

Career Transition Options

It is absolutely amazing how many options a transitioning military member has to choose from when deciding what to do when the uniform isn't the uniform of the day anymore. Some head to education as the transition window. Certifications are the new request from employers. The new job seeker learns that the government and business world are still trying to figure out how to equate military training to civilian certifications. Until then – school.

Others look for a civilian job that either utilizes skills and training that the military member brings to the table or they look for a civilian job that fulfills a passion or a need. The motivation can be the family budget requirements for child schooling or the other numerous reasons. The job can actually be fulfilling and meet the personal goals of the job seeker.

There are other options that the transitioning member can explore. One option that requires the transitioning member to stretch a bit is a sales position. The traditional job is either paid by an hourly wage or a salary. The sales position compensation is based upon performance – the number of widgets (to use the business school term) sold. There is no guarantee of how much the paycheck will read. It's up to the sales person.

But – there's now a opportunity to learn sales skills through a company that linked with First Lady Michelle Obama and Second Lady Dr. Jill Biden's **Joining Forces** program to assist military members and families. **Salesforce** has created an initiative called **VetForce** to provide business skills and tech training. To learn more about this program, check out www.salesforce.com.

Another, and even scarier option depending upon your perspective, is entrepreneurship. How many have thought about becoming their own boss by owning a company. There are a number of resources available to those with **THE** idea that will help get things started. These include the **UTSA Small Business Development Center**, **Café Commerce (powered by LiftFund)**, the **U.S. Small Business Administration**, and the **Syracuse University Institute for Veterans and Military Families' Operation Boots to Business**. These organizations have resources to help from planning to funding to implementation, depending upon the organization.

And last but not least is franchising. There are special programs for transitioning military and families for opportunities to own your own **Meineke Car Care Center**, **Snap Tool store** or **Dunkin Donuts**. There are several **Chick-Fil-A** restaurants in the San Antonio metro area that are owned by retired military. Funding and set-up assistance varies by company. A google of the website brings up a wealth of opportunities.

The number of choices that are now available continue to astound. It can also be overwhelming. The opportunity is one to explore and discover what best fits. Have fun exploring.

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