

# PIPE DREAMS: 7 PIPELINES OF CAREER SUCCESS



**PERSONAL JOURNAL GUIDE**  
Your career coaching companion

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### HOW TO USE THIS GUIDE

This Personal Journal Guide was created to enable you to deepen your self-awareness and career exploration.

As you read *Pipe Dreams: 7 Pipelines of Career Success*, take a moment to reflect, jot down your thoughts, and brainstorm possible steps you can take towards your goals.

Don't have the book yet? Order at [MikeGellman.com](http://MikeGellman.com).

## CHAPTER 1

# YOUR STORY

- What's *your* story?

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- What part(s) of your story keeps you stuck?

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- What myths have you believed at one time or another?

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- Where do you fall on the "career continuum?"

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- To what extent are you taking charge of your career right now?

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CHAPTER 4

**CHART YOUR PURPOSE**

- Why do you exist?  
What might your purpose be?

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- What do you envision for your future?

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- How do you define success? What does it look and feel like?

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- What types of achievements and/or impacts do you yearn to achieve in your lifetime?

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- What value or contribution do you want to provide to others?

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*ADDITIONAL NOTES*

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CHAPTER 5

# DISCOVER YOUR PASSION

- How engaged are you at work and in life?

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- What steps might you take to discover and release your passion?

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- How are you impacting others when you're working at your best?

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- How do you feel about yourself when working at your best (when you're "in the flow")?

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- What are the personal consequences of storing your passion and energy but not tapping into it?

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**INSIDE INSIGHT INTROSPECTION:** *What activities or causes are you so passionate about that you are willing to persevere and maintain focus in the face of challenges while others may simply give up?*

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CHAPTER 6

PREPARE TO GET  
WHAT YOU WANT

4 A'S OF PREPARATION

STEP 1. ASSESS

- What do you envision for your future?
- How do you define success? What does it look and feel like?
- What types of achievements and/or impacts do you yearn to achieve in your lifetime?
- What value or contribution do you want to provide to others?

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STEP 2. ANALYZE

- What is your assessment of your company or team's culture? What are acceptable and non-acceptable practices?

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- To what degree are your interests and strengths a good fit for what your company values and needs, either now or in the near future?
- Will your weaknesses be a factor or not?
- If so, how can you shore them up or manage around them?

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**STEP 3. ACT**

- How can you increase your visibility? Who needs to know more about you, your career aspirations and learn what you have to offer?
- What opportunities are there to increase your personal network and strengthen relationships?
- How can you contribute to your company and maximize your discretionary effort in ways that will support your “career campaign?”

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STEP 4. ATTRACT

- What kinds of career opportunities do you want to attract?
- What attention and opportunities have you typically attracted over the years? Have they been positive or negative experiences?
- What must happen first to begin attracting what you want or more of what you want in your career?

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**INSIDE INSIGHT INTROSPECTION:** *If you were coaching her, what would you advise and why?*

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**ADDITIONAL NOTES**

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CHAPTER 7

## SURVEY YOUR PREFERENCES

- What preferences do you have? If you had your own way, what would you choose?

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- What are the underlying needs at the root of your preferences?

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- What ideas, activities, situations, and environments energize you most? What do you naturally gravitate toward?

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- What exhausts you? What are you de-energized or de-motivated by and naturally avoid?

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- How do your personal preferences and motivators match with the business needs of your job or company?

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CHAPTER 9

# EXPRESS YOUR PERSONALITY

- How do you characterize your personality?

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- How do others describe you?

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- What type of work and work environment are the best fit for your personality?

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- Under what conditions do you thrive and perform your best? (E.g., low, moderate, or high stress conditions?)

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- How do you behave when pressure and stress rise and fall?

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**INSIDE INSIGHT INTROSPECTION:** *How might knowing more about yourself and your personality affect your career choices?*

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- What are you doing to stay current and to freshen or refresh your skills?
- In what ways is your potential shrinking or expanding?

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**INSIDE INSIGHT INTROSPECTION:** *What about your personal brand? How can you determine how well it measures up to who you are and who you want to be?*

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**ADDITIONAL NOTES**

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**CHAPTER 14**

# MIND THE SPACE BETWEEN

- What kind of space currently exists in your life?
- Are you in need of a strategic reserve? If so, what could you do with the gift of space?
- How will you channel and maintain your reserve and benefit those around you?

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**INSIDE INSIGHT INTROSPECTION:** *Where are you misdirecting energy and what opportunities do you have to redirect it?*

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**ADDITIONAL NOTES**

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CHAPTER 15

**NAVIGATING RESISTANCE TO  
YOUR CAREER CONSTRUCTION**

**4 A'S OF PREPARATION**

**TIMING**

- What timing issues do you need to consider?
- What adjustments to your plans can you make?
- What pace of your career change will be the most manageable?
- How might you need to adjust the timing or pace or process by which you make your goal a reality?

LANDSCAPE

- What environmental conditions do you need to keep in mind as you plan your career route?

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- Are some routes safer or riskier than others?

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- Do some routes create a greater chance of leaks or accelerated wear?

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- What detours have you made in your career?

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- What is the best, fastest, or most optimal way to your career advancement if you can't get there in a straight line from here?

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- What detours may be necessary in the future to enable you to achieve your career goals?

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CONNECTIONS

- Who are your stakeholders? Who do you need to influence and gain support from (e.g., decision-makers, significant others, etc.)?

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- Who else might be impacted by your career change? What will your change mean for coworkers, family members, and others who depend on you?

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- What routes will you choose to pursue your new career direction?

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**INSIDE INSIGHT INTROSPECTION:** *When have you taken unexpected detours to achieve a goal that was important to you?*

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**ADDITIONAL NOTES**

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CHAPTER 16

## ABOUT PERSONAL FEAR AND TAKING RISKS

- What obstacles do you anticipate?
- To what extent are you readily able to assess and map your own network of pipes (e.g., principles, values, personality, performance, etc.)? What percentage of your “pipes” is below the surface and more difficult to access?
- What limiting beliefs or fears are holding you back from pursuing or achieving your dream job or career?
- What must you give up in order for your desired change to come true?
- How can you re-center yourself when you are noticeably off-track? What strategies do you find most effective?

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**INSIDE INSIGHT INTROSPECTION:** *How do your fears hold you back from getting what you want?*

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CHAPTER 17

# DEALING WITH CORROSION AND LEAKS

AWARENESS/RESPONSES

- What leaks exist in your career?  
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- Which ones are self-inflicted?  
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- How do you respond when you encounter a leak? What adjustments do you make?  
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- Do you radiate positive or negative energy when leaks are discovered or exposed?  
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- Would you want to promote, hire, or take a chance on you based on the behavior that others see?  
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STRESS

- How well do you perform and behave under pressure and stress?
- What strategies are effective for you when you need to relieve pressure and stress?
- Are you aware of your core needs and the impact your strategies have on others?

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DETECTING LEAKS

- What senses can you use to detect leaks that may be affecting your career?
- What leaks do others observe? Do they see you as you see yourself? What do you hear them saying about you and your performance?

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**MY PERSONAL CAREER ACTION PLAN**

Use the template below to help you identify next steps and track your progress.

What are my top two or three goals?

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2. \_\_\_\_\_  
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3. \_\_\_\_\_  
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How do I want to experience my career journey?

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<b>ACTIONS</b> <i>What steps will I take?</i>	<b>START DATE</b> <i>When will I begin?</i>	<b>COMPLETION DATE</b> <i>When will I finish?</i>	<b>RESOURCES NEEDED</b> <i>What help or time do I need?</i>	<b>STATUS/COMMENTS</b> <i>What progress have I made or obstacles have I encountered?</i>
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