

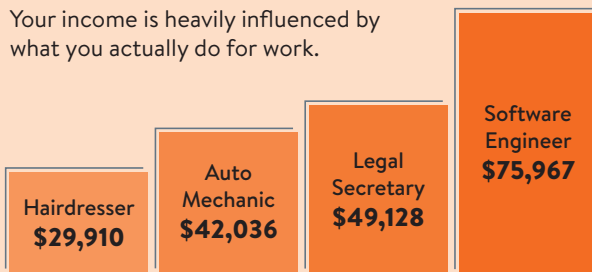
# Income ESSENTIALS

- IT'S A -  
**MONEY THING**<sup>®</sup>

Your income is influenced by four interconnected factors

## YOUR CAREER

Your income is heavily influenced by what you actually do for work.

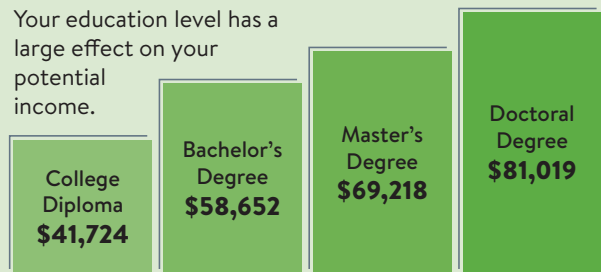


MEDIAN ANNUAL SALARY

Your career choice can also affect your lifestyle, including when you work, where you live, your stress level and other factors.

## YOUR EDUCATION

Your education level has a large effect on your potential income.



MEDIAN ANNUAL SALARY

Earning post-secondary degree(s) can be a big investment of time and money, but your lifetime earning potential can also increase significantly.

## YOUR SKILLS

Your income potential is also linked to your skills.



Your skills will increase based on your education, personal interests, natural talents and unique experiences.

## ECONOMIC TRENDS

The world is always changing; these changes affect the economy and therefore the job market.



Industries rise and fall with new technologies, natural resource constraints, and local and global policies. Think about it: there are successful careers today that did not exist 10 or 20 years ago!



Your earning potential really is a balance between your career, your education, your skills, and trends in the economy

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