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Career Exploration

While there may be many things I would love to get in a job, I have simply just not discovered everything I desire. Everybody wants to make a lot of money, but having the potential to make a lot of money each year is something that I truly desire. Ever since I was born I was raised with values of generosity, openhandedness, and freedom; traits all of which can be amplified through earning a great deal. Not only can I more greatly display my values through earning a lot, but it would also allow for greater potential; it would allow me to do the things I love, make spending time with family a priority, and to help people. Although the potential to make money is important, something else I desire from a job are meaningful relationships. I want to work with people who I can consider friends as well as loyal business partners and co-workers. I want to work with people whose best interest is in my mind because my best interest is in theirs. I want to be able to work with different good hearted individuals with similar goals in order to succeed. Despite my desires in relationships and earnings, above all else something I desire in a job is love: I want to love what I am doing and I want the urge to improve myself at doing it everyday. I firmly believe that if a person loves what they do to earn money, then they will never work a day in their lives.

At this point in my life, I'm not exactly sure what I'll be doing years into the future. However, three possible career tracks that grasp my interest are: 1. Working in Real Estate, 2.

Starting a business, and 3. Marketing, specifically in design. I've always been a persuasive person, from convincing my mom that video games are good for me, or from convincing my spanish teacher to give me an A. I've always enjoyed essentially fighting to get my way, in a playful manner. I believe that marketing is just that; you are essentially making an often visual case as to why someone should buy a specific product or service. I not only think that I would be good at marketing, but I think that I could enjoy it due to my creative personality. At Muhlenberg College, I am currently majoring in Business Administration and Studio Art. I am adamantly convinced that because of my artistic background I could do very well in the marketing realm of business. Another career path on my radar is to start my own business. While starting a successful business is amongst the most difficult things a working man can do, I believe that the benefits are worth the hardships. If I were to invest all my savings into starting a business, then I suppose I would be starting out at the entry level position of "CEO". Running a business would allow me to experience ultimate freedom. If I were running my own company, I could do whatever I wanted with it. As a business owner I could have the freedom to do everything I desired; from designing the logo, to partnering up with other small business owners, and perhaps all the way to expanding through multi million dollar transactions. Regardless of how successful of a company I could create, freedom to run the company my way would allow for an exciting and enjoyable career. Last but certainly not least, the career path I most likely see myself partaking in, is that of the real estate realm. While I'm not exactly sure what 'position' per say I would start at, I could start out as an agent, property manager, or even simply through an investment partnership. Not only do I believe that a career in real estate can lead to generational wealth and provide all the freedom in the world, but it is also something that I find fascinating.

Of these three possible career tracks, I believe real estate most closely resembles my ideal career path. I have already started to develop many meaningful relationships with people involved in real estate such as my agent, Christian Uhler of Keller Williams Realty, who is helping me actively to find an investment property in the Lehigh Valley. Amongst other important relationships that will be beneficial to me as I continue to develop my presence in real estate, is that of local investor and Lehigh Alumni Jason Reynolds. Over the past year I have been working with Jason as an 'informal property manager' as he calls it. While Jason is at a young age just like me, 24, he has already found success in real estate which keeps me filled with hope and excitement. From everything I've heard from local investors and agents, and through my self education and mentorship, real estate truly appears as a career that can satisfy a plethora of desires that I have.

From experience with working with Jason Reynolds, I have a pretty firm grasp at what a "Day in the Life" of a real estate investor, landlord, and/or property manager is like. Something about the usual day in this job that I feel very positively about is the spontaneity. A perfect example of this is what happened to Jason this past spring in 2021. It was April and Jason was just beginning to finish renovation on his latest property. I was stopping by several times a week for many weeks straight to send him updates and to make sure the contractors were staying on task. By the time the property was almost completely refurbished, it was now time to construct the fire escape.

When a property is over two stories tall, a fire escape is legally required if the units are to be occupied. However, to install a fire escape, one must first obtain permits. Jason was exhaustingly trying to get in touch with the people at Allentown City Hall to get a hold of these permits and it only took him 4 more months. Finally the permits were secured, the fire escape

created, and the property rented. Just a week and a half after that Jason was able to get another property under contract for an incredible deal that would allow him to receive an almost 15% cap rate. While great things such as this can happen, it is important to stay prepared for things that are less appealing in this career path to happen. To prepare for unexpected expenses, whether they be time or money, I can prepare myself to handle these situations three ways. I can practice time management starting today in school to be prepared for any unexpected obstacles. I can also improve my habit of saving money for security incase of any unexpected damages or repairs. Lastly I need to remain open minded and understand that the only way to become a more flawless worker is to work through mistakes and hardships. The situation that Jason was in gave me fantastic insight into just how spontaneous things can change in this field; whether for good or bad, things can change and if you work hard and logically, the potential for success is endless.