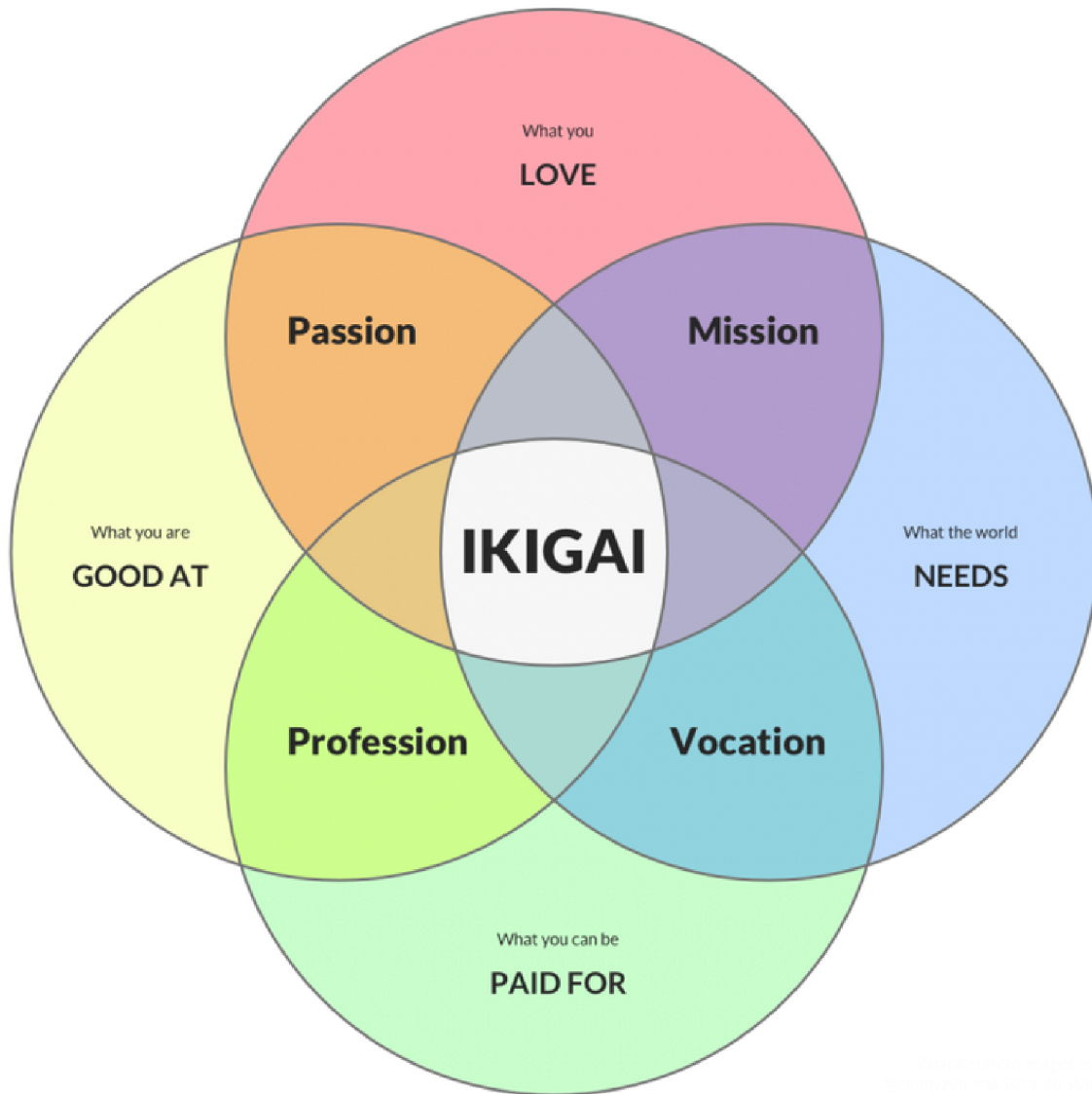


IKIGAI



Find the thing that answers all 4 questions to find work that you love.



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The west looks for pragmatic solutions.

A one size fits all. But eastern languages are able to capture abstract concepts. They realize every individual's experience is different. **Your Ikigai is the intersection of your passion, profession, mission, and vocation.**

Step 1: Find something you love.

Schools train you to forget your childhood passions. But they're wrong about what subjects are worth studying.

Learning about your interests is the only knowledge worth pursuing.

3 questions to find what you love:

1. When am I the most present?
2. When am I obsessing over the details?
3. What would I do if I wasn't allowed to tell anyone else about it?

Step 2: Find what you're good at.

Most people spend too much time working on their weaknesses. The Okinawa want you to double down on strengths. Don't struggle to compete, look for the place where you can skip the line.

3 questions to find what you're good at:

1. Are you a natural leader or collaborator?
2. What do your friends say you are good at?
3. Are there any subjects in school that came easy to you?

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Step 3: Find what the world needs.

Give people something they want but don't know how to get.

Health, wealth, relationships, and happiness are the eternal markets. Sell an established solution to a modern problem.

3 questions to find what the world needs:

1. What outcome people are looking for?
2. What problems have you solved in your life?
3. What specific knowledge do you have that other people want?

Step 4: Find what you can be paid for:

The internet has massively increased the possibilities for a career.

The problem is most people didn't learn sales and marketing.

"Learn to sell. Learn to build. If you can do both you will be unstoppable."

3 questions to find what you can be paid for:

1. How am I going to market myself?
2. What does the sales process look like?
3. What products are people already buying?

Step 5: Find your ikigai (reason for being):

1. What do you love?
2. What are you good at?
3. What can you be paid for?
4. What does the world need?