



A Monthly Career and Leadership Advisor



September 2006

vol. 1 issue 2

Your Career

From resume to interview, from entry level to mid-career, from retirement to second and third careers, articles and ideas that you can use.

Passion!

What really turns you on? Think about it ... what would cause you to jump out of bed every morning with a fire in your belly instead of dreading that train ride into “work?”

What would you do if you could do anything in the world? Now, get ready for this question...Why aren't you doing it?

You can always come up with hundreds of reasons for not doing something. I challenge you to focus on the reasons you can do it. A lot of people know that I'm a big planner. You need to have a plan. Planning may sound like the opposite of passion, but the reality is the most successful and happy people are actually able to combine the two! Lay out a plan that will enable you to get to a place where you can have passion for living. That should be your ultimate goal!

I've spoken in front of thousands of people from all walks of life. And I've asked them how they would know **what** they were really passionate about. There are always some common answers:

- It is something I would do if I had \$10 million!
- It is something that I would not think of as work!
- It is that thing I'm doing when I lose track of time!

How do you know you're really passionate about something? One clear indicator is your attitude. Your attitude is contagious. It infects those people around you in both your personal and business life. If you're upbeat, excited and energized about a project, then that message will come through loud and clear. Whether it is your co-workers, boss, friends or family, they will pick up on your passion. Conversely, if you're unsure, slow and not really into it, then that will be the message people get. That passion, will infect the people around you. The people that support you at home and people on your team at work. If they are as excited as you are, then they'll work that much harder. So, if you're passionate about what you're doing, you're much more likely to succeed at whatever you're doing.

What makes you passionate? How do you define success? I think the most important part of those questions is **YOU**. Too many people spend their time trying to do what makes someone else happy. I urge you to figure it out for yourself and don't let others define it for you. A lot of people allow others to set their goals for them. Do not let someone else define success for you. If you want to be a high school basketball coach and know that is something you'll be passionate about, then go for it. If you really do want to be a real estate mogul and think that will make you happy, that should be your objective. However, your ideal job should drive you and keep you excited. Not because your mom or dad or neighbors think it is "success." Remember, you're the one that has to live your life — nobody else does.

I am an entrepreneur at heart and love starting and growing companies. Throughout my career, I've only been able to help grow and develop one or two companies at a time as an operator. It has been incredibly rewarding. However, with my new Venture Capital Fund — Angel-Led Venture Partners (www.angel-led.com) — that I'm creating, I should be able to assist more than 40 companies over the next few years. Talk about exciting! That is something that gets me out of bed every morning.

During my last year working with Donald Trump, a class of middle school students visited Trump Tower on a field trip and Donald agreed to come down and meet with them and asked me to come down as well. They asked us all sorts of questions, but one that I remember very well was, "Donald, what would you do for work if you didn't do real estate?" And Donald answered, "I don't consider what I do to be work. I love putting together deals and building buildings!" What a great answer! Can you say that about what you do? Donald only sleeps a few hours every night and doesn't drink, smoke, or gamble. He loves his work. It is his passion.

Don't get me wrong, I'm also a realist and understand that there are going to be times in our careers and life when we don't get to do everything we want. It may feel like a "dead-end" job or you may see the writing on the wall and understand that you just don't want to be a part of your current company anymore. What do you do about it? How do you handle that? What's your attitude?

I recommend you take advantage of that situation to create better opportunities for your future. Do not sit around and mope. Do not have a bad attitude. Take that opportunity to teach yourself some new skills. Even if it is something simple like learning Excel and Power Point or attending trade association meetings in your desired industry, do something that will further your ultimate objective. Once you've figured out your long-term plan, it will be easy to determine what activities will help you the most in the future. Don't waste time feeling sorry for yourself. Develop your plan with the objective of living that passionate life and start executing on that plan. Before you know it, you'll be living that passionate life.

TAKE COMMAND!

Kelly Perdew is a Managing Director of Angel-Led Venture Partners, a VC fund that invests alongside the leading angel groups in the country. Kelly has held numerous founding leadership positions in such companies as CoreObjects Software; MotorPride.com, and eteamz.com. Kelly was also a Manager at Deloitte Consulting in the Braxton Strategy Practice and served in the US Army as a Military Intelligence Officer and Airborne Ranger. After winning the NBC hit show, **The Apprentice 2**, Kelly spent 2005 as an Executive Vice President in the Trump Organization, where he managed several projects. Kelly earned a BS from the US Military Academy, West Point, a JD from the UCLA School of Law, and an MBA from the Anderson School at UCLA. Kelly authored, **“TAKE COMMAND: 10 Leadership Principles I Learned in the Military and Put to Work for Donald Trump,”** to provide guidance on how anyone can develop their leadership capabilities and is donating a percentage of the royalties to the USO.

He also hosted a show on the **Military Channel** called **“GI Factory”** that looks at innovative military technologies and takes the viewer into the US factories where they are made and tracks them from raw materials to completed product. He is a celebrity spokesperson for Big Brothers/Sisters and The National Guard Youth Challenge Program. Kelly received a Presidential Appointment to the President’s Council on Civic Participation and Service in June 2006. See www.kellyperdew.com for more information.