

ELITE PERFORMER MONTHLY

For The Real Estate and Mortgage Professional

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Is This My Job or My Career?

By [Andy Harris](#)

With the state of the current economy and unemployment numbers high, many are asking themselves this question. This is especially true in the Real Estate and Mortgage industries. The question is an important one, but many times misunderstood. So what is a job and what is a career? I believe a job is simply a continuation of duties fulfilled by a person that provides justification for compensation from the employer. I believe a career is a long term professional and personal investment to increase quality of life and prosperity into retirement.

Everyone knows that a job requires discipline because you must show up to work on time and perform as expected in your job description. A career, however, could be looked at a little differently and requires not just discipline, but commitment. Just as discussed in our Motivation vs. Incentive Issue, the incentive to be disciplined to work is compensation. Working a job is fueled by incentive, but working a career is fueled by motivation. It is difficult to have commitment without motivation or motivation without commitment.

So when do you know if you're just working a job for the incentive or motivated internally for the future of your career? If you truly enjoy what you do and have passion for it, than hopefully you have made the commitment to make your current profession your career and not just a job. No matter how you look at it or where you place your license, you ARE Self-Employed. Your successes and failures are determined by you and only you so they definitely require commitment. There are many tools to help you succeed, but you must have the desire.

Changes like we have seen recently will impact many jobs and careers either by choice or by force. Adapting to change is not always easy, but there are always opportunities for those who seek them and adjust their strategy when needed. Stay committed to what you love doing, but only if it's best for you and your family. You are the only one who knows if you are currently working a job or working a career.

Until next time....thrive.

-AH

Tip of the Month:

To maximize time and meet deadlines, make a priority "to-do" list both weekly and daily. Check off items that require completion in a timely manner to make sure you don't get side tracked with other things that are less important in relation to your list. This agenda will give you structure, peace of mind, and the feeling of accomplishment. More time for prospecting!

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