that others do not like to make. By having the courage to exercise their right to choose, they achieve greatness.

“You are free to choose, but the choices you make today will determine what you will have, be and do in the tomorrow of your life.”
- Zig Ziglar

You have made the choice to pursue career greatness. Let us begin your journey to career success and happiness with a review of the **Master Career Formula**...

1st “P” – Finding Your PASSION

“Now, here is my secret, a very simple secret. It is only with the heart that one can see rightly: what is essential is invisible to the eye.”

*-From the Little Prince.
By Antoine De Saint-Expery.*

Your first choice if you truly seek to be highly successful is to identify and pursue *your* passion. Not mine, not your parents, not your significant others but yours! **In order for you to achieve your potential, you must make a firm decision to restructure your life around your passion.**

Finding your passion involves getting in touch with your heart and identifying your dreams. The process has to start here, because only your heart will reveal what really matters to you and what truly brings you happiness. What is it that you crave, and fills you with energy and excitement? What is that one thing that gets you up in the morning, and keeps you awake at night? When you answer these questions, you will have found your passion.

Passion is not a privilege of the fortunate few; it is a right and a power that you possess. If you get in touch with the passion that defines you, I promise you will have an amazing life.

In your quest to find your passion, there are a few areas you can explore that will assist you on the road to discovery, such as:

1. Brainstorm and identify what you daydream about, gets you excited, what you consider fun, what you like to do, or would get a kick out of doing.
2. Peer into your childhood, and think about anything that you may have had an affinity for growing up. Is there something that you were good at as a child that you would like to do again?

3. Evaluate your talents and skills Take a piece of paper and write down the things that you do well or that come naturally to you, without any effort on your part. These talents should be viewed as your unique and compelling gifts...special gifts that have been passed on to you genetically.
4. Test yourself and your passion. One way to validate your passion is to put it to the test, and you can accomplish this by revisiting your feelings two or three weeks after you have identified it. Do you still get that fire in your belly when you think about it? Are you willing to sacrifice everything to fulfill it, or take risks for it? Your responses will separate your true passion from mere interest.

Once you begin to experience your passion in your life's work, you will lose track of time and will become absorbed in the task at hand. Your passion will create a personal intensity, and will uplift and inspire you. It will heighten your performance and enable you to achieve things that you may never have dreamed possible. Finding your passion is what holds the key to your happiness in your career, and in every other area of your life. If you have uncovered your passion, but are finding it difficult to take the next step, you may need to break down the barriers that are preventing you from turning your passion into reality. When you make decisions based on your heart's desires, and not on societal dictates, you open up an assortment of challenges, and will have to allow yourself to move beyond the fear or paralysis that grips you, and perhaps, is preventing you from answering your calling.

Barriers to Living Your Passion

1. Fear – Passion is a mystery, and often, you do not know exactly where it will lead you. You may sit and wonder what like would be like if you followed your heart and decided to change careers. If fear creeps in, your thoughts may become distorted and create elaborate scenarios of failure. There is no greater barrier to fulfilling your passion than that of fear, more specifically, the fear of the unknown.
2. Self-Doubt – Self-doubt is an extension of your fear, and focuses on your perceived personal inadequacies. This self-doubt causes you to question your own abilities and potential, and can lead you to imagining yourself as a failure, rather than a success.
3. Paralysis or Numbness – When faced with confusion or uncertainty, you may find yourself locked into an emotional paralysis. While you may want to change your life and career, you are unable to harness the power to do so. You may become so accustomed to the demands and stresses of life that you move beyond paralysis into numbness. You may not even realize that you are unhappy and unfulfilled, and become emotionally disconnected.
4. Limited Scope – When you identify yourself by stereotype (i.e. white-collar or blue-collar, baby-boomer, etc.), you limit your potential. Labeling yourself, this way, causes you to accept an identity that probably have nothing to do with who you really are for what your passion is.

5. Procrastination – “One day, some day...” is an excuse for putting off what could be the most important step in your life. Your passion will never become a reality as long as you keep putting off pursuit of it.
6. Caution – Your fears may prevent you from acting on faith and belief. You may pursue your dreams in a very controlled and calculated manner, leaving little room for your passion to take over. While you may never know failure, you may also never know the success that comes from unleashing your passion.

Here are 3 questions to uncover your passion...

1. I am happiest when I am...
2. I feel energized when I am...
3. I would work for free doing...

Moving forward, trust your heart and listen to your inner voice. Acknowledge your passion and nurture it. Incorporate it into your existence, and your life will become an accurate reflection of your true identity and who you aspire to become. Once accomplished, you will graduate to the next step: Acquiring a sense of purpose!

2nd “P” –PURPOSE Is Obtained From The Fuel Of Passion

Han Selye, the pioneer in the understanding of human stress, often asked the following question: “What is the most stressful condition a person can face? His unexpected response: Not having something to believe in.”

What do you believe in? Why are you here? What contribution were you born to make? Were you meant to sit in a cubicle day after day without a clue as to whether you were impacting your company? Maybe yes but most likely no!

After you have found your passion, by answering your calling, you will begin to answer these questions and acquire a *sense of purpose*. Purpose springs from belief and the fact that you are doing what you love, and desire. Your dreams and hopes are becoming a reality, and you have moved outside of the “norm”. You are engaged in tasks and activities that feel like play, working is a labor of love.

You have fought off conventional wisdom to work for the money or prestige. You are empowered and committed to continue on this path. You believe whole-heartedly in your cause, this purpose. Your sense of purpose is evident in everything you do – the way you act, speak, look, and think. You are contagious! This sense of purpose will continue to flourish as you completely immerse yourself in pursuing your passion.

Determining your higher purpose starts with defining the word *success*, because that is the paradigm with which most people identify. Later on, we will discuss this further but for now:

1. Which direction are you moving and where is your passion and purpose leading you?
2. Are you prospering toward the next achievement by building new mentors and learning from your missteps or are you trying to avoid the prospect of failure by not competing for your career calling at all?

At this stage, the key question is: *What is important to me about being successful?* Success is a deeply personal issue. One needs more than persistence, ambition or motivation. You need to be inspired to the very core of your being. If you cannot verbalize your contribution, it will not last. Your true purpose is:

Your sincere, deepest desire and motivation for action!

When you discover your true purpose, you will feel yourself gaining confidence and power.

Without a true purpose you will:

1. Experience more stress
2. Be prone to suffer burnout
3. Often feel overwhelmed
4. Have difficulty making decisions
5. Feel anxious and restless

Trust me, I have been there!!!!!!!!!!!!!!!!!!!!!!!!!!!!!!

Here are 3 questions to help you realize your purpose...

1. I was meant to...
2. My place in this world is as a...
3. I feel most meaningful when I...

3rd “P” – POWER and Confidence Are Realized When Purpose Is Allowed To Flow

*“Being powerful is like being a lady; if you have to tell people you are... you aren’t.
-Margaret Thatcher*

It makes sense, that once you acquire a sense of purpose, you become more powerful. By taking the steps that lead to fulfilling your passion, you begin to feel as though you are in control of your life and your destiny. You are on a path that provides the greatest rewards one can experience. You are not working by others standards; you are working because it is what you *choose* to do. You are in command!

Like your sense of purpose, *gaining power* in your life evidences itself through every orifice of your being. You experience more “pep in your step”, and walk with an air of confidence. This newly found power is also a result of attacking your fears along the way and increasing your level of courage and confidence.

Another contributor to your feeling of power is your attitude. Your positive attitude makes you happier, more productive, and more successful, which in turn, makes you more powerful. Others will gravitate toward your energy, which will become infectious (and for some contagious!) Those who trapped are in the fog of apathy, lethargy and even depression will crave your newfound enthusiasm and confidence. They

will want to associate with you because you project an image of congruence, a trait that we all admire and aspire to obtain. You are positively contagious!

Here are 3 questions to realize your power...

1. People recognize me for my expertise in...
2. I know more than most on the subject of...
3. I can best assist others by...

4th “P” – PROFIT Inevitably Follows Those Who Contribute

Explore and understand your authentic self, learn to do what you love and are passionate about and the money will follow – Chris Kuselias

If nothing else, you are already gaining *wealth* by the benefits you are enjoying up to this point (finding your passion, acquiring a sense of purpose, and gaining power). However, that is just the tip of the iceberg.

Finding your passion is what holds the key to your happiness and to realizing greater *profit*. Not only is your profit centered on financial gain, but also your emotional, spiritual, physical, interpersonal, and professional experiences. J. Paul Getty’s brother, (who wasn’t nearly as financially well off as his famous tycoon brother) used to send him notes, which began, “*from the richest man in the world to the wealthiest.*” Riches are not measured solely by the size of your wallet.

In working with numerous highly compensated executives, who often experience severe depression when laid off, it is apparent to me that many people fill voids in their emotional lives by basing their self worth on their money and material possessions. When you take away their “toys” as I like to call them, very often there is an emotional void and a lack of true identity. How sad!

When you have found your passion, purpose and power, interestingly, you become the center of attention, and people begin to seek you out. Why – because, you illuminate like a light bulb, and others can see it. They want to know what you have that they do not, how you feel so good and are willing to compensate you for your knowledge. You become the envy of many, because you had the courage to pursue your passion. You are a leader!

We can all agree that leaders in any organization are typically recipients of the highest praise and most lucrative compensation. At my company, *Career TEAM*, we have a saying for our leaders which is, “if the light ain’t on at the top, it is dim all the way down.”

In your career, if you master the first three P’s (passion, purpose and power), a trail of money (profit) will inevitably follow you. Advancement opportunity and increased salary become more readily available, due to your changed attitude and level of energy. People will gravitate to your knowledge and begin feeding off your passion. Having followers will increase your responsibility, which inevitably increases your earnings.

In my experience, society ultimately rewards those who find their unique contribution and exhibit these qualities. This is how big money is made. I know very few people, if any, who are wildly wealthy and aren’t passionate about their work.

Here are 3 questions to help you maximize profit...

1. I define professional success as...
2. With more money I would...
3. What I want that I don't have now is...

5th "P" – PEACE OF MIND Is Achieved When We Have Found Our True Calling

I have lived long enough to learn how much there is I can really do without...He is nearest to God who needs the fewest things." – Socrates

Now comes the 5th P and most sought after precious asset – *peace of mind*. This state of mind comes from the realization that you are contributing to others in a passionate and purposeful way. When we feel we are contributing, that is, helping others through our work, we feel a tremendous sense of internal joy and happiness. We adopt the belief system that we matter. We develop a legacy that outlives our physical body. People all over the world would give their last dollar to experience true peace of mind, and for many of them, the lack thereof is the direct result of living their lives according to someone else's standard, and not their own.

To avoid societal conditioning and forge your own path requires a great deal of courage and honesty. We must be true to ourselves, live in sync with our established identity and be congruent in our internal belief systems. Peace of mind comes from learning the skill to become your authentic self.

According to Gallup, the percentage of Americans who voiced the need to experience spiritual growth has increased from 58% in 1994 to 82% today...Hmmm...

Like you, I have always craved peace of mind but was often restless. Today, I understand that until I lived my life in accordance with these 5P's and spent my time engaged in activities consistent with my real self; I would never be truly content. Stress was my enemy and relaxation was a skill I was failing at.

I have become a believer in meditation, not the unfavorable view of a person in some bizarre robe with mushroom scented incense but rather a more personalized experience where one shuts out the problems and distractions of the world and contemplates their authentic self and true aspirations. The process should provide one critical benefit and that is, to learn, recognize and *listen* to the sound of your inner voice, what I call your higher self.

For me, this process creates a mindset which has allowed my most outstanding ideas and visions to penetrate the confusion and distractions of my hectic life. It is a time for me to ask myself life's most pressing questions, those that cannot be addressed or answered with the television playing, music blasting, children crying or the challenges of business looming. Take 10 minutes and just sit quietly and reflect on what you really want, what you are great at and what brings you joy. Try it, it works!

3 questions to assist you find peace of mind...

1. I want to look back on my life and feel...
2. When people think of my life, they think...

3. I will feel my life was worth living if I...

The End Result...

By mastering the 5 P's, you will begin to understand what it truly means to be content, at peace, and happy. Having applied this **Master Career Formula** in your life, you will promote balance in what I view as the five areas, which dictate life balance: career, financial, health & fitness, relationships, and spiritual enlightenment. Top performers, such as you, recognize that total happiness in life can only occur by mastering these five key areas.

When you get to this final stage of development, you are experiencing success on your own terms, and enjoying you're your existence is validated, you matter! The stress you felt before you made a commitment to pursuing the 5P's is no longer there. Your life is in harmony with your being, and you feel whole and complete. You are basking in the glow of looking into your innermost desires and contributing your unique and compelling gifts to others in the form of your career calling. This is the essence of becoming happy and self-actualized! What fun!

“The best way to cheer yourself up is to cheer everybody else up” – Mark Twain

By remaining true to your passion, and incorporating the **Master Career Formula** into your life, you will reap rewards you never anticipated, because finding your calling (passion) and answering that call will take you to another level of living. The remainder of this book serves to provide exercises, examples and reminders of how you can achieve this standard of living.