

**welcome**

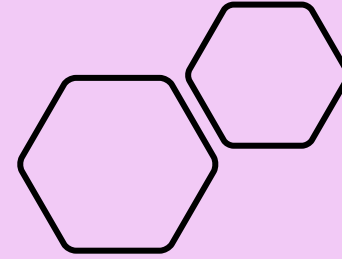


**GROW GIVE PRO\$PER INC.**

**ZOOM SUNDAY WORKSHOP**

**APRIL 28TH, 2024**

**SESSION 4: INCREASING  
EARNING AWARENESS**



# Increase Earning Potential



Earning an income is one of the most vital pillars of financial literacy. Income provides the means to meet our basic needs, affects our livelihoods, and helps us achieve our long-term financial goals. In this session, we'll explore why earning an income is essential, and discuss ways to increase your earning potential.

## Why Do We Need An Income?

An income is necessary because it allows us to acquire the basic needs of life, such as food, shelter, and clothing, and maintains our standard of living.





## Why Do We Need An Income?

A steady income at a livable wage also helps us achieve long-term financial goals, such as buying a house, saving for your children's education, or retiring comfortably. Plus, a sufficient income can help us build wealth over time.



***(A livable wage is a wage that is high enough to cover the necessities of life, such as housing, food, healthcare, and transportation. It is a wage that allows individuals and families to meet their basic needs without having to rely on government assistance or charitable organizations. The exact amount of a livable wage varies depending on factors such as the cost of living in a particular area and the size of the household-A livable wage does not consider debt or poor money management).***

## What Is Affecting Our Earning Potential

There are various reasons why some individuals may have limited earning potential or may not earn enough.

One significant factor is the economic policies and structures, which cause low income by creating a lack of job opportunities, inadequate wages, and insufficient investment in communities.



## What Is Affecting Our Earning Potential

Another factor is the lack of education or training, which can restrict job opportunities.

Other factors that can contribute to low income include job market conditions, location, discrimination, and health or disability issues.

In addition, systemic issues such as income inequality and poverty can affect entire communities and result in low incomes for many individuals.



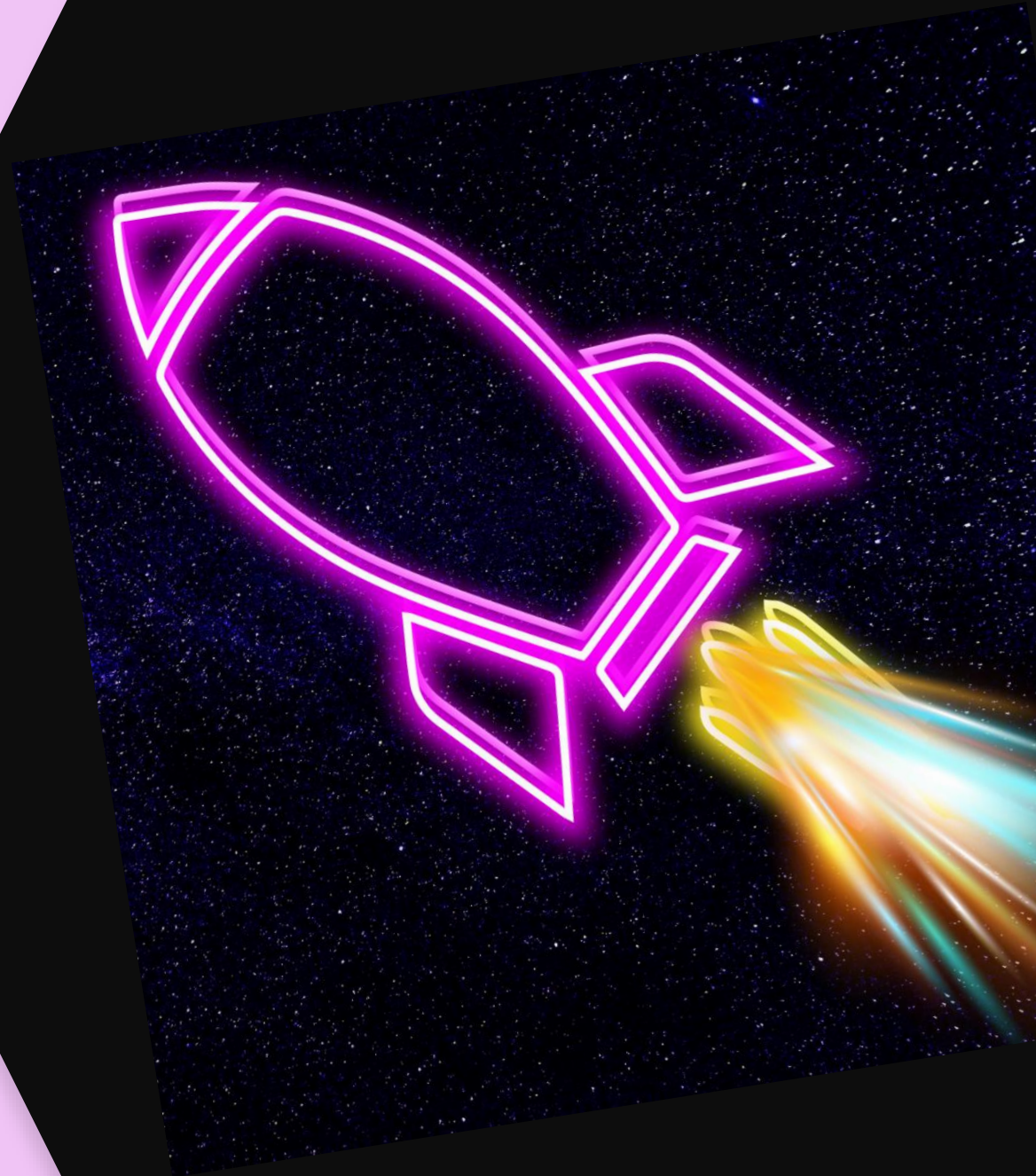
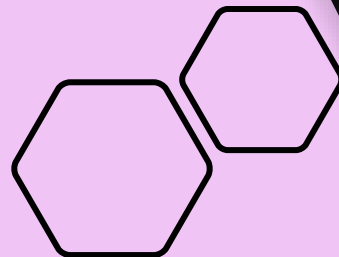


There are many reasons why individuals may not be earning as much as they could.

**BUT DON'T WORRY!**

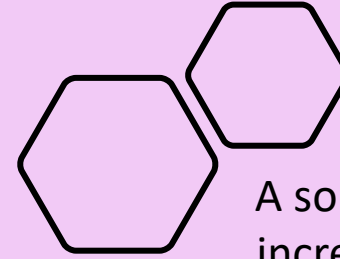
With the right mindset and strategies, you can create a plan to help you unlock your full potential, reach new heights, and increase your earning potential.

Remember, the sky's the limit!





# Increase Your Work Value!



A solid work ethic is essential to increase your work value. Being punctual, dependable, and positive can help you gain visibility and make decision-makers aware of your contributions.

In today's work environment, having excellent soft skills and a strong work ethic can lead to new opportunities, meaningful connections, and higher earning potential.

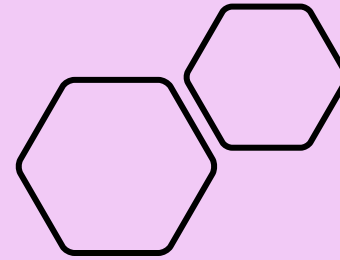
Employers value employees who are reliable, punctual, and positive contributors to the workplace culture.



Possessing soft skills such as effective communication, problem-solving, emotional intelligence, collaboration, and networking can make you stand out for all the right reasons. This can increase your chances of a promotion, a raise, or even starting your own business. Therefore, evaluate your skill set, identify areas for improvement, and invest in developing your soft skills. Your efforts will pay off in the long run.

Some examples of in-demand soft skills include:

- **Communication skills:** The ability to communicate effectively with others is essential in any job. Good communication skills can help you build relationships with colleagues, clients, and customers.
- **Time management:** The ability to prioritize tasks, manage time effectively, and meet deadlines is essential for success in any role.
- **Problem-solving:** Identifying problems, analyzing information, and developing solutions is critical in many industries.
- **Emotional intelligence:** The ability to understand and manage one's own emotions and those of others is a valuable skill in any workplace.
- **Flexibility and adaptability:** The ability to adapt to changing circumstances and work effectively in different situations is essential in today's fast-paced work environment.
- **Collaboration:** Working effectively with others and contributing to a team effort is essential in many workplaces.



Pivoting into a high-demand career can be a practical way to increase your earning potential.

Numerous industries are facing a shortage of skilled employees, so companies are willing to pay a premium for individuals who lack experience but are eager to learn, take on more responsibilities, and develop new skills.

By exploring new career options, you might discover a passion for a new field or industry, leading to increased earnings and job satisfaction.



# Pivot Into an In-Demand Career!



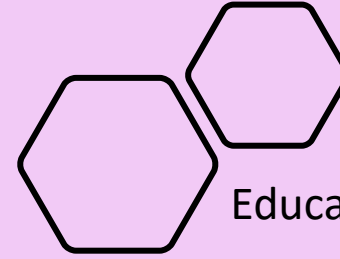
Here are some steps you can take to pivot into an in-demand career:

- **Research in-demand careers:** Research which careers are in demand and have a positive job outlook. <https://www.bls.gov/ooh/>
- Identify the skills and qualifications required for these careers, and assess how your existing skills, personality, and experience align with them.
- **Build a network:** Attend industry events, join professional organizations, and build your network with people in your desired career. They can help you gain valuable insights and connections.
- **Gain experience:** Gain relevant experience through internships, volunteering, or taking on freelance projects in your desired career field.
- **Tailor your resumes:** Have more than one resume and tailor each resume to highlight your relevant skills and experience for the career you are pursuing.





# Advance Your Education!



Education is a highly effective way to increase one's income. It significantly enhances earning potential by equipping you with skills, knowledge, and credentials.

However, traditional, campus-based education may not be an option for everyone due to financial, time, or personal constraints.

Non-traditional education can be an excellent alternative to advancing your education.

This can be particularly advantageous if you are employed and must balance your education and work responsibilities.

Non-traditional education can come in various forms, such as online courses, job career training, boot camps, workshops, or apprenticeships. Many of these programs offer certification or credentialing upon completion. Overall, non-traditional education can provide a cost-effective, flexible, and efficient way to increase your earning potential.

- **Online Courses:** Online courses range from professional development courses to degree programs and are generally more affordable than traditional in-person courses. This makes education more accessible to students who do not have the freedom to attend a physical institution. With the job market continuously evolving, leveraging online courses can be an excellent way to stay competitive, progress in your career, and earn more.
- **Workshops:** Workshops that offer training through workshops to supplement or enhance traditional classroom learning are continuing education for insurance, real estate, financial, writing, photography, marketing, and sales. Workshops provide a great way to gain hands-on experience, learn new skills, and network.
- **Bootcamps:** Bootcamps are becoming increasingly popular as a way to gain the necessary skills to enter into certain careers such as Web Development, Data Science, Cybersecurity, Digital Marketing, UX/UI Design.
- **Apprenticeships:** Careers that commonly hire from apprenticeships are Electrician, Plumber, Carpenter, Welder, HVAC technician, Machinist, Chef, Beauty & Barbers services.

**Online Learning** It takes many forms, ranging from self-paced courses to live virtual classrooms. It offers a flexible and convenient way of learning that allows students to study from anywhere at any time. Online learning provides a range of benefits such as cost savings, a variety of courses, and the ability to balance other commitments such as work or family responsibilities.

### **Pros of Online Learning:**

1. Flexibility: Online learning allows students to learn from anywhere, anytime. This is particularly helpful for students with other commitments, such as work or family responsibilities.
2. Variety: Online learning opens up a world of opportunities for personal growth and development, offering a wider variety of courses, programs, and degrees than traditional classroom-based learning.
3. Cost-saving: Online learning is often more affordable compared to traditional classroom-based learning, which can help students save money on tuition fees, transportation, and accommodation

### **Cons of Online Learning:**

1. Credibility: Some online learning platforms may not be accredited by recognized institutions. To address these concerns, students should research the accreditation status of the institution offering the course or program, read reviews and testimonials, and check the success rate of previous graduates.
2. Self-motivation: Online learning requires students to be self-motivated and disciplined. Without the structure of a traditional classroom, some students may struggle to stay on track. Students need to be self-motivated and disciplined to succeed in an online learning environment.
3. Technical difficulties: Technical difficulties can be a challenge for students who are not computer literate. They may need help with online learning platforms.



**Boot camps:** Career training boot camps have become increasingly popular in recent years as a way for individuals to quickly gain new skills and jumpstart their careers. While there are many benefits to attending a boot camp, there are also some drawbacks to consider.

### **Boot Camp Pros:**

1. Efficiency: Career training bootcamps are designed to teach you the skills you need for a specific career in a short amount of time, so you can get working quickly.
2. Hands-on Experience: Bootcamps often focus on practical skills, so you can gain real, hands-on experience that prepares you for the workplace.
3. Networking Opportunities: You'll be surrounded by peers who are interested in the same field as you, giving you a chance to make connections and network.
4. Career Services: Many bootcamps offer career services like job placement assistance, resume help, and interview preparation.

### **Boot Camp Cons:**

1. Cost: Bootcamps can be expensive, and they often don't qualify for traditional financial aid like grants and loans.
2. Intensity: Bootcamps can be very intense and require a lot of work in a short period of time, which can be stressful.
3. Limited Focus: Bootcamps are designed to teach you specific skills, which can be great if you're looking for a career change, but they may not offer the broad-based education that a four-year college can provide.
4. Quality: Not all bootcamps are created equal, so it's important to do your research to make sure you're investing in a program that will actually give you a positive return on your investment.

**Workshops:** A workshop is a short-term educational program designed to teach a specific set of skills or knowledge in a particular field. Workshops can be conducted in person or online and may be led by an expert instructor or facilitator. They are often used as a direct path to gain new skills quickly and efficiently.

### **Workshop Pros:**

1. Hands-on experience: Workshops provide practical and hands-on experience in a specific field. This experience can help you gain confidence and hone your skills.
2. Direct Delivery: The objective of a workshop is to provide participants with specific skills that they can immediately apply in their work or personal life. The transfer of knowledge and skills is direct, practical and actionable. This approach is often favored by professionals who need to acquire new skills or knowledge quickly and efficiently and the ability to apply what they have learned immediately.
3. Flexibility: Workshops are often offered outside of traditional working hours, making them accessible to people who may not be able to attend classes during the day.

### **Workshop Cons:**

1. Cost: Workshops can be expensive, and not everyone can afford to pay for them. This can limit access to valuable training and networking opportunities.
2. Time commitment: Workshops may require sacrificing personal time. This can be challenging for people with busy schedules or other responsibilities.
3. Quality: The quality of workshops can vary widely, and some may not provide the level of training or networking opportunities they promise. It's important to research the reputation of the organization or instructor offering the workshop before signing up.

**Apprenticeship:** is a form of on-the-job training where an individual, known as an apprentice, learns a trade or skill under the guidance of a skilled worker. It is a structured program that combines hands-on learning with classroom instruction to help individuals acquire the necessary knowledge, skills, and experience to become qualified in a particular trade. They involve a set number of hours of work per week, paid on-the-job training, and classroom instruction.

### **Pros of Apprenticeship Training:**

1. Hands-on learning: Apprenticeship training provides practical, hands-on experience in a real-world setting.
2. Earn while you learn: Apprenticeships provide an opportunity to earn a wage while training.
3. Job security: Apprenticeships are often tied to specific industries, which can provide a level of job security. Employers may prefer to hire apprentices who have already received training and have proven their abilities.
4. Industry connections: Apprenticeship training provides an opportunity to build connections within a particular industry.
5. Career advancement: Apprentices who complete their training may be eligible for promotions or higher-paying positions

### **Cons of Apprenticeship Training:**

1. Limited industries: Apprenticeship training is often tied to specific industries, so those who complete training in one industry may not be able to easily transition to another.
2. Length of training: Apprenticeship training can take years to complete, which can be a deterrent for some individuals.
4. Limited geographic options: Apprenticeship training may only be available in certain geographic locations, which can limit opportunities for those who do not live in those areas.
5. Fewer academic credentials: Apprenticeship training provides practical skills and knowledge. This can be a disadvantage when seeking employment outside of a specific industry.



## Session Re-cap

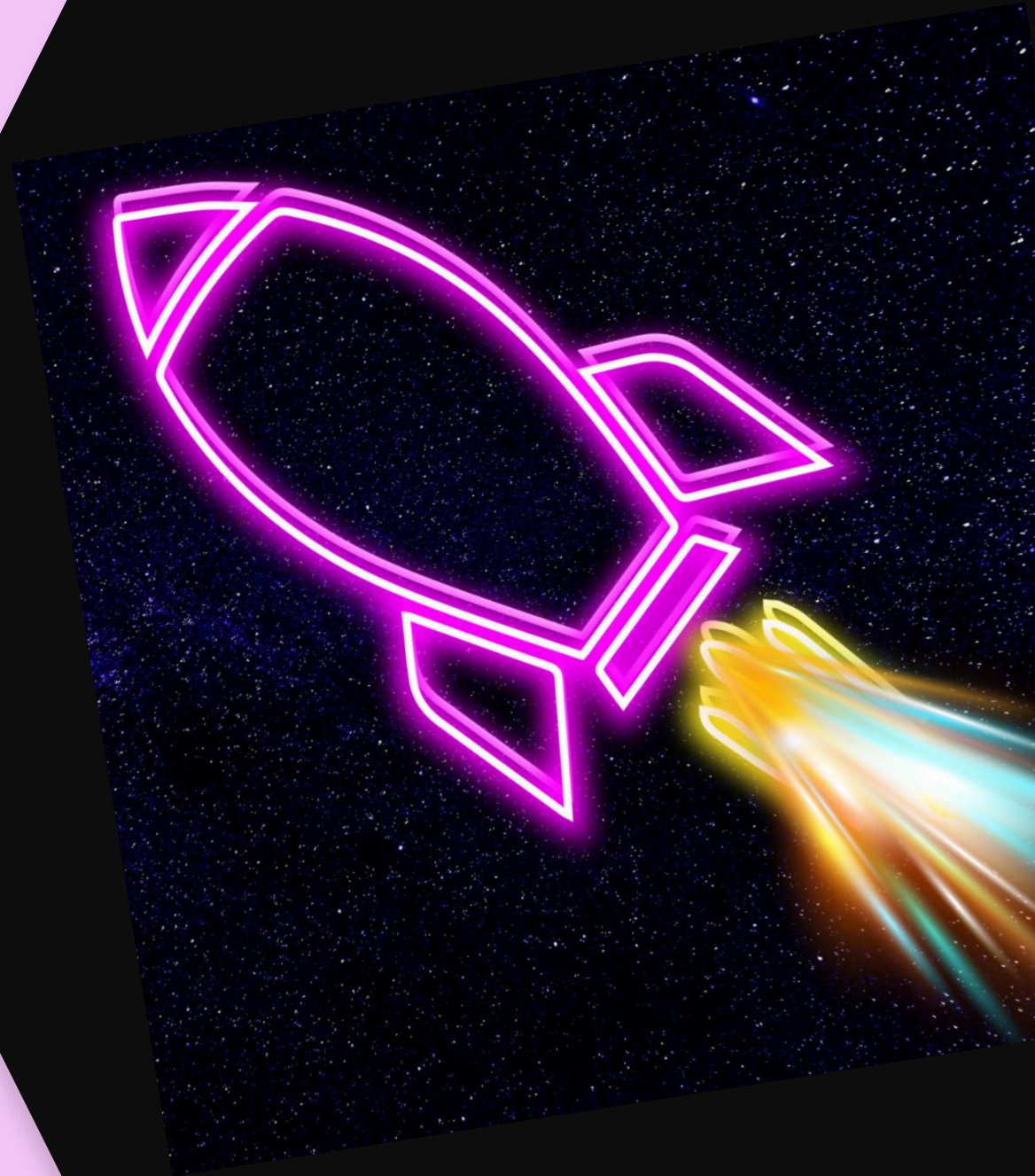
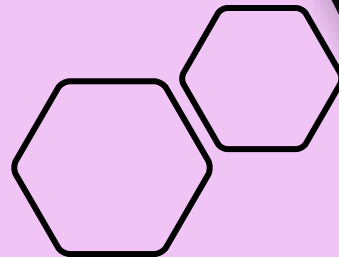
# The Sky Is The Limit

Take the initiative to increase your earning potential. This requires a proactive approach to identifying opportunities, developing skills and being determined to achieve your goals.

The first step towards boosting your earning potential is to excel in your current role.

Your present job should not be viewed as just a job, but rather as a training ground.

Embrace it, not only because you may always be an employee, but also because the skills you are developing now will accompany you wherever you go.



## Session Re-cap

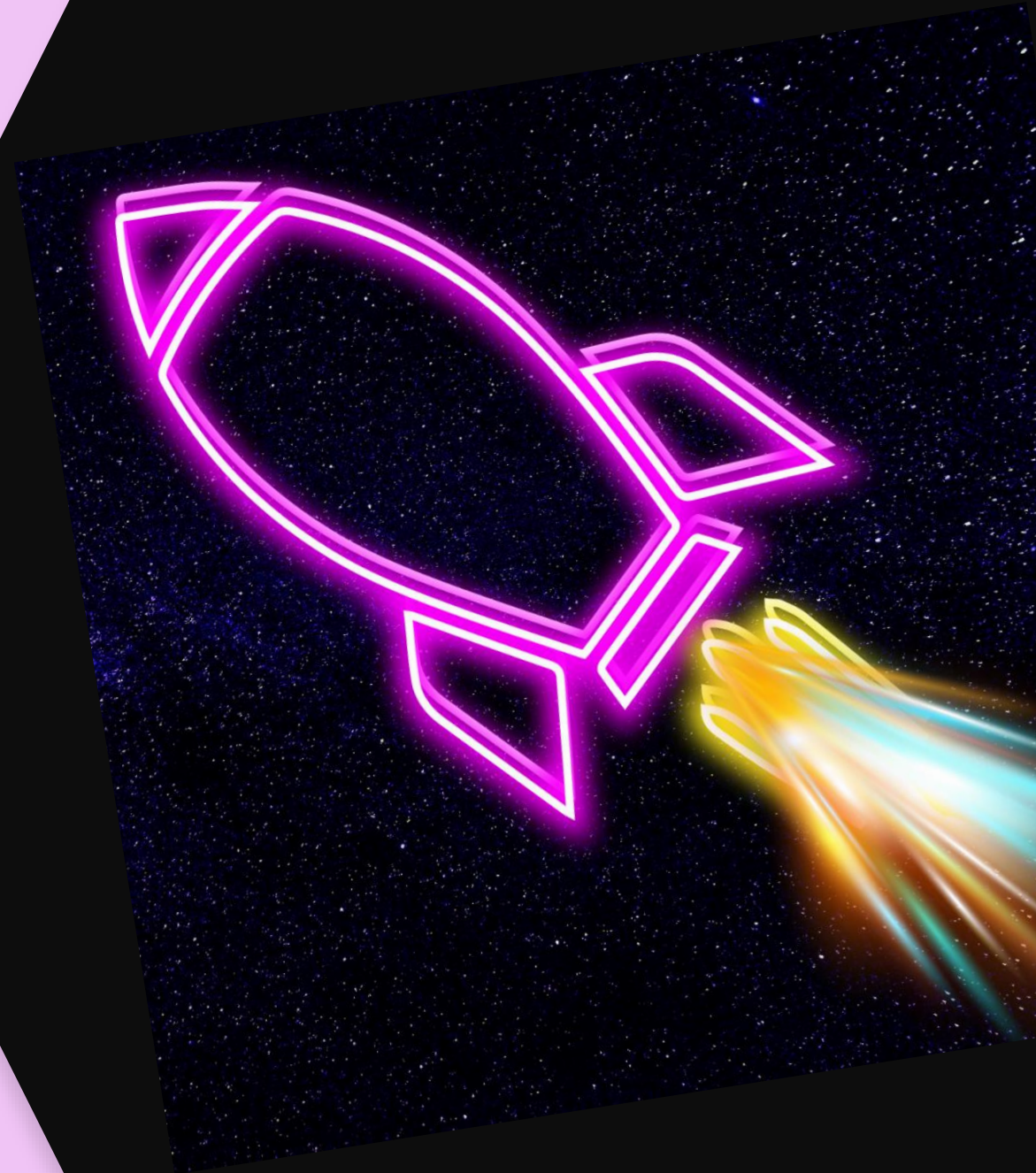
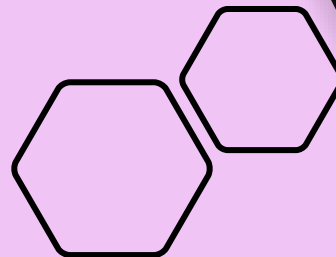
# The Sky Is The Limit

Next assess your skills and identify areas that need improvement.

You can gain new skills through courses, workshops, on-the-job training, or mentorship, and keep your resume updated as your expertise grows.

Increasing your earning potential requires stepping out of your comfort zone to pursue higher-paying, in-demand jobs.

Research, planning, and networking can lead to new opportunities and provide valuable career growth and development insights.



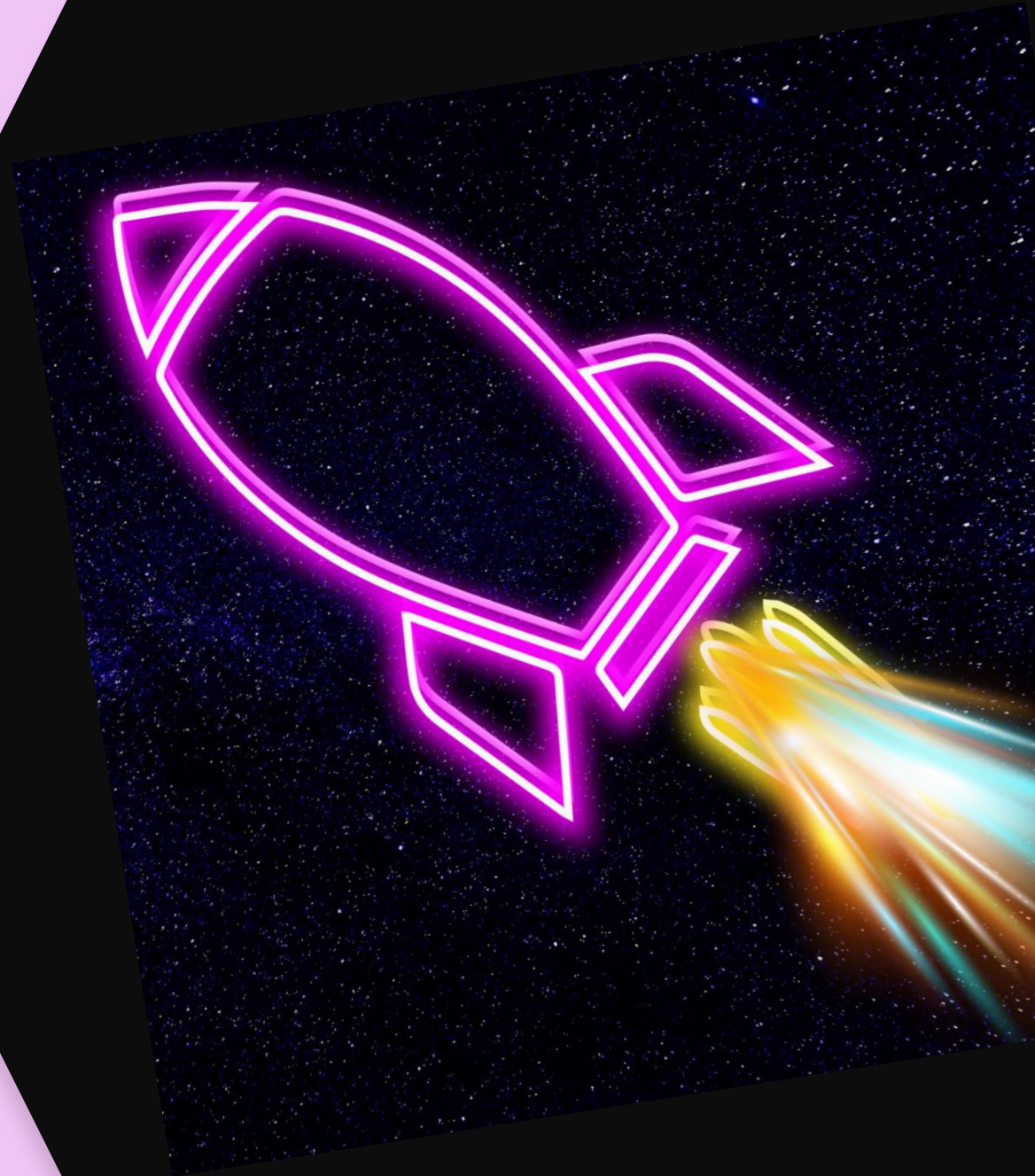
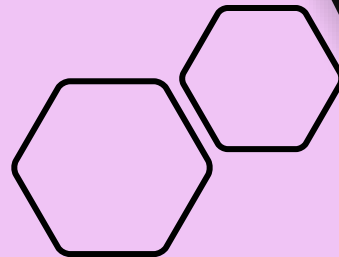


## Session Re-cap

# The Sky Is The Limit

The key to increasing your earning potential is to adopt a mindset of continuous learning, taking initiative and investing in yourself.

Remember, the sky's the limit!





# **Apprenticeship Websites**

<https://www.tcsg.edu/worksource/resources-for-practitioners/apprentice/>

<https://atlantatech.edu/tuition-free-programs-2/>

<https://www.apprenticeship.gov/apprenticeship-job-finder>

<https://jylcraven.com/cosmetology-apprenticeships-georgia/>

<https://www.gptc.edu/programs/cosmetology/>

# Tech Bootcamp Websites

<https://www.freecodecamp.org/>

<https://www.theodinproject.com/>

<https://www.fullstackacademy.com/bootcamp-prep>

<https://launchschool.com/>

<https://www.appacademy.io/learn-to-code>

<https://www.microverse.org/>

<https://generalassemb.ly/education/dash>

<https://www.codecademy.com/>

# Career Discovery Websites

<https://www.careeronestop.org/>

<https://www.bls.gov/ooh/>

<https://www.usa.gov/job-help>

<https://www.goodwill.org/about/find-a-job/#build-skills-and-earn-credentials->

# Thank You

**Thank you for joining us today for this virtual session. We hope you found it informative and engaging. We appreciate your commitment to lifelong learning.**

**Our mission is simple: to provide resources to help others make informed financial decisions, optimize resources, develop healthy financial habits that promote economic inclusion.**

♥ **Cassandra Lester, CFEI® & The Grow Give Prosper Team!**

**[www.GrowGiveProsper.org](http://www.GrowGiveProsper.org)**

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