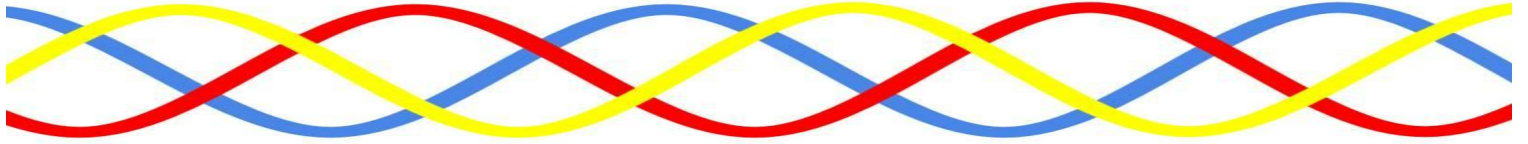


What are the Three Pathways by which Self-Exertion Can be Converted into Money?



Working – The act of exchanging my self-exertion via my skill sets with someone who has agreed to pay me for my work product. My exertion is converted into cash on a very clear and predictable schedule. I get paid every Friday at a rate of \$X per hour.

Networking – Means “selling myself and my skills” by making connections with people. This is also known as “looking for a job”. My Networking effort is converted into cash in a much less predictable way than my Working effort. I don’t get paid every Friday for my personal Networking efforts – but, *statistically speaking*, those efforts do pay off very nicely in the long run, because they make it possible to find better Working connections. For various reasons, many people do not like the Networking pathway. So they miss out on the payoff.

Learning – Means developing my mind and my body to create useful career skills. This kind of effort is converted into cash in a way that is similar to the Networking effort. *Statistically speaking*, people who invest their energy in Learning (and other areas of personal development) get an excellent return on their efforts. But, as with Networking, the payoff only happens in the long-term. Unfortunately, many people do not like the Learning pathway. So they miss out on the payoff.