

3 BONUS  
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# Build a Winning Career, Hustle on the Side, and Master Down Time

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## Living Out Your Purpose and Passion

Having success in your career comes down to two very important facets; do you enjoy what you do? And does your job contribute to what you've determined your purpose to be?

If you don't enjoy your job and you have no idea what your purpose is, this guide will get you started and thinking along the right lines.

The following is a chapter from my book *The Balance Point*. In it, I delve into the idea of purpose vs. passion and how to get the most out of everything you do.

Doing what you love and also contributing to greater meaning for others is the dream and it's possible, but it starts with you and defining how you want to live out the rest of your days.

This chapter is for those who want to dig deep and ask themselves the big questions.

## Chapter Four: Purpose vs. Passion

*“The purpose of human life is to serve, and to show compassion and the will to help others.” —Albert Schweitzer*

*“Passion is one great force that unleashes creativity, because if you’re passionate about something, then you’re more willing to take risks.”*

*—Yo-Yo Ma*

“I am Loki of Asgard, and I am burdened with glorious purpose.” —Loki Odinson

Most of us don’t have as clear a purpose as the God of Mischief from the Marvel Cinematic Universe. Instead, we have all probably, at some point or another, looked up to the stars, to the vast universe that exists just beyond our understanding, and wondered, “What am I doing with my life? What is this all for? What purpose am I fulfilling in my life?”

I’ve had these exact thoughts, and I’m guessing you have too.

The problem is that there isn’t a perfect answer. No one can give a perfect answer for you and your unique situation. Everyone has hidden struggles and battles raging in their hearts and internal struggles they must contend with. Life is an unpredictable, joyous mess.

The struggle between purpose and passion is subtle but important. We can’t do a great job if we don’t love what we do, and if what we love has no

greater purpose, then it's meaningless. Swinging too far in either direction causes our lives to be devoid of meaning or joy.

It's of the utmost importance that you discover the job, career, or business that fills you with passion each day, and also fulfills a greater purpose.

In this chapter I will give you tools to question your purpose and passion in order to find a way to merge the two. I want you to discover the power of living the best of both worlds. Both purpose and passion are forces for good. Each will leave you empty without the other. It's imperative for long-term sustainability to get this right.

To find balance between purpose and passion, you must take a step back and take stock of your current life. We all have to decide what to do with our lives. We can live a life of no regrets or find ourselves disappointed in our later years. It's a choice worth pondering and intentionally figuring out.

Taking action toward a clouded future is hard, but these next few pages will help you to find positive direction and clarify your values.

These questions are perfect for anyone stuck in a job they hate, a college student with little direction, or the entrepreneur who has everything but still feels like they have nothing.

Keep in mind, your answers may change over time. We may find ourselves in a business we used to love, but now we can't wait until the end of the day so we can go do something else.

The first step is to take positive action steps towards your goal of determining your balance point between purpose and passion.

### **Question 1: What Would I do if I Could do Anything?**

This question is one of my favorites to ask. It breaks us outside of the box for a hot minute. It gives us a chance to dream. It allows us to see what could be in a world where we too often hear “should be” or “can’t be.”

When you ask this question, don’t limit your thinking by the parameters of your current circumstances. Brainstorm a list of anything and everything you would like to do with your life. Every entrepreneur is already a little bit outside the box. Use this to your advantage.

One effective exercise is to build a list of fifty life goals for yourself. Break it down this way (as Mark Matteson does in his book on mastering productivity *It’s About Time*<sup>1</sup>):

- What are ten things I would like to *do*? (Examples: Write twenty-five books, sell a business for \$10 million, compete in a hot-pepper eating challenge and win.)
- What are ten things I would like to *see*? (Examples: The Pyramids, my daughter’s wedding, the ocean from my screened-in porch.)

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<sup>1</sup> Matteson, Mark. *It’s About Time: How to Get Twice as Much Done in Half the Time and Enjoy Balance and Peace of Mind!* Ugly Dog Publishing, 2014.

- What are ten things I would like to *be*? (Examples: An international speaker, a winner of the Nobel Peace Prize, a screenwriter for Disney/Pixar.)
- What are ten fun things I want to *do*? (Examples: Travel to outer space, cliff dive in Bermuda, win a poker tournament and qualify for the World Series of Poker.)
- What are ten things I would like to *share* with the world? (Examples: I want my children to have a love for reading, I want to become a local legend beekeeper, I want to direct an indie film picked up by Netflix.)

Get to fifty goals and your eyes open up to the possibilities within your life. You'll see that life has so much more potential than you ever thought possible.

### **Question 2: If I Could Only Accomplish One More Thing in My Life What Would it Be?**

This question follows in the footsteps of the big dreaming question before it. We don't know how much time we have left. A bus could hit us while walking to work, or we might get sick and have only a few months left to live. Forgive the morbidity here. The point is, we don't know how many days we have to do what we want to do. We could spend our lives just outside of the sweet spot and fulfill neither passion nor purpose, and never get the chance to find fulfillment. Some of us go our whole lives without stopping to ask if we are living with no regrets.

At some point there will be no tomorrow. If you knew you would die tomorrow, what would you do today?

I know it's tough to think about since we know we likely have plenty of time to accomplish our goals. The premise here is we shouldn't take any time for granted. We can't let our assumed amount of time prevent us from using our time wisely now.

In order to push forward and fulfill our true purpose we need to act now, before it's too late.

For example, if you set a deadline for a work project you're likely to get it done on or near that date. If the project has an open-ended timeline it will usually take until the end to finish. Get used to setting tight deadlines for your most important projects and focus on them until completion. It's the best way to live a life of no regrets and one "burdened with glorious purpose."

### **Question 3: Do I Have Any Regrets?**

Regret is a fickle thing. It creeps up on us just when we can't do anything to change it. But when we notice regret, it can be used as a superpower for future actions. What in your life do you wish could be different?

Regrets are the greatest catalysts to future growth, if we so choose.

I regret spending most of my life up until the age of twenty-five pursuing mostly pointless endeavors. I regret the countless hours of video games that could have been spent reading and growing. I regret missed opportunities

to be a good friend because I was too caught up in my own selfish priorities. I regret living without working toward my purpose or even questioning what my life meant in the grand scheme of things.

Everything we go through in life is a building block for our personal learning, but the key is using regrets and times when we are down to move forward and grow.

Over the last five years I don't have regrets. I've messed up and am far from perfect, but living intentionally had helped me to avoid disappointment over what could have been.

Is there anything in your life you fear you missed out on? You can avoid future regrets by analyzing your past and making a vow to live intentionally every single day from now on. You won't always get it right, but you'll be much better off viewing life through this lens.

Maybe you have no regrets at this time in your life. Great! Keep working at living the life you want. If you aren't moving in the right direction you are falling backwards. There is no neutral momentum, only falling backwards or making forward progress.

To avoid regret later on in life, consider tackling a new goal, doing something you've never done before, or making a plan to reinvent your lifestyle.

Lori Deschene of the popular blog Tiny Buddha, shares the following on one of her posts<sup>2</sup>:

“The crazy thing about regret is that it seems imperative sometimes—as if we have to indulge it like a bed we made and now have to lie in. But there’s nothing compelling us to dwell on the way things could have been. The only thing that keeps us stuck in lost possibilities is the refusal to focus on new ones.”

Past regrets can motivate us to move toward bigger and brighter futures. However, we can’t necessarily do everything we want to do. There are probably things in life we won’t see or experience. Dwelling for too long on what might have been handicaps our future progress and will cause us to miss out on life’s great opportunities.

The key is to be intentional and to be okay if you miss out on something. But make sure you are okay with missing out on it. Make the choice to skip out instead of fooling yourself into thinking it will happen later on.

One of my big hairy life goals is to write a science-fiction novel, but I haven’t yet done so. This is okay with me, as I’ve placed other priorities and goals ahead of this dream. This means I might die having never reached this goal, and I have to be okay with that. If I’m not okay with missing out, then I need to shift priorities so I can do it right now. It’s a subtle line but an

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<sup>2</sup> Deschene, Lori. “Dealing with Regret: 8 Ways to Benefit and Move Forward.” Tiny Buddha. July 10, 2017. Accessed June 08, 2019.  
<https://tinybuddha.com/blog/dealing-with-regret-8-ways-to-benefit-and-move-forward/>.

important one to grasp. You need to be okay with missing out on some goals when the timing isn't right, but pounce when things shift.

This practical way of looking at regrets has helped to form my goals and my current priorities. If we know our top-level priorities and base decisions off of them, life gets a heck of a lot more simple and we can avoid major regret later on in life.

#### **Question 4: What is My Number-One Goal in Life? (What's Your Destiny Goal?)**

What is the main thing you are working toward right now? Do you have a major life direction and focus? If you lack direction, try crafting a mission statement for your life.

My mission statement is this: *To empower individuals to pursue their God-given potential by reducing passivity.*

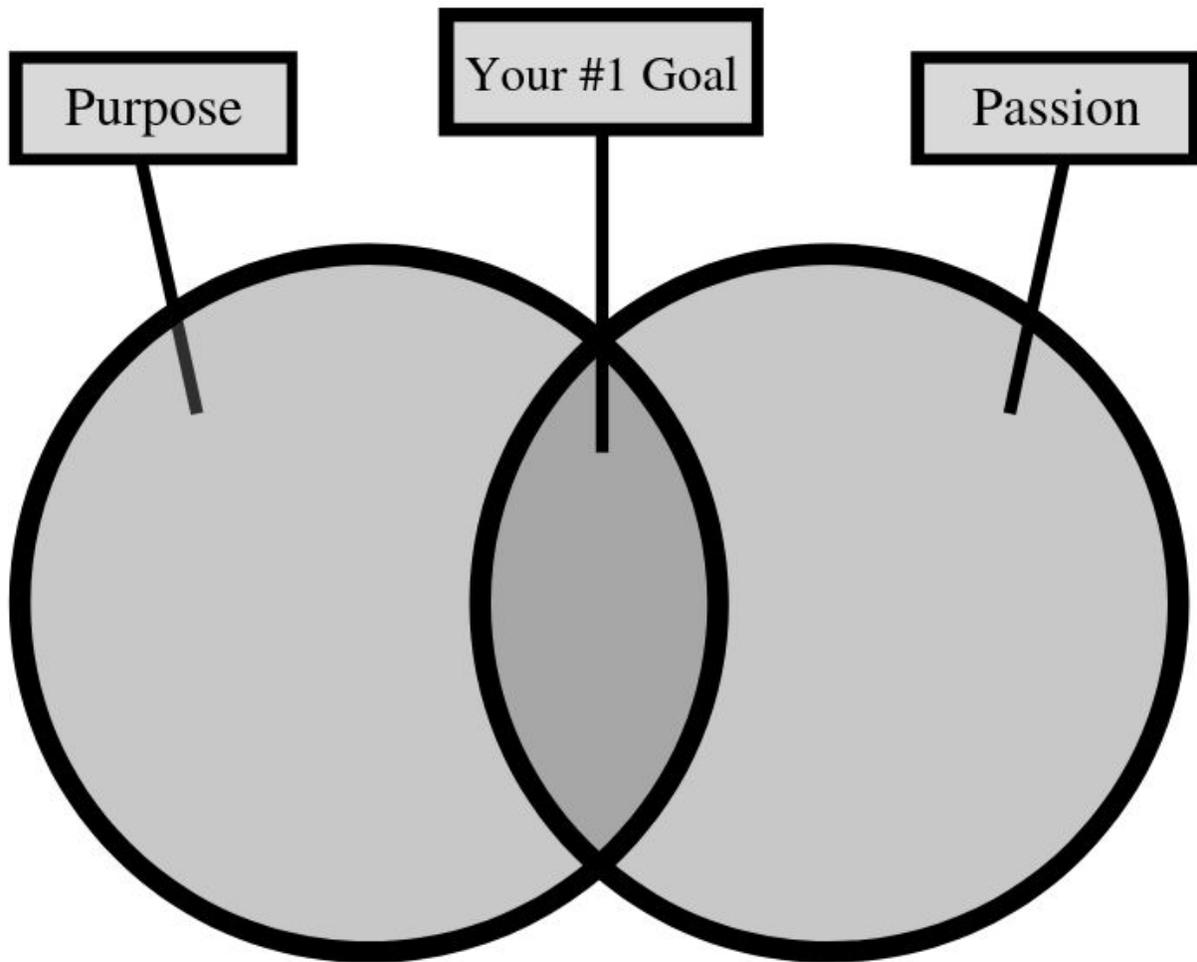
I believe in a good mix of planning and action. The action piece is where a lot of people struggle. I build out all of my content with this firm goal in mind, and I enjoy talking about these topics.

This mission statement has become my number-one driving goal, and all of the other work I do should be pushing me in this direction. Even if some jobs and tasks don't directly relate, they should indirectly be serving the mission by giving me income to do the work I love, giving me more time to pursue it, or otherwise paving the way for the number-one goal to become the full-time gig.

If you don't know what your top life goal is, or feel stuck, have a brainstorming session using a Venn diagram. I know Venn diagrams might seem so fifteen minutes ago, but give it a try. It might not serve up an ace, but it could spark a future lightbulb moment.

Here's what it might look like (grab a pen and jot down your answers):

# Purpose vs. Passion Venn Diagram



Jot down what you think your purpose in this life might be. What does the world need and what are your unique strengths? (Hint: it might help to read the whole chapter and come back). Then write down a few answers to what brings you the most joy in life. Next, in the middle of the diagram, brainstorm ways these two ideas could mix.

For example, your purpose could be to spread the love of music to the world. Your passions might consist of listening to new music or composing your own scores. Your number one goal (Destiny Goal) could be to make sure local schools expand their music curriculum.

Another trick that's useful with Venn diagrams is to write each side independent of the other. Cover up the left side as you write answers in the other. This helps to ensure you are thinking outside the box and not immediately limiting your thinking.

You can make your Venn diagram more complicated and add multiple layers, but when it comes to figuring out your number-one Destiny Goal this suffices. Remember, we are trying to answer how you are uniquely positioned to make a lasting difference in the world. There is always going to be other "stuff" we are doing. Spend time figuring out your lighthouse here.

We don't need to determine our number-one goal right this second, but take steps to figure it out. I'll reference John C. Maxwell again here:

"The two greatest days of your life are:

1. The day you were born and;

2. The day you find out why.”

Keep working towards finding the why, and if you already know, bolster your daily habits and activities to move the needle forward.

### **Question 5: Will I Ever Figure Out Exactly What I am Supposed to do?**

Discovering direction for your life is an ongoing process and a question you'll probably never answer fully. Even if you take the previous steps and you make Venn diagrams a daily ritual, your passion and purpose will probably change frequently and your goals will change too.

This means that five, ten, or twenty years ago your passion and life's purpose were probably not the same as today, and that's okay.

Your passion twenty-five years ago may have been woodworking for example. “Let Alex check that dining room chair, he can fix it!” But one day you might wake up and never want to see a broken wooden chair ever again.

I'm not suggesting we jump ship every time things get hard; far from it. We often have to stick with it for a while before we see meaningful results. However, many people find themselves ten years into a job they thought they might love, but are feeling like they are not fulfilling their potential to make a difference in the world. And yes, this happens to entrepreneurs too.

Do not feel stuck. You are never stuck.

We need to be constantly aware of our changing passions and the difference we are making with them in the moment. If we don't love what we are doing, no matter what it is, we should work to pull away and allow others to fill our place or be willing to shift our role.

If we are joyful givers and workers then we are impacting others at our highest potential. As entrepreneurs, this is especially relevant, because if we like what we do and it fulfills our mission statement, it's much easier to do the work and do it well, not only right now, but for the long-haul.

We will face burnout from time to time, no matter our position or love for what we do. You might be in this situation currently, which makes it even more crucial to answer these questions and take action on them one day at a time. Don't let the pain of burnout pull you away from your mission. Instead, use it to make changes and come back stronger.

### **Question 6: How Can I Use My Skills to Help Someone Else Right Now?**

“When we are not engaged in thinking about some definite problem, we usually spend about 95 percent of our time thinking about ourselves.”

—Dale Carnegie, *How to Win Friends and Influence People*<sup>3</sup>

We spend far too much time thinking about *us*. We are conditioned to prioritize our own needs. Breaking this habit is key to long-term growth.

This question gets to the root of who you are and what you have to offer. You are an individual with a particular set of skills. Not all of us can be as

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<sup>3</sup> Carnegie, Dale. *How to Win Friends and Influence People*. Toronto: HarperCollins Canada, 2018.

awesome as Liam Neeson, but we still have special traits that no one else has.

You might think this question is impossible to answer, but not so. You know deep down what you have to offer; you just need to bring it to the light.

This question takes the focus off of us and our own selfish ambitions and instead directs our gifts, skills, passions and strengths to help other people. We need to do something that provides for our own needs and the needs of our family, but too often we miss the bigger picture.

If we shift the focus to helping others instead of lasering in on what makes us happy, we will accomplish two important goals. We will find contentment and happiness in lifting others up and helping them reach their dreams.

For me, I don't write to become a millionaire. I write to help others and impart wisdom. With this as my focus, I can't go wrong.

We must strive to do good for others and provide value. For you, this might look like writing a book, opening a garage to help people with car repairs and maintenance, or starting a ministry to help victims of sex trafficking.

There are so many worthwhile causes out there that it might seem overwhelming to pick one. But think, if everyone did this exercise and focused their efforts on others, the world would be a much better place!

The choice comes down to what your unique skills are and what breaks your heart the most. For me, I hate seeing people stuck at a job they hate,

because I was there once. I experienced the effects of what a ton of stress does to you and I'm passionate about helping others to find freedom like I did.

This passion directly feeds my ability to complete my purpose, which I believe is to help people become men and women of action. My passion is fueled by my greater purpose and it's a great place to be.

For you, it might mean starting a business or non-profit to make a difference in your local community.

If we start with this question, we will be on the right road to figuring out what the heck it is we are doing with our lives.

### **Question 7: Where do I Find the Time to Pursue my Passion and Discover my Purpose?**

This is the ultimate question, and one I ask myself regularly. We only seem to lose time as we get older. Priorities stack up and we get more and more busy.

If we get married, our responsibilities jump. If we get a higher-paying and more demanding salaried job, our time might disappear. If we go on to have kids, then what? Sounds like we are up a creek without a paddle.

Time is the biggest reality factor we all face. We can't manufacture time out of nowhere. We all have twenty-four hours per day. Consider reducing current time wasters such as TV, free up time by finding a more flexible job, or reorganize your list of priorities.

Ideally you would find a business venture you love that pays the bills and also gives back in a meaningful way to the community. We spend most of our lives either at work or sleeping, with a small fraction of that time left over for our families and for fun activities.

As entrepreneurs, our work should be fulfilling and meaningful. If it's not, and we don't have the time to change, where did we go wrong?

Do you want to face the constant pressure of work that doesn't fulfill you? Too often we get stuck doing things the same way we've always done them and wondering why the "new freedom" of entrepreneurship isn't all it's cut out to be.

I am excited for this generation of millennial entrepreneurs who, through side hustles and personal development, answer that question with a resounding NO! No, they do not want to find themselves stuck in a job they hate with no reasonable means of escape. They would much rather work eighty hours per week on their own schedule than work forty for "the man." Sound familiar?

But with this attitude comes a tendency to overbalance and spend all of our time working with no time left for anything else. We often swing too far the other way.

Say what you want about millennials, but we are overcoming a dependence upon corporations, and as a result, greater purpose is being fulfilled.

We find ourselves in a world brimming with possibility. Some would argue we have it harder in an economy with little wiggle room for mistakes, but I

disagree. I think we have immense opportunity before us, we just have to learn how to seize it, manage it, and come out stronger on the other side.

Time is born out of a willingness to reduce obligations and set priorities. There is always room for improvement and change, and the biggest factor will be getting the day job right so we can gain the level of flexibility that will meet the needs of our family and the needs of others.

Time is what we make of it. Choose to put your time towards the people, tasks, and priorities that matter most.

### **Question 8: What is One Small Action Step I can Take Today?**

Taking positive action steps towards your next goal is the key to life change. It's the reason why I'm so obsessed with prompting people to take action. It's the best way to activate a right-now idea, learn more about yourself, and find out what you are made of.

Take the next step today to merge your passion with reality. You know what the next step is. Don't let fear stop you. Free up thirty minutes today and take the next step. Consistency is key. Thirty minutes per day adds up to fifteen hours over the course of a month. The more success you have, the more time and effort you'll want to put forth.

It's never easy to begin working towards something, especially if there are fun events happening right around you, but if you can stave off instant gratification and learn to relish the sweet taste of delayed gratification, you will find success.

Take an action step now and check one small item off your to-do list.

### **Question 9: What is One Thing I Could Do Every Day to Move the Needle Forward on My Big Goals?**

Question nine expands on the idea of taking an action step. This question looks to a broader scheme of habit development. Instead of rushing to figure out one task for the day, be intentional about your goals and make a plan for completion.

When I go to write a book, I map out what I need to do and I set my incremental deadlines. It isn't rocket science to plan in this way, yet it works. If I schedule a due date for myself, I will get it done by the due date. If the goal has an ambiguous end date it will take much longer to achieve.

For most of us, our innate tendency is to procrastinate. Set a due date and work to get the task done by that date. The antidote to procrastination is a firm deadline. You can complete more than you give yourself credit for, so push hard. Plan out your days and see what it would take to complete the goal by breaking it down into daily activities.

For example, if you are applying to college or an advanced degree program, the goal might be to apply to one per day. If you do this over the next month, you'll have applied to thirty schools. Is this enough to meet your goal of getting in? Adjust as needed. Just a small amount of forward thinking can combat the tendency to procrastinate.

No matter what the goal is, break it down into daily tasks and then project a completion date. This is crucial for entrepreneurs so we don't get lost in the

busyness and put our focus on the wrong things. Our tendency to procrastinate will die on the backs of our intentionality.

Cut yourself slack when you need it, but realize that goals won't complete themselves and big tasks can be made into much more manageable bite-sized tasks if tackled daily.

### **Question 10: What Will They Say in Your Eulogy?**

I admit this question is a tad dark, but bear with me. Picture your funeral. You know who will step up and deliver the commentary on your life. Will the compliments be superficial, the jokes stale, and the crowd playing along but knowing the secret truth behind the well-meaning but empty praise? Or will your funeral have thousands of loving guests who travelled from near and far, trumpets blasting out Taps in honor of your legacy, and doves released in memoriam to a life well-lived?

Write out what this scene might look like if you were to die tomorrow. What would your funeral involve? Would you be proud of the way you lived your life?

Leaving a legacy means being proud of what we did with our life in terms of our impact on another life. No amount of personal accomplishment will mean anything in a few years. Trophies collect dust in attics, eventually given away for pennies in a yard sale or sneaked into a Goodwill giveaway bag. How we impact people is what keeps regrets far away and what ultimately keeps us motivated to keep going.

Don't die without giving it your best. Don't wait another second to live and work for anything less than your utmost potential.

Ponder and reflect once again on these ten important life questions:

1. What would I do if I could do anything?
2. If I could only accomplish one more thing in my life what would it be?
3. Do I have any regrets?
4. What is my number-one goal?
5. Will I ever figure out exactly what I'm supposed to do?
6. How can I use my skills to help someone else right now?
7. Where do I find the time to pursue my passion and discover my purpose?
8. What is one small action step I can take today?
9. What is one thing I can do every day to move the needle forward on my big goals?
10. What will they say in my eulogy?

Don't think for a second that it's too late to figure out your life path and direction. It doesn't matter what age you are. You're alive right now, so go out and get it done.

Answering these questions should help you think about what it is you can do with your life.

I don't know about you, but I won't wait until retirement, the kids move away, or the timing is just right in order to find a life of happiness, flexibility, and the sense that the work I do makes a difference. I will hustle

now, continue to search for my passions and how I can use them to help others, and never stop growing, learning, and reflecting.

I will merge my passions with my purpose and affect positive change on this world.

I hope you will join me in doing the same. Ponder these questions often.

Come back to them when you need a refresher, and always remember that each day is a new day with the opportunity to move forward.

## All 80 Careers by Type

Looking for a change of career? Listed below are all 80 careers that made the cut into their respective personalities. Look at your close match personality types and see if any of the ideas strike your fancy.

School Principal	ENFJ
Contract Negotiator	ENFJ
High School Teacher	ENFJ
Marketing Manager	ENFJ
Meteorologist	ENFJ
Railroad Conductor	ENFP
Robotics Engineer	ENFP
Park Ranger	ENFP
Small Business Owner	ENFP
News Anchor	ENFP
Construction Manager	ENTJ

Hotel Manager	ENTJ
Human Statue	ENTJ
Lawyer	ENTJ
Public Speaker	ENTJ
Bounty Hunter	ENTP
College History Professor	ENTP
Entrepreneur	ENTP
Headhunter	ENTP
Geographer	ENTP
Acupuncturist	ESFJ
Fashion Designer	ESFJ
Food Critic	ESFJ
Hairdresser	ESFJ
Hollywood Stunt Double	ESFJ
Dentist	ESTJ
Organization Guru	ESTJ
General	ESTJ
Judge	ESTJ
Wedding Planner	ESTJ
Chiropractor	ESTP
Carpenter	ESTP
Interior Designer	ESTP
Landscaper	ESTP
Group Fitness Trainer	ESTP
Author	INFJ
Doula	INFJ

Nurse Anesthetist	INFJ
Wedding Photographer	INFJ
School Counselor	INFJ
Art Therapist	INFP
Content Strategist	INFP
HR Specialist	INFP
Librarian	INFP
Massage Therapist	INFP
Ethical Hacker	INTJ
Market Research Analyst	INTJ
Mechanical Engineer	INTJ
President of the US	INTJ
Architect	INTJ
Accountant	INTP
Astronomer	INTP
Professor of Physics	INTP
Psychologist	INTP
Cyber Security Research Scientist	INTP
Private Island Caretaker	ISFJ
Air Traffic Controller	ISFJ
Animator	ISFJ
Biochemist	ISFJ
Marriage and Family Therapist	ISFJ
Fortune Cookie Writer	ISFP
Marine Biologist	ISFP

Work at a Startup	ISFP
Freelance	ISFP
White Water Rafting Instructor	ISFP
Police Officer	ISTJ
Mathematician	ISTJ
Computer Programmer	ISTJ
Mobile App Developer	ISTJ
Video Game Tester	ISTJ
Elevator Mechanic	ISTP
Motorcycle Mechanic	ISTP
Astronaut	ISTP
Toy Designer	ISTP
Web Developer	ISTP
Sports Announcer	ESFP
Graphic Designer	ESFP
Body Painter	ESFP
Veterinarian	ESFP
Social Worker	ESFP

## Side Hustle Success Formula

You selected a side hustle that sounds doable. Now what? This side hustle success formula and resource guide will answer the top three questions and will give specific resources to dive into, and easy action steps to get started:

1. How do you fit a side hustle into an already busy life?

2. How do you go from idea to actually making money?
3. How do you maintain momentum?

## How to Fit a Side Hustle into a Busy Life

The biggest hiccup most people have when trying to rev up a side hustle is finding the time to prioritize and make it happen. We all have things going on and tons of life “stuff” that distracts us. Adding one more item to your plate can be overwhelming even if there is potential for big life change.

The fact of the matter is that side hustles can turn into life changing opportunities. There are tons of people out there making big money doing what they love. Why not you too?

Once you pick a hustle make time for it. It's so simple, but if you don't prioritize and choose to spend time working in it, nothing will come of it. Don't be the type of person that starts something with no plan to finish it or quits just before the corner to success is turned.

**Follow this side hustle success formula that we've used to build our side hustles and create a diversified income portfolio:**

1. **Start.** Do one 30 minute brainstorming session of how you can get started with your side hustle. Literally don't do anything else. Train yourself to take action and stop second guessing yourself. If it sounds like a doable idea take the first step to make it a reality.
2. **Stay in your lane.** Pick a side hustle that isn't a far off derivation of what you already do or are good at. If you already enjoy writing and creating, pick a side hustle that includes writing, not dog walking or driving for Uber.
3. **Don't forget about your full time job.** If you are just getting started and are just beginning to see the merits of having money coming in

from other sources, don't quit just yet. There are definitely methods of [quitting your job](#) if you need to get out, but if you generally can tolerate your 9-5 keep at it. This being said, I don't suggest staying in something just because you are comfortable. Everyone has the ability to do more than we currently are doing.

4. **Don't forget to grow.** Keep reading. Keep spending time with people who challenge you to be more. Keep working toward a better you.
5. **Master your priorities.** This is the tip I've seen most strongly in my life and I've seen it's importance in just about everything we do. You can't quit everything you do. Everyone has responsibilities and a life to live. List out your top ten priorities and see how much time you
6. **Low cost probes.** Once you get started and get some hours into the side hustle, use the method of low cost probes to decide how to grow and where to go next.
  - a. Take a few days off your full time job to put more hours into your side hustle.
  - b. Look into hiring a VA (virtual assistant) or a friend to take on some of your repeatable tasks).
  - c. Think about what you can invest in to grow your business (premium online tools, better equipment, more time).
7. **Take risks at reasonable intervals.** Some people suggest avoiding risk and playing it safe. I don't fully agree. Take measured and well thought out risks to grow your side hustle. At some point you might need to leave your job, invest a large sum of money, or shift priorities in a big way so that you can find success. When in doubt err on the side of risk and go for it.
8. **Schedule time to do the work.** Don't hope you'll have the motivation to do the work, schedule time to work on your side hustle at the beginning of each week, and stick to your schedule. Life will happen of course, and you won't always be able to make it work, but find time to work on your dream.
9. **Dream big.** Think about what your side hustle could turn into. This isn't a way to get discouraged when you don't hit your goals exactly

when you expected. Instead, it's how you build something bigger by knowing what your working towards and what it could eventually become.

10. **Maintain momentum.** No matter what side hustle you choose, momentum will wane over time. Arm yourself with knowledge and learn to master your momentum. If you haven't already picked it up, my book on this subject, [Volcanic Momentum](#), is your key to continuing your journey strong.

### Side Hustle Resources:

- [Side Hustle Nation](#)
- [Pat Flynn's Smart Passive Income Podcast](#)
- [How To Build A Website For Your Side Hustle](#)
- [Everything You Need to Start Your Hustle!](#)
- [How to Channel Your Skills and Find Your Best Side Hustle](#)
- [What is Your Side Hustle Why](#)
- [How to Make Money On The Side](#)

### All Side Hustle Ideas

Pick from one of the 80 side hustle ideas below and get started! For more on each side hustle [go here](#) to see the full list of side hustles attached to their myers briggs type.

Magician	ENFJ
Mystery Shopper	ENFJ
Photographer	ENFJ
Real Estate	ENFJ
Street Performer	ENFJ

Landscaping	ENFP
Plasma Donation	ENFP
Selling Baked Goods	ENFP
Youtube Star	ENFP
Dog Walking	ENFP
Amazon FBA	ENTJ
Extra (actor)	ENTJ
Get Paid for Selfies	ENTJ
List Your Car on Turo	ENTJ
Social Media Influencer	ENTJ
Vending Machine	ENTP
Car Flipping	ENTP
Kids Party Clown	ENTP
Podcasting	ENTP
Sports Referee	ENTP
Alterations	ESFJ
Clown	ESFJ
Ghostwriting	ESFJ
Sell your Junk Mail	ESFJ
Wedding Singer	ESFJ
Drive for Uber or Lyft	ESTJ
Answer questions on JustAnswer.	ESTJ
Balloon Artist	ESTJ
Sell Scrap Metal	ESTJ
Selling on Ebay	ESTJ
Ad Space on Car	ESTP

Calligrapher	ESTP
Food Delivery	ESTP
Record Audiobooks on ACX	ESTP
Yard Sale Flipper	ESTP
Adjunct Professor	INFJ
Blogging	INFJ
Focus Groups	INFJ
Mobile Apps	INFJ
House Sitting	INFJ
Designing for Fiverr	INFP
KDP Non Fiction	INFP
Make Homemade Mead and Sell to Friends	INFP
Virtual Assistant	INFP
Notary Public	INFP
Affiliate Marketing	INTJ
Crypto Mining	INTJ
KDP Low/no Content/Journals	INTJ
Robinhood Investing	INTJ
SEO Expert	INTJ
Audio Engineer	INTP
DJ	INTP
Snow Removal (or yard work of any kind)	INTP
Teaching a Language Online	INTP
Teaching Music	INTP

Clean someone's house	ISFJ
Merch by Amazon	ISFJ
Personal Trainer (boot camp)	ISFJ
AirBnb Host	ISFJ
Selling on Etsy	ISFJ
Amazon KDP Fiction	ISFP
Medical Studies	ISFP
Bookkeeper	ISFP
Walking Tour Guide	ISFP
Products on Zazzle	ISFP
Online Courses	ISTJ
Resume Editor	ISTJ
Spinlister	ISTJ
Task Rabbit	ISTJ
Voiceover Artist	ISTJ
Get Paid to Lose Weight	ISTP
Amazon Flex Driver	ISTP
Bug Bounty Programs	ISTP
Invent Products on Quirky	ISTP
<a href="#">Rent a Friend</a>	ISTP
<a href="#">Split.co</a>	ESFP
Surveys Online	ESFP
Enter Giveaways	ESFP
Instagram Influencer	ESFP
Credit Card Rewards	ESFP

## Bucket List Hobbies Checklist for all Types

Have a friend with a different type than you? Want to see what other hobbies would fit a type close to yours? Download this full list

Amazon Reviewer	ENFJ
Blacksmithing	ENFJ
Axe Throwing	ENFJ
Martial Arts	ENFJ
Paintball	ENFJ
Improv	ENFP
Journaling	ENFP
Playing the Flute	ENFP
Paddle Boarding	ENFP
Volunteering	ENFP
Olympic Rowing	ENTJ
Cosplaying	ENTJ
Drone Photography	ENTJ
Stand up Comedy	ENTJ
Treasure Hunting	ENTJ
Vlogging	ENTP
Airsoft	ENTP
Geocaching	ENTP
Historical Reenactments	ENTP

Travelling	ENTP
Glamping	ESFJ
Bicycling	ESFJ
Ghost Tours	ESFJ
Goat Yoga	ESFJ
Pottery	ESFJ
Parkour	ESFP
Canyoneering	ESFP
Mountain Biking	ESFP
Lobstering	ESFP
Ice Skating	ESFP
Rock Climbing	ESTJ
Home Repairs	ESTJ
Gardening	ESTJ
Team Sports Captain	ESTJ
Surfing	ESTJ
Beatboxing	ESTP
Beekeeping	ESTP
Fly Fishing	ESTP
Horseback Riding	ESTP
Private Pilot	ESTP
Archery	INFJ
Getting Coffee with A new Friend	INFJ
Gratitude Cards	INFJ
Hiking	INFJ
Oil Painting	INFJ

Aquarium at Home	INFP
Avocado Parent	INFP
Smashing Gingerbread Houses	INFP
Creating Your Own Music	INFP
Walking	INFP
Virtual Book Club	INTJ
Video Games	INTJ
Welding	INTJ
Training for a 5K	INTJ
Fantasy Football	INTJ
Chess/Strategy games	INTP
Meditation	INTP
Metal Detecting	INTP
Survivalist Prepping	INTP
Wikipedia Data Entry	INTP
Camping	ISFJ
Crocheting	ISFJ
Origami	ISFJ
Puzzler	ISFJ
Upcycling	ISFJ
Dance Parties	ISFP
Quilting	ISFP
Scrapbooking	ISFP
Tennis	ISFP
Thrifting	ISFP
Bit Coin Mining	ISTJ

Coin Collecting	ISTJ
Model Trains	ISTJ
Poker	ISTJ
Trivia Night	ISTJ
Strategy Board Games	ISTP
Drone Racing	ISTP
Volcano Surfing	ISTP
Soap Art	ISTP
<a href="#">Kubb</a>	ISTP