

CHAPTER 5: Comparing Offers

There are two critical points when figuring out if a job is the right job for you right now. One of them is when you're starting with a blank slate and considering your life and what's important to you right now – and how all of your options fit into that.

That's where this workbook started. This chapter can give you a “big picture overview” of what's ahead in your journey.

But what if you have two or three offers, and they all have aspects that you find attractive, but you're not sure which offer is best for you? Sometimes the choice is obvious. One offer pays a great deal more money, or it's significantly closer to your residence, or it offers better health insurance benefits, telecommuting opportunities or flex time. If one offer provides all these things and the other provides none, then there's nothing to consider. But usually in life, one offer includes some of the things we need or want in a position, and another offer provides other things.

The only genuinely objective way to determine which position is the most ideal position for you at this time in your life is to plug it into a scoring model.

If that's where you find yourself, you've come to the right place. Within 24 hours, you could know for certain, which position is statistically the right job for you right now. It won't take you that long to score your options, but it's always good to sleep on an important decision before committing to a contract, even if the contract is simply a verbal one. Your word matters and you want to make sure you've had the tools and the time necessary to confidently commit to your choice.

The Green Light Scoring Model uses seven initial factors to score or determine whether a position is the right job for you right now. Income. Opportunity. Creativity. Feasibility. Flexibility. Stability. Longevity.

In the first seven elements designed to translate your information into a highly effective mathematical equation, emotions and preferences have no role whatsoever. You will be given a set of seven definitions and asked to rate each entry according to that definition, using an exclusive rating system.

But realistically, emotions and preferences do play a significant role in our everyday lives in terms of satisfaction, happiness, fulfillment, our sense of accomplishment, and our sense of impact on this world.

So even in a scoring model, emotions and preferences need to be considered, weighted, and ultimately plugged in to a final equation that reflects what's most important to you.

This is achieved by factoring in two final key determinants: your ability to withstand adversity or difficulty in a position, and the job you would find most enjoyable.