

Date: \_\_\_\_\_

Name: \_\_\_\_\_

## Career Growth Activity Example

Roberto is currently working as a retail sales person and has a GED/high school diploma. He likes working in the Sales and Related Occupations job family as he enjoys talking with customers and helping them find what they want or need, but wants to eventually make more money. Help Roberto plan his career path by completing the following chart using the job families' profiles from the *Careerzone* website provided by your teacher:

Job Step	Job Zone Preparation	Preparation Required	Average Annual Wage	California Outlook (Annual Total Openings)	2 Items from the "What They Do" list
Current Job Retail sales person	2	Usually requires a high school diploma	\$29,810	22,000	Greet customers Help select, recommend, or locate merchandise for customers
Step 1 First-line Supervisors of Retail Sales Workers	2	Usually requires a high school diploma	\$44,810	4,940	Supervise and direct employees Provide customer service
Step 2 Real Estate Sales Agent	3	AA degree, vocational training, or related on-the- job experience	\$65,790	680	Interview clients to determine their needs Accompany buyers to properties Advise clients on mortgages, prices, etc.
Step 3 Real Estate Broker	4	Usually a 4-year bachelor's degree	\$88,120	300	Arrange for financing of property Supervise real estate agents