

CAREER REPORT
FOR
BILL GATES

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WELCOME

To a new way of looking at your career interests! Our purpose through this career report, is to help you clarify your goals. Your astrologically based report contains ideas and information which can help you choose a satisfying career and suitable work environment.

Effective planning begins with knowing yourself--your interests, strengths and limitations, preferences, aspirations and motivations. Some of these aspects of your personal potential are touched upon in the following pages. A printed report such as this does have certain limitations. A face-to-face consultation is needed to include relevant factors (such as your educational qualifications, financial resources, work experience, and personal constraints). This report therefore gives a broad range of possibilities.

We suggest you use this analysis together with other avenues of expression: discussions with professional career counselors or school guidance specialists; visits to workplaces of interest to you; and research in your public library. Talk with recruiting personnel, company employees and representatives of labor unions and/or professional associations; and gather information about educational requirements, earnings, working environments, employment opportunities, and the future outlook for various careers which interest you. Doing these things will help to establish your personal career priorities.

We hope you enjoy using all the information contained within this report, as well as the ideas in the accompanying Supplement.

READ ON!

At the present time, there are thousands of different careers from which to choose. Although finding the "right" one for you may seem a difficult task, we invite you to begin by considering your own career report. Each section of the report was developed using unique assessment techniques, and each section focuses on a specific aspect of your career needs and interests. Enjoy!

**** YOUR CAREER NEEDS ****

Every career can be broken down into four basic activities. Working with Ideas, Data, People and Things. This section of the Report looks at what we consider to be your balance of these activities.

*** IDEAS, DATA, PEOPLE, THINGS ***

If you enjoy solving problems, debating political ideas, creating or inventing something new, or sharing your knowledge, we suspect a career focused on working with IDEAS would be important for you.

If you enjoy tracking your bank balance, reading science books and magazines, or computing information, we suspect a career focused on working with DATA would appeal to you.

If meeting new neighbours, giving a stranger directions, or spending time with your friends is important to you, we would suggest a career focused on meeting the needs of PEOPLE might be important.

If driving your car, fixing things around the home, or working with tools is highly enjoyable, we would suspect a career focused on working with THINGS would be enjoyable.

The numbers on the left below are percentages (out of 100%) representing our perception of your interest in each of these four activities. If one is higher, even by a few percentage points, we would expect it to be your top priority.

Our results indicate that you are interested in working with:

27% Ideas: solving, debating, creating, imparting

25% Data: synthesizing, analyzing, computing, compiling

24% People: negotiating, instructing, serving, helping

24% Things: creating, operating, manufacturing, handling

* TRADITIONAL / UNCONVENTIONAL *

Another way to clarify your career aptitudes and options is to ask yourself whether you are traditional or unconventional in attitude?

TRADITIONAL people enjoy keeping social and workplace traditions and customs alive. They respect their heritage and seek to maintain the continuity between the past and the future. They are much happier in careers that have a tradition, a heritage and the rules of behavior and company operations clearly established.

UNCONVENTIONAL people are just the opposite. They enjoy working in companies where customs and traditions are not followed. They enjoy exploring new ways of doing things with unusual people. They are usually not in the mainstream of public opinion and are usually ahead of their time.

Bill, our results show that your personality should reflect the following attitude:

0...1...2...3...4...5...6...7...8...9...10
Traditional ██████████
Unconventional . ██████████

* INTUITIVE / LOGICAL *

If you are a predominantly LOGICAL person, you believe all of your problems can be solved by using your mind to think things through.

If you are a predominantly INTUITIVE person, you will get "hunches", sudden intuitive knowing about answers to your dilemmas and solutions to your problems.

We all use both intuition and logic to make decisions, but to varying degrees. Our results indicate that your process tends to demonstrate the following strengths:

0...1...2...3...4...5...6...7...8...9...10
Logical ██████████
Intuitive ██████████

* ROUTINE / VARIETY *

Career experts are predicting that all of us will be changing jobs three, four, or five times in the next couple of decades, due to technological and other changes in the work place. In 1980, most people believed that a good education was all you needed to prepare yourself for a life-long career. This is no longer true. Today, with our career paths being interrupted from time to time, and the constantly changing nature of the work to be done, we need to be extremely flexible and adaptable.

In this section we will give you a sense of how much we think you will enjoy these changes, plus how much variety or routine we think you need on a daily basis.

VARIETY refers to working responsibilities that are varied and unpredictable. People with high variety scores enjoy quickly changing work scenarios and responsibilities. They prefer flexible work hours and generally readily adapt to shift work.

ROUTINE refers to working responsibilities that are routine and predictable, encompassing regular scheduling of duties, and accountability for particular controllable functions. People with high routine scores enjoy responsibilities and careers that change slowly and predictably.

Your need for both kinds of work are:

0...1...2...3...4...5...6...7...8...9...10
Variety ████████████████████
Routine ████████████

A printed report such as this one has certain limitations. Some relevant factors (such as your educational qualifications, work experience, and personal constraints), cannot be considered in the factoring of the results.

Because of these limitations, this career report is intended for research or entertainment purposes only. The author, publisher and Heron & Hawk Careers assume no liability for any decisions made based upon this career report.

* PRODUCTIVE *

People who work best in a PRODUCTIVE capacity need to see the results of their daily work. They care about meeting schedules. Their self-esteem can be directly related to what they physically accomplish on a daily basis. Nothing frustrates a productive, task-oriented person as much as other people not keeping to agreed upon production schedules.

Your results indicate the probable strength of your productive orientation is:

0....1....2....3....4....5....6....7....8....9....10

Productive ██████████

* MANAGEMENT *

MANAGERIAL people tend to be high achievers. They enthusiastically work with and through people, attending to a multitude of supervisory details in order to reach their goals. If your present employer is considering you for a management role, they may be considering some of the following questions about you.

First, would you enjoy a MANAGEMENT ROLE, rather than a supportive one? Would you rather motivate people to accomplish your own or the companies goals rather than doing the work yourself?

Are you ASSERTIVE, with a flair for expressing entrepreneurial or intrapreneurial skills? (An intrapreneur is an entrepreneur successfully working within a corporate environment.)

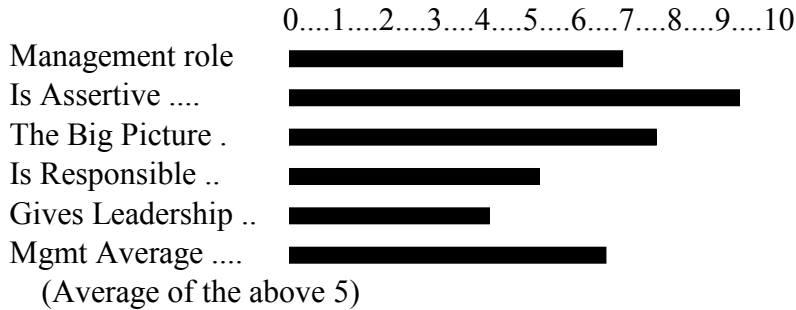
In the midst of a hectic work day, do you have a continuing sense of the "LARGER PICTURE"? Do you show good judgement in your decision making, upon assessing a situation?

Would you be a RESPONSIBLE dependable manager, with the ability to utilize your time well and achieve results within specific deadlines? Do you relish extra responsibility?

Are you a LEADER? Can you inspire people to high achievement?

These are only a few of the important personal qualities associated with different theories of management. The most effective managers seem to have most of these traits, in varying strengths. If you have one or more of these traits strongly indicated in the graph below, we would expect that you will feel you have management abilities.

Our results indicate that some of your management strengths are:



*** YOUR PROFILE ***

This section answers the question, "How high a profile do you like to maintain on the "job?" You may wish to remain almost anonymous; or be known by a relatively small group of friends and co-workers; or pursue a high profile throughout the entire organization and beyond.

People who prefer a QUIET PROFILE like to remain almost anonymous on the job. They are happy working intently but quietly by themselves, in a self-contained work area. These people dislike being interrupted while concentrating on the task at hand, and usually do not need regular interactions with co-workers in order to enjoy their work.

On the other hand, people who enjoy an ACTIVE PROFILE prefer a working environment which provides frequent opportunities to interact with colleagues and co-workers. They need a non-contained work area, to facilitate their being well known by a small group of friendly co-workers. With good working conditions and support from the employer, these people are active, creative employees.

HIGH PROFILE people enjoy recognition and influence. They prefer a working environment which provides easy access to their superiors, with ample attention paid to their activities. Recognition for a job well done is a "must have" for them. These people need careers which involve adequate public access, possibly encompassing an industry wide, national, or even international perspective.

Our results indicate that your on-the-job needs are:

50% QUIET PROFILE: solitude, lack of interruptions, few people, low profile, self-contained work area.

31% ACTIVE PROFILE: non-contained work area, environment encouraging creativity, loyalty and support from employer, contact with co-workers.

19% HIGH PROFILE: recognition, frequent contact with superiors, status, influence, travel, public access.

* INTERACTION WITH PEOPLE *

Your choice of career undoubtedly will be influenced by the way you usually interact with other people. Regardless of the role you play in relation to others at work, you probably find one form of personal expression - individualist, team player or observer, most natural for you.

If you tend to be an INDIVIDUALIST, you probably are most comfortable working independently. Working alone allows you to complete tasks in your own way. You may influence others indirectly, by demonstrating the standards you expect through your own completed work.

If you are a TEAM PLAYER, you might prefer working with a small group, project team, task force, committee, etc. You probably enjoy the dynamics involved in cooperative group activity. You contribute to the development of cohesive groups by helping to resolve conflicts within your group, and by facilitating group decision making.

If you are inclined to be an OBSERVER, you may wish to place yourself completely outside the organizational infrastructure, perhaps in a career involving investigative research or the study of human behavior. Your comments and criticisms about the interpersonal interactions you observe can be enlightening and instructive to others.

The sort of interactive role which may be most comfortable for you is: INDIVIDUALIST.

* JOB SATISFACTION *

Your satisfaction with the job and career path you choose depends on many factors. Perhaps the most basic considerations are working conditions, compensation, and benefits. You also will be influenced by the amount and quality of the supervision you receive; opportunities for achievement and advancement; and the availability of training and development programs. Whatever career you choose, be sure to find out what a potential employer offers in these areas.

Another way of finding a suitable career placement for yourself is to consider what stage in the "life cycle" of a business, product or service you would enjoy. Some people enjoy being pioneers, totally involved at the beginning of a new venture such as launching a business or promoting a new idea. Some like gathering the necessary resources to start the enterprise - recruiting personnel, finding materials and equipment, and raising funds. Others prefer the action that comes from developing a product or service from its earliest beginnings into something useful.

Some people like analyzing or evaluating work in progress, with a view to finding faults and making corrections at an early stage. Others prefer being in the position of taking an objective overview of all work to date, developing a new sense of what is possible for the future. Other people will enjoy marketing or selling the finished product, service or technique.

Others prefer to deal with "endings", concluding one phase of development and moving the company forward to the next. Some people are attracted to working with the human consequences of organizational and environmental change, with an eye to future trends and requirements.

For you, job satisfaction can be obtained, in part, when your career includes:

Analyzing and evaluating work in progress, with a view to finding faults and making corrections at an early stage. You enjoy searching for imperfections in various aspects of a project (for example, the project idea and goals, the modus operandi of personnel, or the partially completed product or task), and you should be able to suggest adjustments which will affect the final outcome in a positive way.

* CAREER THEMES *

Common THEMES tend to be repeated throughout a person's working life, indicating a high interest in certain career areas. You tend to be attracted to careers which embody the following themes:

Careers requiring specialization in communications and information (e.g. teaching, data processing, writing, library science, news reporting).

Careers involving the transport of knowledge, data, documents, or news from place to place (e.g. telecommunications, computer services, publishing, news broadcasting).

Careers providing opportunities for the transport of people and goods (e.g. courier services, airlines, trucking, shipping and taxi operations).

* CAREER FIELDS *

In previous sections of this report, you have seen general indications of your probable work-related needs and interests. In this section you will find ideas and suggestions about the career fields and jobs which you might find most interesting and enjoyable.

Bill, each career field has been analyzed astrologically specifically for you, and displayed in the form of a number. Those with the highest number of points tend to be the career fields you are most likely to enjoy. Those with the least points are probably the career categories to which you feel least attracted.

Should you wish to obtain more information about specific occupations within any of these fields, the best place to start is your local library. Large libraries generally have booklets and career material available, describing the careers listed here.

As you study the following alphabetical list of career fields, you may feel drawn to several of the highlighted career fields and/or specific occupations within the field. It is possible (and desirable) to combine more than one potentially satisfying area into one career choice. For example, if SALES and TECHNICIAN both show high rankings, a career as sales representative of an equipment manufacturer might be considered.

Examples of other groupings of high-ranking career fields and occupations might be: School Principal (MANAGEMENT and EDUCATION), or a Construction Company Owner (CONSTRUCTION TRADES, BUSINESS, and a high "SELF-EMPLOYED" score).

To start studying and using this section, first look at the alphabetically listed career fields. If a field score is high, look for the highest scoring occupations within the field. These occupations would be ones to investigate further. If the career field is low, but an occupation within it high, we would expect you to have mixed feelings about it as a top choice.

Bill, our results show that your interests by field are as follows:

62 ADMINISTRATIVE AND SUPPORT OCCUPATIONS

- 78 Accountant
- 66 Administrative Services Manager
- 81 Administrator (Arts)
- 77 Administrator (Financial Services)
- 81 Administrator (Government Policy)
- 71 Administrator (Human Resources)
- 68 Administrator (Regulatory)
- 78 Administrator (Sciences)
- 73 Administrator (Telecommunications)
- 78 Auditor
- 81 Producer (Performing Arts)

79 BANKING

- 79 Banker
- 86 Credit Officer
- 87 Teller

74 BUSINESS

- 72 Business Services
- 74 Consultant
- 79 Entrepreneur
- 59 Investment Counselor
- 79 Manufacturer
- 77 Marketing Specialist
- 54 Merchandising Specialist
- 59 Retailer

69 CLERICAL

- 82 Bookkeeper
- 69 Clerk
- 69 Library Technical Assistant
- 69 Word Processing Clerk

99 COMMUNICATION

- 89 Advertising Copywriter
- 84 Announcer / Broadcaster
- 84 Editor
- 87 Interpreter
- 89 Journalist
- 67 Public Relations Specialist
- 89 News Reporter
- 99 Script Writer

84 Translator

99 Writer

94 COMPUTERS

89 Computer Hardware Specialist

94 Computer Programmer

89 Computer Systems Analyst

87 Information Systems Consultant

93 Webmaster / Internet Specialist

92 CONSTRUCTION TRADES

71 Bricklayer / Stonemason

76 Carpenter

68 Carpet Installer

88 Electrician

71 Heavy Equipment Operator

78 Painter / Paperhanger

68 Plasterer

92 Plumber / Pipefitter

92 Roofer

81 Sheet Metal Worker

83 Structural & Reinforcing Metal Worker

81 Tilesetter

84 DESIGN ARTS

92 Architect (Commercial)

92 Architect (Residential)

64 Commercial Artist

87 Computer Assisted Designer

64 Floral Designer

88 Industrial Designer

92 Theater, Fashion or Exhibit Designer

72 Urban Planner

99 EDUCATION

99 Education Policy Researcher or Consultant

99 Teacher (Community College)

99 Teacher (Elementary & Secondary School)

99 Teacher of a Second Language

79 Teacher / Preschool (Early Childhood Education)

99 Professor / University

94 ENGINEERING

92 Engineer (Aerospace)

83 Engineer (Chemical)

72 Engineer (Civil)

94 Engineer (Electrical & Electronics)

94 Engineer (Industrial)

85 Engineer (Mechanical)
92 Engineer (Metallurgical & Materials)
93 Engineer (Mining)
87 Engineer (Petroleum)

69 HEALTH CARE
69 Audiologist
67 Chiropodist
64 Dental Assistant
72 Dental Hygienist
74 Dental Lab Technician
81 Dentist
69 Dietitian
57 Dispensing Optician
69 Nutritionist
74 Optometrist

69 HOLISTIC HEALTH
81 Acupuncturist
69 Chiropractor
69 Herbalist
67 Homeopath
81 Massage Therapist
81 Naturopath
69 Reflexologist

92 INSURANCE
89 Actuary
81 Claims Adjuster
78 Claims Examiner
86 Underwriter

99 LAW
93 Judge
99 Lawyer
99 Legal Assistant

89 MACHINING
77 Die Maker
74 Machine Tool Operator
84 Milling Machine Operator
84 Tool Maker
87 Welder

92 MEDICINE
92 Physician
78 Podiatrist
88 Psychiatrist

91 Veterinarian

84 MEDICAL TECHNICIANS & TECHNOLOGISTS

84 Lab Technician

84 Electroencephalographic Technician

84 Emergency Medical Technician

82 Nurse

72 Medical Records Technician

84 Radiologic Technologist

72 Surgical Technician

74 MILITARY CAREERS

74 Military Officer

92 MINING QUARRYING / OIL & GAS

92 Blaster

92 Derrick Worker

92 Driller (Offshore Drilling Rig)

92 Driller (Underground Mining)

92 Roustabout

89 NEW AGE CAREERS

89 Astrologer

77 Metaphysician

84 Personal Growth Facilitator

74 PERFORMING ARTS

87 Actor

77 Dancer

68 Director

84 Musician

70 Production Assistant

62 Production Technician

92 PHYSICAL THERAPIST

92 Occupational Therapist

86 Physiotherapist

66 Recreational Therapist

81 Respiratory Therapist

81 Speech Pathologist

99 POLITICS

54 PRODUCT FABRICATING

69 Automotive Assembler

69 Electrical Accessories Assembler

59 Dressmaker

69 Jeweler

59 Pipefitter

47 Tailor

92 PRODUCT REPAIRS

79 Aircraft Engine Tester

86 Auto Mechanic

88 Chemical Process Equipment Mechanic

88 Electronic Equipment Repairer

88 Computer Repairer

76 Small Engine Mechanic

92 PROTECTIVE SERVICES

76 Firefighter

73 Guard

92 Police Officer

86 Health Inspector (Environmental or Food)

91 Safety Inspector (Const. or Engineering)

92 RESEARCH AND DEVELOPMENT

59 SALES

62 Auctioneer

69 Insurance Broker

64 Manufacturer's Salesperson

67 Real Estate Sales (Commercial)

59 Real Estate Sales (Residential)

59 Securities & Financial Services Sales

64 Wholesale Trade Salesperson

89 SCIENCES (LIFE)

89 Agricultural Scientist

67 Biological Scientist

89 Forester / Conservation Scientist

94 SCIENCES (PHYSICAL)

84 Astronomer

72 Chemist

92 Food Scientist

87 Geologist

94 Mathematician

79 Meteorologist

89 Physicist

69 SERVICES

67 Beauty Care Specialist

69 Chef

79 Child Care Worker

67 Cosmetologist (Hair Stylist)

69 Food Services Worker
79 Gardener
69 Mail Carrier / Postal Worker
69 Telephone Operator

92 SOCIAL SERVICES

91 Career Counselor
91 Psychologist
91 Religious Counselor (Minister, Priest)
96 Social Change Advocate
92 Social Worker
92 Therapist

79 SOCIAL SCIENCES

79 Anthropologist
79 Historian
69 Librarian
89 Political Scientist
79 Sociologist
89 Social Policy Researcher / Consultant

59 SPORTS & RECREATION

59 Athlete
59 Athletic Trainer
67 Coach
59 Fitness Instructor

84 TECHNICIANS & TECHNOLOGISTS

84 Audio-Video Recording Technician
84 Broadcasting Technician
84 Electrical & Electronics Technician
89 Engineering Technician
77 Food Processing Technician
74 Graphic Arts Technician
89 Science Technologist
72 Surveyor
84 Television Production Technician

74 TRANSPORTATION

77 Air Traffic Controller
74 Driver (Bus, Taxi or Truck)
77 Navigator
74 Pilot

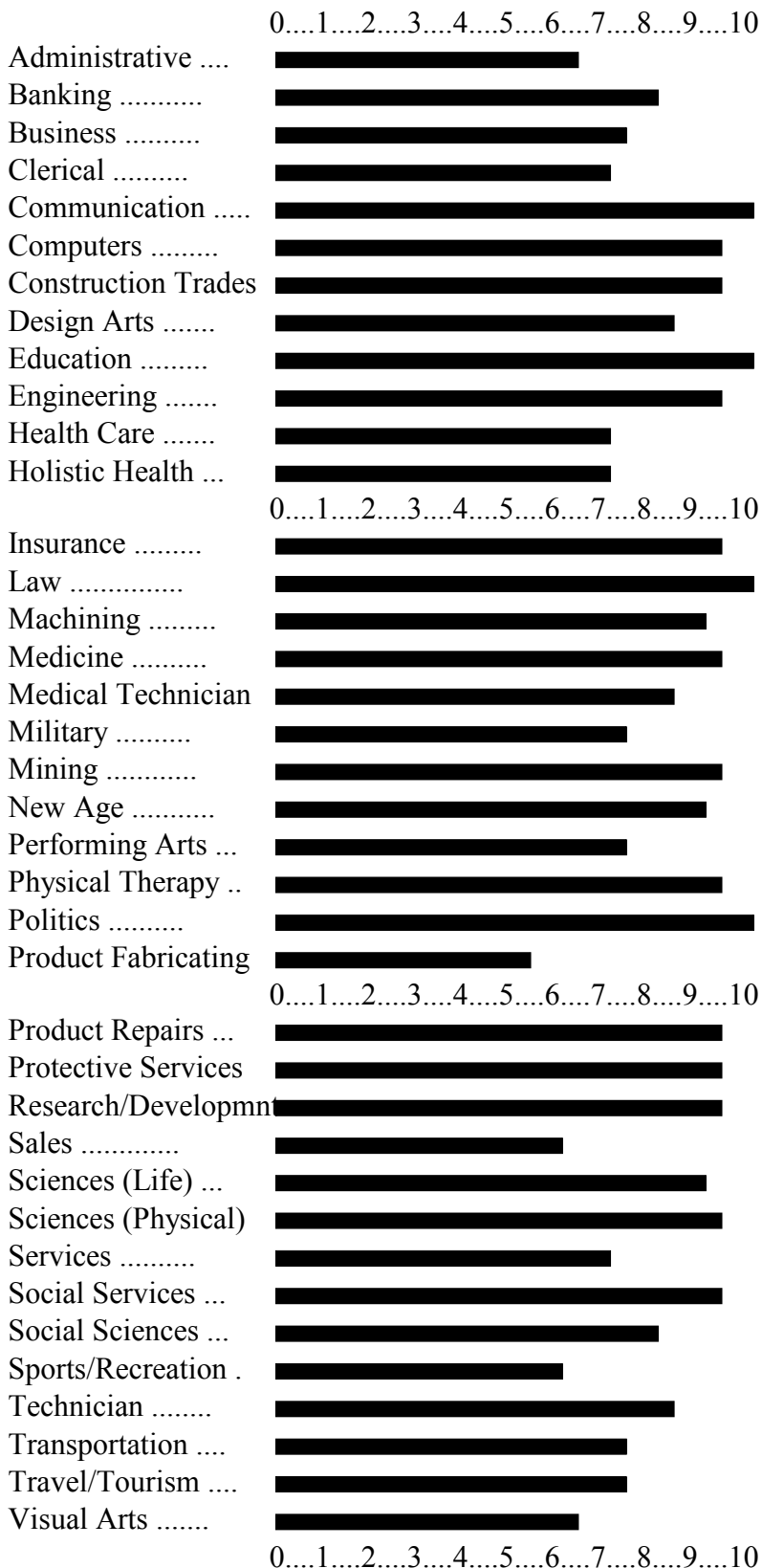
74 TRAVEL / TOURISM

74 Travel Agent

64 VISUAL ARTS

- 67 Artist (Fine)
- 59 Artist (Graphic)
- 59 Artist (Handicrafts)
- 74 Camera Operator (Film or Video)
- 69 Desktop Publishing Computer Specialist
- 64 Photographer

To complete the Career Report, a summary of all the career fields is supplied for you.



Bill,

We hope that what you have read so far has given you some new ideas about possible career directions, as well as leading you to a better understanding of your career needs and career interests.

For most people, choosing a career is a demanding, and time-consuming task. For some people it can also be a frustrating one, if all the information you have gathered about your own interests has not led you to a clear career choice. Because of that possibility, we have included a Supplement with the Report to help you clarify your options. From the letters we've received, we know how much the supplement can help. Please try It!

Good luck and best wishes for much success and happiness in your chosen career.

Sincerely,

CareerReport.com

HOW TO USE THE SUPPLEMENT

This supplement gives you the opportunity to review and summarize the information contained in your Report. Please think of this as a NEEDS QUIZ. In other words, what do you NEED TO HAVE at work to be happy on the job?

People have mentioned dozens and dozens of different needs. They include; to work with people, be self-employed, or have a lot of independence, or work for a company with great perks, make good pay, and be challenged every day. For some people - to know the work made a difference in someones life, to be creative and highly productive and never bored. Perhaps to work for a good boss who listens.

It may sound like a wish list, but you will find that when your career meets all or close to all of your needs, you will look forward to going to work every day. So please complete the quiz for yourself. It works. If you cannot think of 10 needs, think of a job you have disliked and could not wait to leave. The opposite aspect of work you dislike, is a newly discovered NEED. Perhaps it was a job where you never learned anything new. You may have discovered you enjoy learning new skills on the job. The NEED: to continually learn on the job.

A. My 10 strongest career needs are:

- 1.
- 2.
- 3.
- 4.
- 5.
- 6.
- 7.
- 8.
- 9.
- 10.

Now please review your results in the last section of your Report, Career Fields and write down the fields and occupations you are interested in.

B. CAREER FIELDS and OCCUPATIONS:

C. THE SUMMARY PAGE:

Here you can narrow your search by sorting out which CAREERS form the best match with the strongest career NEEDS you have.

Before you fill in your own Summary page, we have included a completed summary page, with commentary as an example for you.

EXAMPLE

At the present time, this person is employed as a features writer for a local newspaper. Seeking a new career, this person selected Business and Communications from the report to investigate. After considering these two fields, this person picked Retailing, and Television News as specific occupations to consider. Writer, the present career, was listed also.

After listing the three careers in the heading and writing in the career needs on the left, this person began to assess the degree of fit between each occupation and his/her career needs.

In the process of deciding which careers should be marked YES, to indicate the career meets the need, this person thought:

"Television would give me a high profile if I worked on camera; but with a strong need to be self-employed, perhaps station or organization constraints would be frustrating. Retailing would satisfy the need to own my own business. Also retailing would mean being self-employed in a support services role, and working with a team (staff) on the job. Once established, my business would give me a higher profile in my community.

SUMMARY page:

Possible Careers:

MY NEEDS ARE:	Writer	TV News	Retail
1. Work with people:	yes	yes	yes
2. Allow a lot of independence:	yes	-	yes
3. Work in services:	yes	yes	yes
4. A high profile:	-	yes	(yes)
5. Teach on the job:	yes	yes	yes
6. Be self-employed:	-	-	yes
7. Team work focus :	-	yes	yes
Totals:	4	5	6.5

From the total for each career in the example above, it appears RETAILING affords the best match to meet the NEEDS of this particular person. By reviewing your own Report, listing your own NEEDS and filling in the Summary Sheet, it will be easier for you to pick a career to consider. We hope our Career Report has helped you on your way to a successful future.

SUMMARY page:

Possible Careers:

MY NEEDS ARE:

1.

2.

3.

4.

5.

6.

7.

8.

9.

10.

Totals:

SUMMARY page:

Possible Careers:

MY NEEDS ARE:

1.

2.

3.

4.

5.

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8.

9.

10.

Totals:

SUMMARY page:

Possible Careers:

MY NEEDS ARE:

1.

2.

3.

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Totals:

SUMMARY page:

Possible Careers:

MY NEEDS ARE:

1.

2.

3.

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Totals: