

MY CAREER

1

You are working in the textile industry, but you have been made redundant because of new technology. Your company has given you £3,000 redundancy money. You have a family to support, and you can't survive very long without an income. What are you going to do?

- a Start applying for jobs. You've seen several jobs that you are qualified to do. **GO TO 3.**
- b Go on holiday. You feel depressed. **GO TO 6.**
- c Do a retraining scheme to become a sales representative. It's a risk because you'll have to live off your redundancy money. **GO TO 10.**

2

You do some market research into the wallpaper business. There are a lot of traditional, well-established firms who have most of the market, but you think that there is a gap for high-class, high-quality expensive wallpaper and matching curtains. Maybe you do have some artistic ability after all! You design some patterns and approach a manufacturer. He could produce the wallpaper for a few thousand pounds. You also need some money to get an office and do some advertising. Basically, you need money! Where are you going to go to get it?

- a The bank. Your credit is good but you'd have to pay interest. **GO TO 5.**
- b Your father. He could lend you the money, but you fell out a few years ago and haven't spoken since. Still, he wouldn't want to see you and your family on the street. **GO TO 14.**
- c Sell your car. It's in good condition and you'd get money quickly. You could be selling wallpaper by the end of the month.

3

Success! You go for interviews, and are offered two jobs. Which one are you going to accept?

- a One is well-paid, but boring. It wouldn't be much of a challenge, but you need the money. **GO TO 13.**
- b One looks quite interesting, but it isn't very well-paid. However, the risk might be worth it. **GO TO 9.**

4

Working as a sales representative pays the bills, but you don't enjoy it very much. You're better at it than you thought. One evening, you're lying in the bath when you have an idea – start your own business! But what? You look up for inspiration. A wallpaper business! Then you realize that you have no money and no artistic ability. What are you going to do?

- a Carry on being a sales representative. It's relatively secure, and after all the months of no income, it's nice to have a regular pay cheque. **GO TO 13.**
- b Spend your last money on some market research to see if your idea for a wallpaper business might work. It's a gamble that could leave you homeless. **GO TO 2.**

5

You go to the bank to get some capital. The bank manager is impressed with the market research you have done and thinks your idea could work. He is prepared to lend you some money, but not all that you need. The bank will provide only half. Where are you going to get the other half?

- a** Mortgage your house. This would easily provide enough money, but if the business failed, you'd lose the roof over your head. **GO TO 16.**
- b** Try your father. He might be more interested now that the bank has said they're willing to lend you 50 per cent. **GO TO 7.**

6

You go on a luxurious holiday abroad. You have a lovely time. While lying on the beach you have an idea for a small business – start a wallpaper firm! Then you realize you have no money and no artistic ability. You get back home. What are you going to do?

- a** Start applying for jobs. You've seen several jobs that you are qualified to do. **GO TO 3.**
- b** Spend your last money on some market research to see if your idea for a wallpaper business might succeed. It's a gamble that might leave you homeless. **GO TO 2.**

7

You go to your father to borrow the rest of the money you need. Surprise, surprise! He's interested, and is prepared to lend you the money, but on one condition. He wants a share in the business. What are you going to do?

- a** Accept. He might not interfere too much, and you've still got your house. **GO TO 16.**
- b** Refuse. You couldn't possibly work with him. **GO TO 11.**

8

The job doesn't turn out to be as interesting as you thought it would be, and the pay is terrible. You decide to leave. You still have some savings. What are you going to do?

- a** Go on the retraining scheme – it might lead to a new career. **GO TO 10.**
- b** Have a holiday. You feel even more depressed. **GO TO 6.**

9

You have an interesting job. It's enjoyable, and you're doing well. After a while, there is a chance of promotion, but the new job would mean you have to spend six months of the year away from your family. Do you accept the promotion?

- a** Yes. **GO TO 13.**
- b** No. **GO TO 8.**

10

You go on a retraining scheme to become a sales representative. It's a six-month course and your savings have nearly all gone. Working in selling doesn't appeal to you very much. You're not very good at it because you're not aggressive enough, and you don't like having to tell lies to sell things they don't really want. What are you going to do?

- a Apply for jobs in the textile industry. You've seen several jobs that you're qualified to do. **GO TO 3.**
- b Have a holiday. You feel a break would do you good. **GO TO 6.**
- c Apply for jobs as a sales representative. After all, you've done the course. **GO TO 4.**

11

If you want to carry on with the idea of the small business, you have no choice. You have to mortgage your house. **GO TO 16.**

12

You have decided to sell your car. You get a good price, but then you realize that you can't go round all the wallpaper shops without transport. What a mistake! **GO BACK TO 2.**

13

You do well in your new job, but unfortunately technology replaces you again. You're made redundant. **GO BACK TO 1.**

14

You go to your father. He thinks you're irresponsible and isn't prepared to help. He wants you to 'stand on your own two feet', which is what he had to do. **GO BACK TO 2.**

15

Your strategy didn't work. Your business goes bankrupt. This is the end of the maze. You can either stop, or **GO BACK TO 16** and try again.

16

You now have the capital you need. The manufacturer makes our wallpaper, and it looks very good. People seem interested in it, and want to see your price list. You have to decide how much you're going to sell your wallpaper for. What are you going to do?

- a Price your wallpaper quite low. This will get the market interested in your product. You can raise your prices later. **GO TO 15.**
- b Price it so that you break even – you don't make any profit, but you don't lose any more money. **GO TO 17.**
- c Charge high prices. After all, this is a quality product, and if it's cheap the public will think it's inferior. **GO TO 22.**

17

Success! Your business begins to do very well. The public like your wallpaper and you are featured in *Home and Garden Magazine*. After five years your business is well-established then disaster strikes.

If you mortgaged your house, **GO TO 18**.

If you borrowed money from your father, **GO TO 19**.

18

The housing market is in chaos, and the loan that you got with your house as security must be repaid. What are you going to do?

- a Fight on. You're determined to become a millionaire, and this little problem isn't going to stop you. **GO TO 21**.
- b Sell your business to pay the debt. Someone offered to buy it at quite a good price a few weeks ago. Anyway, you've had enough of wallpaper. **GO TO 20**.

19

Your father is as kind to his family as J.R. is in Dallas. He wants to buy you out of the business so that all the profit is his. What are you going to do?

- a Fight him. You haven't worked for all these years to give up an extremely profitable business. **GO TO 21**.
- b Sell him your part of the business. He offers you a reasonable price, and anyway, you've had enough of wallpaper. **GO TO 20**.

20

You sell your business and get a good price. You decide to move to the south coast and you live off the interest of your money. You lead a life of comfort and happiness.

You have come to the end of the maze.

21

You fight on, work even harder and make even more money. The pressure of working a sixteen-hour day gives you a heart attack. You have to give up work. You have come to the end of the maze.

22

Your strategy didn't work. Your strategy didn't work. Your business goes bankrupt. This is the end of the maze. You can either stop, or **GO BACK TO 16** and try again.