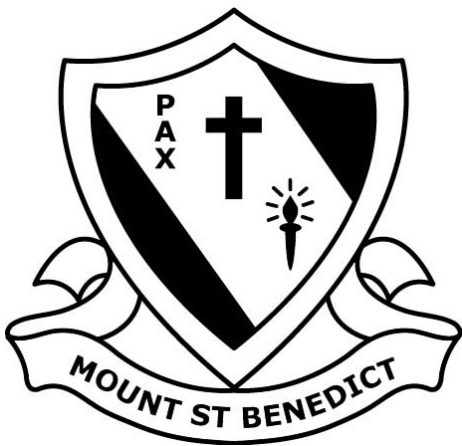


MYCAREER  
MATCH ●●●

CAREER PROFILE

# LOVE WHAT YOU DO



**MyCareerMatch**  
Matching A Student's Personality Style  
To Careers They Would Love.

Copyright MyProfile Pty Ltd 2019

# WOW!

## Your Personality Style Is:

# DRIVER ANALYSER

**Driver Analysers are adventurers, strong willed, well-organised...** but before you discover all the great things about yourself and the careers you'd be fantastic at - here's some information about the different personality styles. It will help you understand why you're a Driver Analyser and why your best friend could be something else.

## The Four Personality Styles

MyCareerMatch uses four style identifiers, (D) DRIVER, (P) PROMOTER, (S) SUPPORTER and (A) ANALYSER.

When blended together in varying percentages, these four personality styles make us who we are. There's no right or wrong style and one style is not better than another. What's important is what you do with your talents, your skills, your education and how you get along with others.



### Driver

**Drivers are Adventurers**

Strong willed and practical. They like action and results. Drivers want to lead, be the boss and win every challenge.



### Promoter

**Promoters are Socialisers**

Outgoing, fun and charming. They are great communicators who inspire others with their imagination.



### Supporter

**Supporters are Helpers**

Kind, dependable and practical. They are easy to get along with and enjoy helping people.



### Analyser

**Analysers are Thinkers**

Great with facts and numbers. They are well-organised, strive for accuracy and like to pay attention to details.

## Understanding Your Personality Graph

This graph indicates how strongly each style influences your personality. The highest is your Dominant style. This is the one that governs how you behave most of the time. The second highest is your Backup style. It's like your co-pilot and kicks in when there's a need for balance and sound decision making. When styles are of equal percentage the order to determine your style is D, P, S then A.



One of the most rewarding journeys you'll take in life is the path of self-discovery. Understanding who you are and what you're good at - will help you achieve a happy and successful life. Enjoy the journey.

# |PERSONALITY



The personality section has content about you to use in your resume, personal statement or other applications where you are asked to write about yourself.

# Your Driver Analyser Style

**Driver Analysers are determined people who have great confidence. They are not easily side-tracked, and they can't be pushed into doing something they don't want to do. This can make you seem stubborn. You say exactly what you think, and sometimes this upsets people, but you don't really care.**

You are a straight forward person and, once you set your mind on something, you just go after it. And you stick with it until you become an expert. You are great at solving problems because you carefully consider your options. You feel that you can take care of things all on your own if you have to, and you are confident when making decisions. You have no problem taking charge, and you are not afraid to tackle new situations. You are willing to take risks and give something new a try but you always consider alternatives first. You love a challenge, and you expect to be the winner. You don't get too emotional; you prefer to deal with facts and numbers than with people. You are a creative thinker and something of an inventor and entrepreneur.

Your talent to think things through helps drive your adventurous spirit : )

## Words That Describe You

**Inventive • Creative • Demanding • Thinking Ahead • Forceful • Quiet  
Thoughtful • Logical • Active • Results-Oriented • Straight forward  
Independent • Perfectionist**

## 🎯 Things You Like

- Introduce new ideas
- Make things happen
- Prove that you can do things
- Be valued for your achievements
- Be responsible and in charge

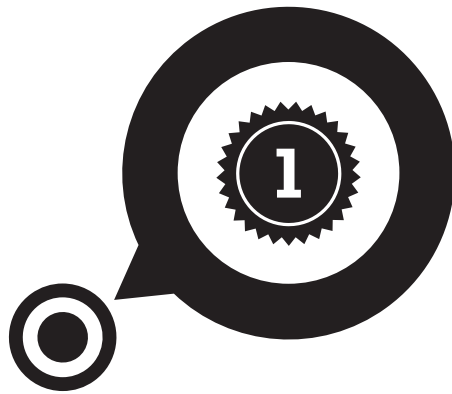
## 🎯 What You're Good At

- Solving problems
- Focusing on goals
- Getting results
- Being a leader
- Thinking logically

## 🎯 What We Admire About You

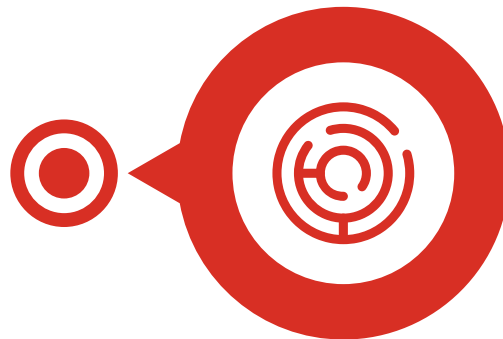
- You are a determined person
- You have confidence in yourself
- You are able to do different jobs
- You make smart decisions
- You know what you want and go after it
- You get results
- You like things to be organised
- You do things in a logical way

# How You Make A Difference



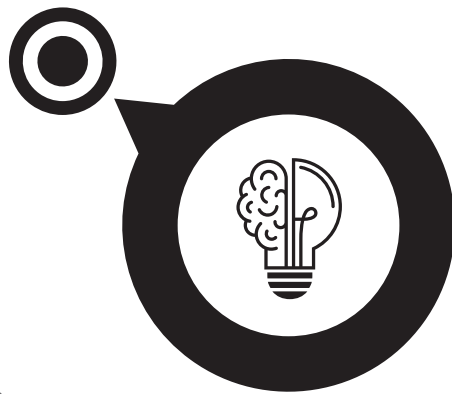
## Setting High Standards

Your natural instincts to win mean that you set high standards for yourself and others. You make a difference by encouraging others to be the best they can be and not to expect anything less than success. You respect loyalty and hard work.



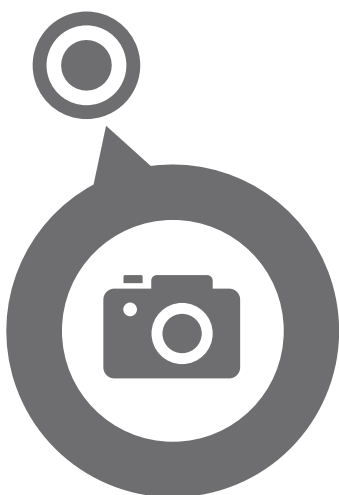
## Solving Problems

You are a natural and gifted problem solver. You make a difference by being able to get to the core of a problem and provide solutions that work. You see the problem as a challenge rather than a setback, and this gives you the clarity to see through it.



## Being A Creative Thinker

You make a difference by being a visionary, a "future oriented" person who doesn't look back. You are good at developing plans, schemes and concepts, sometimes the bigger the better. Nothing is impossible. You use a logical approach to design and innovation.



## Seeing The Big Picture

You prefer to work with the big picture, the big idea, rather than get into details. You make a difference by your sensible approach to see how things connect. You see how everything relates and where problems may arise. This is what makes a great entrepreneur!

# ...And More!

## Taking Charge

Your leadership skills compel you to take charge and be in control. You make a difference when it's needed to solve a problem because you are willing to back yourself.

Your self-confidence and leadership qualities encourage others to follow and support you.



## Respecting Rules

You respect authority and are willing to use your authority with a sense of fairness. You understand that rules are meant to be followed because they create order and a method by which things get done. You make a difference by sticking to procedures and systems



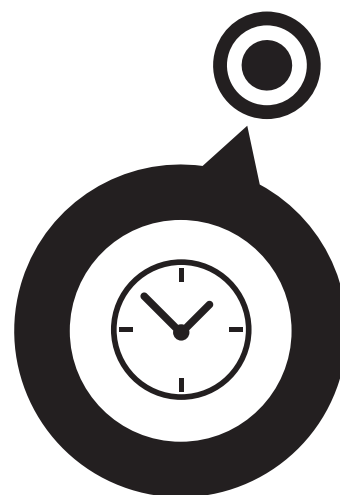
## Accepting Challenges

You enjoy a challenge that uses your ability to think outside the box, be innovative and take action. You make a difference by encouraging others to get on with it, take calculated risks and challenge themselves.



## Meeting Deadlines

You are realistic and strive for results such as getting things done on time, or saving money or figuring out how to be more productive. You want to see tasks completed efficiently. You make a difference by ensuring that things are done correctly and deadlines are met.





# Driver Analyser Self-Improvement Tips :)

1. You can't always do it your way
2. What you say is as important as what you do
3. Slow down, relax and don't rush
4. Be patient with people you don't agree with.
5. Others have great ideas so listen to what they have to say
6. Respect everyone, be polite and don't trash
7. Be prepared to change your mind when a better idea or suggestion is made
8. Be big enough to apologise and say sorry
9. Compliment others, say nice things and mean it!
10. Give control to others and trust them

## Your Strength Can Also Be Your Weakness

**You've figured out that some people are like you and others are not. People are different. This doesn't make them better or worse than you, just different. Some people like action movies and others like comedy. Personal preferences determine your choice of music, clothes, hairstyle and friends.**

How well you get along with others is a major factor in how successful you will be in your job and in the relationship you have with friends, partners, parents and teachers.

We each have personality behaviours that make us good at what we do but there are also behaviours that can make us look bad, annoy other people or get us into trouble.

As a Driver personality you enjoy activity, challenges, competition and you like to be in charge. You are strong willed, determined, practical and decisive. These are great strengths to have. But your strengths can become your weakness if you over use them. For example; you are courageous but this can lead to being reckless, you are results oriented and this can lead to you being pushy and because you are a confident person people sometimes see this as being too cocky, and since you are direct and tell it as it is, you can be seen to be rude. Generally the Driver weaknesses are getting angry to quickly, wanting to be the boss all the time, not caring about others and being impatient.

People will always admire and want the things that make you a Driver but be aware that there's an opposite side to your personality style that can annoy others.

For you to succeed and have a rewarding career you must use your strengths to develop skills that will help you to achieve your goals and dreams. Try to focus on the areas you are best at, most passionate about, and where your strengths allow you to perform at your highest level. That is how top achievers become successful in their careers and in life.

Now you know how awesome your natural strengths and talents are - it's time to match your personality style to careers you would love!

To learn more about each industry in your Top5 'CLICK PICS'. All 3rd party sites are safe - so enjoy :)

# | CAREER



We acknowledge the kind permission of the Australian Government Department of Employment for access to Job Outlook. Job Outlook contains a wide range of career information and recent labour market research on around 350 individual occupation.





# Careers

You are good at creating order and using logic to build things **step-by-step**; your **task-oriented approach** makes you ideal for **specialist careers**. Your high standards and organisation skills are perfect for career in the following sectors where you could easily take on a leadership role. Your strong leadership skills make you well suited to the world of business and the professions. You have confidence and determination to be successful in any career you choose.

## Your Ideal Job Environment

**Drivers** **Analysers** are best where they:

- Are in charge and in control
- Are rewarded for performance
- Manage people
- Make the decisions
- Use your creative and problem solving skills

## Your Work Related Strengths

- Working on specific projects
- Making sense of information
- Telling the difference between facts and opinion
- Being able to work alone and with people you respect
- Staying calm and cool under pressure
- Knowing what needs to be done
- Working with equipment and machinery
- Being able to change direction quickly
- Applying practical solutions to problems

It's important to understand the suggested jobs in your Top5 are based on current best prospects in each industry. When considering a career investigate the employment opportunities as they vary depending on economic circumstances and demand. Visit [Australian Jobs](#) to learn more.

Samantha Sample  
 Driver Analyser  
[www.MyCareerMatch.com.au](http://www.MyCareerMatch.com.au)



## 1 Construction & Trades

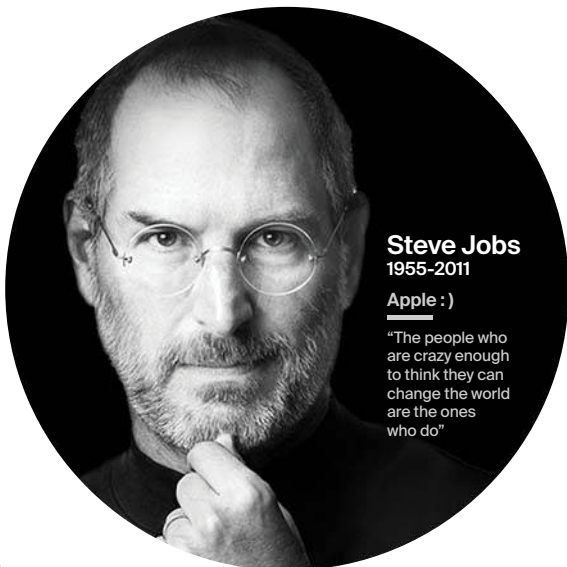
If you'd like a career where you can work inside and out... the locations change, the challenges differ and there is the opportunity to be involved in dynamic and exciting projects, then Construction and Trades are built for you. And for many positions it's not necessary to go to university.

### Top Jobs For You In C & T

- |                                    |                              |
|------------------------------------|------------------------------|
| <b>Air-Conditioning Technician</b> | <b>Glazier</b>               |
| <b>Architect / Draughtsman</b>     | <b>Landscape Gardener</b>    |
| <b>Bricklayer / Stonemason</b>     | <b>Painter / Decorator</b>   |
| <b>Carpenter / Joiner</b>          | <b>Plasterer</b>             |
| <b>Civil Engineer</b>              | <b>Plumber</b>               |
| <b>Crane Operator</b>              | <b>Solar Panel Installer</b> |
| <b>Earthmoving Plant Operator</b>  | <b>Surveyor</b>              |
| <b>Electrician</b>                 | <b>Tiler</b>                 |

### Qualities You Share With C & T People

Hardworking • **Organized** • Detailed Orientated  
**Great Attitude** • Problem-Solving • **Persistence**  
 Communication Skills • **Knowledge Seeker**



**Steve Jobs**  
1955-2011

Apple : )

"The people who are crazy enough to think they can change the world are the ones who do"



**2** **Business & Management**

Whether you're dreaming of becoming the next Steve Jobs, consulting for Nike or managing a team at Ferrari... it's in your DNA to succeed. Your high energy, confident, risk-taking attitude is finely tuned to a fast moving career in business. Sounds like you're half way there to achieve great things.

**3** **Education & Training**

Education is one of the most rewarding career fields. Whether you're interested in working as a principal or special education teacher, a college professor or technical trainer, you'll be in great company because, "Education is the most powerful weapon which you can use to change the world", Nelson Mandela.

**Top Jobs For You In Business**

- Business Analyst**
- Information Technology Manager**
- Business Manager**
- Management Consultant**
- Data Analyst**
- Product Manager**
- Entrepreneur**
- Project Manager**
- Finance Manager**
- Sales Manager**
- BHuman Resource Manager**

**Top Jobs For You In Education**

- Apprenticeship Trainer**
- School Principal**
- Career Counsellor**
- Second School Teacher**
- Early Childhood Teacher**
- Tutor**
- Language Teacher**
- University Lecturer**
- Librarian**
- Vocational Skills Trainer**
- Primary School Teacher**

**Qualities You Share With Business People**

Focus • **Confidence** • Creative Thinker • **Delegator**  
Determination • **Independent** • Knowledge-Seeker  
**Promoter** • Relationship-Builder • **Risk-Taker**

**Qualities You Share With Teachers**

Kindness • **Confident** • Energetic • **Organised**  
Friendliness • **Knowledge Seeker** • Good Listener  
**Excellent Communicator** • Passion



## 4 Financial Services

## 5 Medicine & Health

From personal to corporate - finance careers power the world. Finance professionals must demonstrate everything from a razor-sharp analytical mind to understanding cutting-edge technology. If you've got your heart set on finance - it can be personally rewarding, since you're helping people live better lives.

Today, tremendous opportunities for career success and advancement exist within the health care industry. Healthcare professionals are in demand and the need for qualified professionals won't be slowing down anytime soon. Use your skills and personal attributes to make a real difference in the lives of others.

### Top Jobs For You In Finance

### Top Jobs For You In Medicine & Health

- Accountant
- Financial Planner
- Actuary
- Hedge Fund Manager
- Commercial Banker
- Insurance Manager
- Corporate Finance Manager
- Investment Banker
- Credit Analyst
- Mortgage Broker
- Economist
- Stockbroker
- Financial Analyst
- Venture Capital Adviser

- Anesthetist
- Nuclear Medicine Technologist
- Biomedical Engineer
- Optometrist
- Cardiovascular Specialist
- Pathologist
- Chiropractor
- Pediatrician
- Dentist
- Pharmacist
- Genetics & Genomics Researcher
- Psychiatrist
- GP Doctor
- Psychologist
- Medical Laboratory Technician
- Registered Nurse
- Neurologist
- Surgeon

### Qualities You Share With Finance Folks

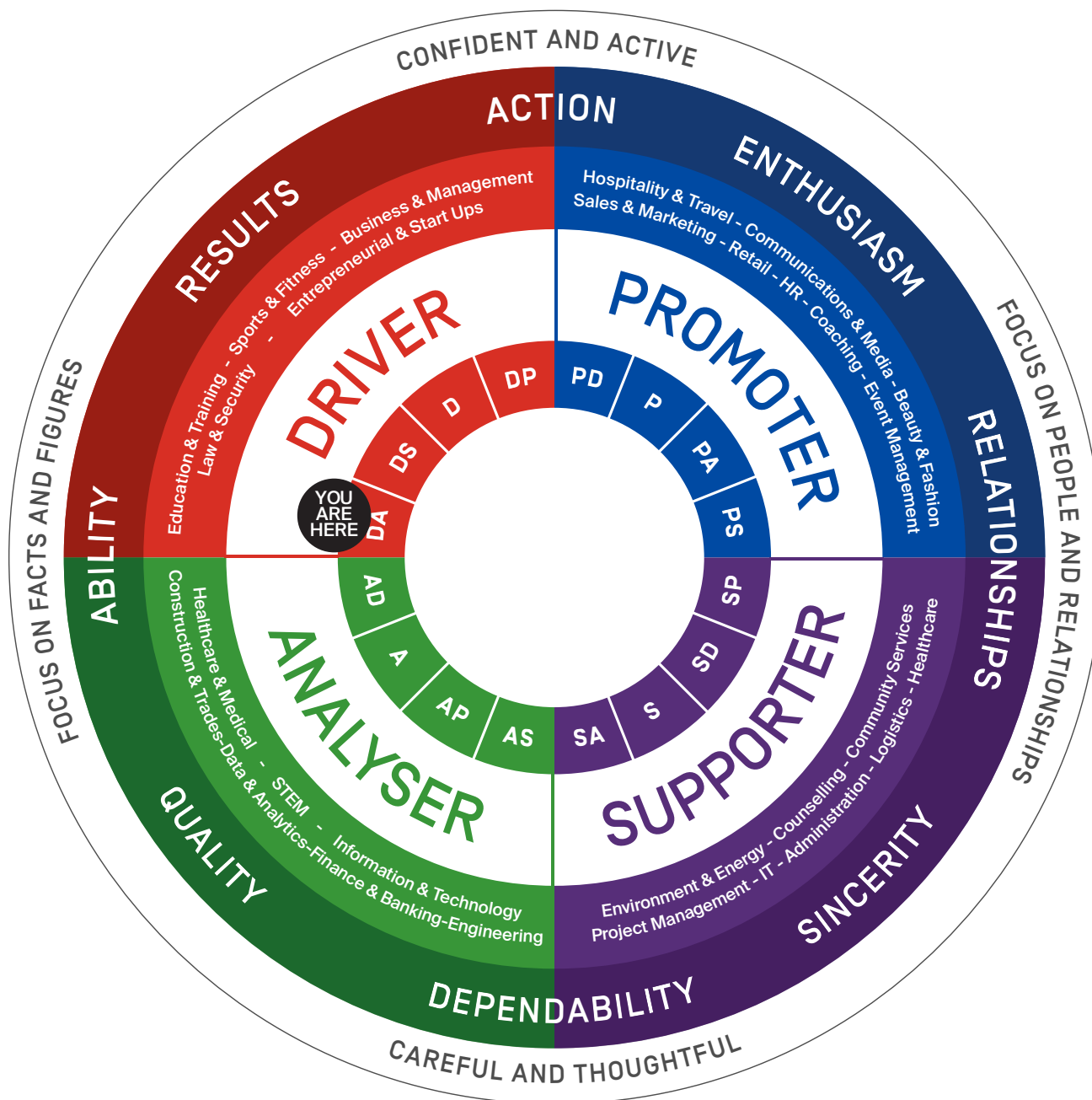
Leadership • Persistence • Adaptability • Vision  
 Problem-Solver • Calculated Risk Taker • Optimism  
 Great Communicator • Resilient

### Qualities You Share With Life Savers :)

Empathy • Compassion • Strong Work Ethic  
 Team Player • Critical Thinker • Great Communicator  
 Detail Oriented • Respectful • Analytical

Samantha Sample  
 Driver Analyser  
[www.MyCareerMatch.com.au](http://www.MyCareerMatch.com.au)

# Career Personality Map



## How To Interpret Your Career Personality Map

The Map is divided into the four MyCareerMatch styles, DRIVER | PROMOTER | SUPPORTER | ANALYSER and combinations of each style (DA, DP, DS etc.). Your style is shown as "YOU ARE HERE". The outer circle represents what you focus on and how you approach life. Drivers and Analysers focus on facts and figures, Promoters and Supporters focus on people and relationships. The middle circle represents what's important to you - for Drivers it's results for Promoters it's enthusiasm for Supporters it's sincerity and for Analysers, quality. The inner circle shows examples of careers that match your strengths.

# Future Jobs



## Preparing Students For Jobs That Don't Exist Yet

We want to share with you the current thinking on jobs of the future and skills that will be in demand in the next 20 years. Whilst we can't tell you what these jobs are or which ones will disappear, we can look at the trends and see the direction of employment and career opportunity.

One of the easiest ways to begin thinking about future careers is to focus on what may be a problem in the future and invent a job that will solve it. For example, if cars are to be autonomous (drive themselves) we will need the services of Smart Car Interior Designers who redesign what the inside of these cars will look like.

Those educated are more likely to find jobs and secure employment than those that are not. However, education is not a guarantee to a job. Employment and education are linked and having in demand qualifications means secure employment.

New technologies will make some occupations redundant. Automation, robotics and artificial intelligence will impact on existing jobs but many new jobs will be created using these technologies. The rise of new disruptive technologies will occur quickly and there's a shortage of people with the skills to manage and transition to new products and services.

Not all jobs will disappear. Just as not all jobs disappeared when computers were introduced. Today computers help people do a better job; so, automation and robotics will help you do a better job in the future.

Of the non-technology jobs, occupations such as Aged & Child Care, Education, Training, Sales, Construction & Trades, Business and Personal Services will grow. Those studying science, technology, engineering and mathematics (STEM) will find more jobs require this knowledge and expertise. Almost all jobs will require you to be digitally smart and expect you to know more than just the basics.

Not all jobs require a University degree so consider your options in vocational, apprenticeship and skills training. Most countries have a shortage of skilled labour so there is opportunity for employment.

## 6 Trends Shaping Our Future



### Population

Population is getting older: Biotechnology, genome research and medical science technologies are helping people live better quality lives, curing many diseases.



### Ai

Rise of smart machines and systems: Artificial Intelligence (AI) Robots, Autonomous Vehicles and Drones will create new jobs and new materials.



### Devices

Smart Portable Devices with powerful processors: Computers will disappear and be replaced by mobile devices. This will require new media and communication tools, apps and data analytics.



### Big Data

Business collects more data about us analysing what we buy, eat, wear, listen, watch, play, read and like.



### Global Trade

Being able to buy and sell anywhere at any time has more people doing business internationally and purchasing online.



### Internet

Connecting us to a network of physical devices, vehicles, home appliances and other items embedded with electronics, software, sensors, actuators, and network connectivity.

# STEM

**Get Ready To Have One Exciting Career If You Study STEM.** There's a huge variety of awesome career paths open to you with a qualification in either **Science, Technology, Engineering or Maths** + STEM based skills are in demand in the job market.

## Entertainment

From the design of video games, to special effects for films, to sound engineering for the music industry.



## Health

From hospitals and healthcare professionals caring for patients, to inventing new high tech life-saving equipment to pharmaceutical companies researching new medicines.



## Energy & Environment

From inventing new technologies to reduce carbon emissions, to developing new energy sources such as wind, waves and sun, to protecting rare species of animals.



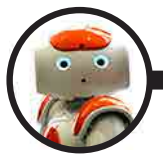
## Aerospace & Transport

From making travel easier for people whether on the roads, rail or in the air, through to helping goods be transported around the world for trade and humanitarian relief.



## Construction

From architecture and design, to civil engineering of everything from bridges, railways and roads, to homes and parks and constructing buildings to planning towns.



## Information & Technology

From the technology used in our mobile phones, to software designs which give us access to the internet, to managing international communications networks.



## Sport & Fashion

From inventing new high performance sports equipment, to physiotherapy for athletes, from new textiles to computer aided design of new fashion ranges.

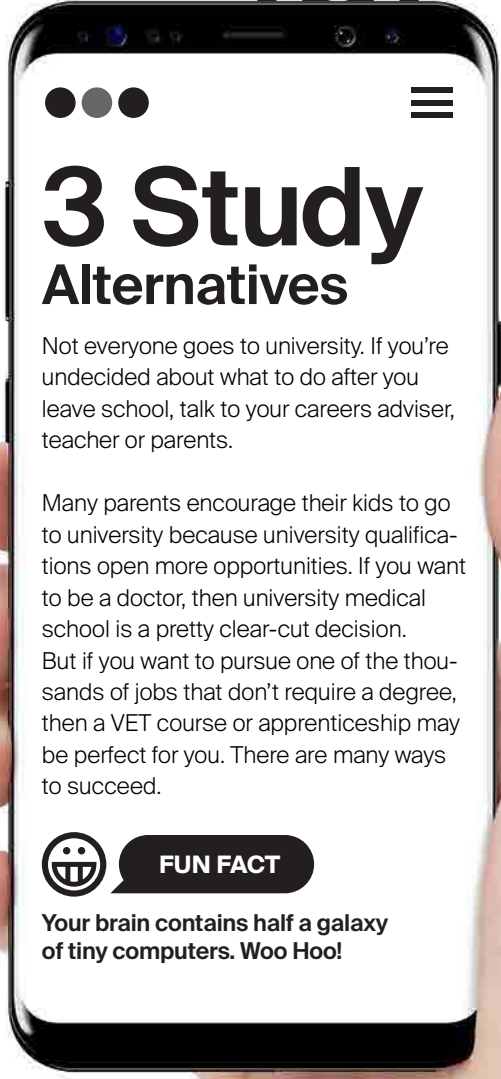


## Food & Agriculture

From developing new high yielding plant varieties to feeding more people around the world, to cooking up new recipes for supermarkets, to farming the land.



no  
thanks  
uni!



# 3 Study Alternatives

Not everyone goes to university. If you're undecided about what to do after you leave school, talk to your careers adviser, teacher or parents.

Many parents encourage their kids to go to university because university qualifications open more opportunities. If you want to be a doctor, then university medical school is a pretty clear-cut decision. But if you want to pursue one of the thousands of jobs that don't require a degree, then a VET course or apprenticeship may be perfect for you. There are many ways to succeed.



### FUN FACT

Your brain contains half a galaxy of tiny computers. Woo Hoo!



## Vocational Education & Training

VET courses provide practical and work-orientated occupational skills, whereas university or higher education courses are focused on theory-based knowledge and professional careers. VET courses offer a wide range of certifications depending on the course requirement. Some Advanced Diplomas can lead to a bachelor degree and many universities offer vocational training, so you can go to Uni but do a VET course.

### EXPLORE

- [myskills.gov.au](https://myskills.gov.au)
- [courseseeker.edu.au](https://courseseeker.edu.au)
- [tafecourses.com.au](https://tafecourses.com.au)



## Apprenticeship & Traineeships

One of the benefits of an apprenticeship is you 'earn as you learn'. Apprenticeships provide a nationally recognised qualification as well as work experience highly valued by employers. There are over 500 apprenticeships to choose from, many are non-trades. Most popular are technicians and trades, community and personal services, IT, hospitality, transport, construction, and sales.

### EXPLORE

- [australianapprenticeships.gov.au](https://australianapprenticeships.gov.au)
- [aapathways.com.au](https://aapathways.com.au)



## Online Learning

Many people choose to study online because it fits their personal circumstances. You can study from home if you're working full time or looking for a job. Online study doesn't suit everyone. But if you are well organised, can stick to a routine, and are willing to give up your spare time, online study may be right for you. Most universities and training organisations offer online study.

### EXPLORE

- [open.edu.au/study-online](https://open.edu.au/study-online)
- [onlinestudyaustralia.com](https://onlinestudyaustralia.com)
- [myskills.gov.au](https://myskills.gov.au)

**Lets study like a pro!** The following 'Study Tips' will help you understand how your personality reflects the way you like to learn. it's time to maximise your strengths and minimise your weaknesses to be the best you can be.

# |STUDY







# How You Learn

## Driver Analysers are ‘results driven’ learners.

We all learn differently and our brain processes information according to four basic questions we ask ourselves. Why, What, Who and How. Driver Analysers ask ‘What, e.g. “What needs to be done”. As a person of action, the “let’s get on with it” approach is what you prefer. It’s direct, doesn’t waste time and you get a swift result.

**Because you learn best by doing, work out how you can implement what you’ve just learnt as soon as practical. This will engage you and you’ll see the result of your new knowledge.** This will encourage you to master the course and become an expert. If you can, watch a video on the subject, Driver Analysers learn through visual experience. For study you’ll be required to read a lot. Reading is not your preferred way of learning.



Driver Analysers often do their best thinking when they are talking, so where you can read out loud and ask your teacher or tutor questions.



# Being Realistic

## As a Driver Analyser you have a natural tendency to take on more because you like to be challenged.

You like to get things done sooner rather than later, and you enjoy the fast pace. Most of all you expect to succeed and get results.

**Make sure you know how much time is required so you can balance study with other commitments.** For example, if you do other things after school hours such as sport, belong to clubs, have hobbies, help at home or in the family business, you must set time aside for study.



Don’t extend your commitments and take on more that you can cope with.



# Goal Setting

## Study is a discipline and to stay focused you must set goals. Setting goals is part of human nature, and Driver Analysers are particularly goal oriented.

However, even with set goals there are times when we do not meet them. One of the reasons we fail is self-control. Self-control is the ability to hang in and stay on course despite temptations, distractions and the demands of competing interests.

**As a Driver Analyser your goals must be specific. You need to focus on exactly what you want to achieve and it should be performance based.** Write these goals down and pin them up on the wall so you see them every day. Make sure your goals are results oriented. Reward yourself on results. Whilst you have a big picture view of where you want to be, you should also break down each step into distinct tasks so you remain focussed and feel you are achieving to keep you focused and on track.



Think of your goals like a “Flight Plan”, life is a journey and you are the pilot. You can’t take off on your journey until you have a flight plan. Where are you going, what course will you fly, how long will it take and do you have enough fuel?

## 4 Managing Time

The most common culprit of time wasting is technology :) TV, internet, apps and social media. It's very easy to get distracted and spend a lot of time on your PC, tablet or smartphone.

We are not saying you should stop using these devices but suggest that you limit the time you allocate to entertainment and be aware that study is the best use of time at your age.

Set aside time for study just as you would for attending school. Give yourself ample time to sit down and read through your materials, so you understand everything clearly. Don't be in a hurry to get everything done immediately. Read homework assignments carefully and don't assume anything. **Be aware that Driver Analysers value achievement, and often jump in to a task before fully understanding what's required.**


Identify the time of day you will devote to studying. Ask yourself: are you a morning person or a night owl? Then schedule in your study at a time when you're performing at your peak. Set aside regular time for studying. Make sure you commit a regular number of hours per week to study.

 As you get closer to exams you will need to allocate more time for review and to practise exams.

## 5 Staying Motivated

Study suits Driver Analysers who are self-starters and who really want to learn, but it can also be a challenge because all the motivation and discipline has to come from you.

As a Driver Analyser we expect you to be focused and results oriented. You don't delay which is in your favour when it comes to staying motivated. **"Do it now" is an excellent motto for Driver Analysers and will help you study and complete your assignments.** Driver Analysers thrive on new challenges and problem solving, ideal qualities for study.

 You enjoy the freedom to do things the way you want and to be in control of your study program.

## 6 Managing Stress

We all experience stress and conflict. It's common for stress to be the cause of conflict. As a Driver Analyser studying you have forces that you can't control as much as you'd like to and not being in control is one of your stress triggers.

**Be aware that your normal expectation is for things to move along at a quick pace.** Be careful, because your need to keep things moving can result in your being too quick to complete and submit your assignments.

 Slow down and review. Don't assume. Misunderstandings can lead to poor results.



## Communication Is Key

**You know how curious parents and family are. They want to know what you want to be when you grow up, what you learnt at school today and lots of other such questions.**

They do this because they care about you and are concerned for your future. **So, if you're having problems at school or with a particular subject please tell them. It's important that you communicate with them about what's going on in your life and at school and study.**

If you have a tutor you are fortunate. Tutors are there to help you. Tutors are one-to-one teachers who you must connect with to get the best from. Tutors with personality that match yours are always a big bonus. Tutor personality plays a major role in how effectively they communicate with you, as the student.



Have you noticed how some of your favourite teachers are probably your favourite because their personality was just like yours?



## Study Space

**Make a place to study that's yours. Look around where you live and find a place to claim as your own. This will be your study zone.**

In a small home or with a large family this might be difficult. There might be a time of day or night when it's quieter for you to study. Alternatively, there might be a library or community hall or space that you can go to.

**Being a Driver Analyser, you want to be in control and having your own study place will ensure you focus on study.**



After you've claimed your study space, make sure everyone understands it is your study spot.



## Grit Is Everything

**Most successful people and self-made millionaires attribute their success to hard work. They repeatedly say "I wasn't smarter or better than anyone else, but I was willing to work harder than they were".**

Hard work is not always physical effort. It's about hanging in there and figuring things out. Regardless of your personality type, research shows that GRIT is a major factor in success and achievement. Hanging in there, finishing what you start, not giving up and setting goals make all the difference to who you will become.

**Grit is about not letting go no matter what. The amount of effort you are prepared to put in determines if you finish high school, graduate or do well in your career.**



People who are hardworking and determined, do better than those who give up too soon.