

'outside-in' to 'inside-out'. Perhaps it was easier when the decision of career was made for us and there were fewer professions. Now, there are so many options, it becomes very difficult to know what we really want to do with our working life. And the responsibility is clearly with the individual. We seem to be caught in the struggle of trying to follow our heart (inside) and fitting in with what the workforce (outside) is asking. This book is my attempt at solving this dilemma.

Some time ago, when I was a board member of the Dutch Astrological Association, which promotes education and quality in astrology, I was given an idea for a training course. I jumped at the chance to teach this course with two colleagues. One, who had suggested it, was an astrologer and the other was a career counsellor who knew nothing of astrology. I had seen the need for a course of this kind – one that took the knowledge acquired during the basic astrology classes and put it to use to help clients find their true calling and assist them with all manner of career questions.

Since those early days in 2001, the course has been run many times and different career counsellors have been involved. The content has developed substantially and, after much feedback and many enthusiastic responses, the method has proved to be a worthwhile way of presenting this material.

This book is the result of these years, using a framework which has essentially been borrowed from the career advisors' world. In Holland, and I imagine in other countries too, this area has a large market. Career advisors are very successful, being employed both in-company and out. They are often used in long-term outplacement situations where companies pay to help redundant staff members find work. In this case, clients have the advantage of several sessions with an advisor. These advisors have many clients, so they must be doing something right!

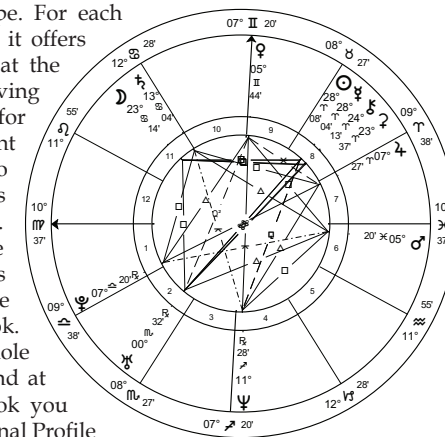
There were many things that I learned from working with career counsellors, but two stand out. One is that when you are dealing with questions relating to work, jobs, vocation – whatever you want to call it – you *must* get the client involved. The client has to take responsibility for the process and put in the necessary work. If they want to find a job, change jobs or set up their own enterprise, it must be the client who embraces the idea and puts in the effort to get there. It's not that I didn't know this, but the model I use in this book assumes that the client does all the writing, note-taking, research and anything else required. Generally, I am of the opinion that:

## ASTROLOGERS DO TOO MUCH WORK FOR THEIR CLIENTS!

The second lesson I learned is that as astrologers we have an absolutely wonderful tool for this kind of work. Again, it's not that I didn't know this already, but the career counsellors I have worked with were flabbergasted by how easily we can get information from a chart. They have to prise information out of clients with questionnaires and other forms of exercises. They all commented on what a fantastic tool astrology is and expressed a wish to learn more in order to make their lives easier.

So this book takes a framework and shows you how to get a result – a vocational profile (VP) – by

using the horoscope. For each part of the profile, it offers a way of looking at the chart as well as giving some suggestions for getting your client involved. It also provides examples and case studies. The chart opposite is for Jackie, who is used as an example throughout the book. We did the whole process together and at the end of the book you will see the Vocational Profile she created.



At this point in the book, I believe I should state my philosophy and beliefs about career, vocation and work. In my view, most people are not fulfilling their potential. Many are just doing a job to fund the rest of their lives. They don't have the confidence to dare to go for what they love, they believe it is too late or they think it isn't even possible. They haven't thought that a job could or should be something they love to do.

My hope is that this book will be a practical guide to working with career questions of all kinds and assist you in making the most of your astrology in this field. Along the way, you can encourage your clients to be who they truly are.

Faye Blake, July 2017