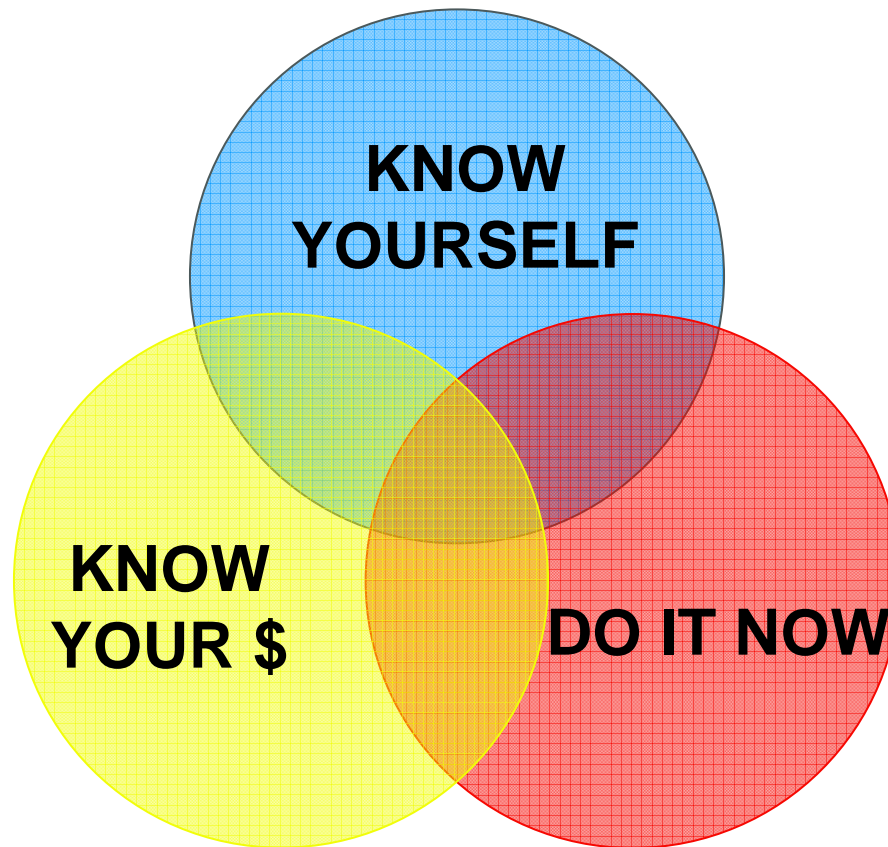


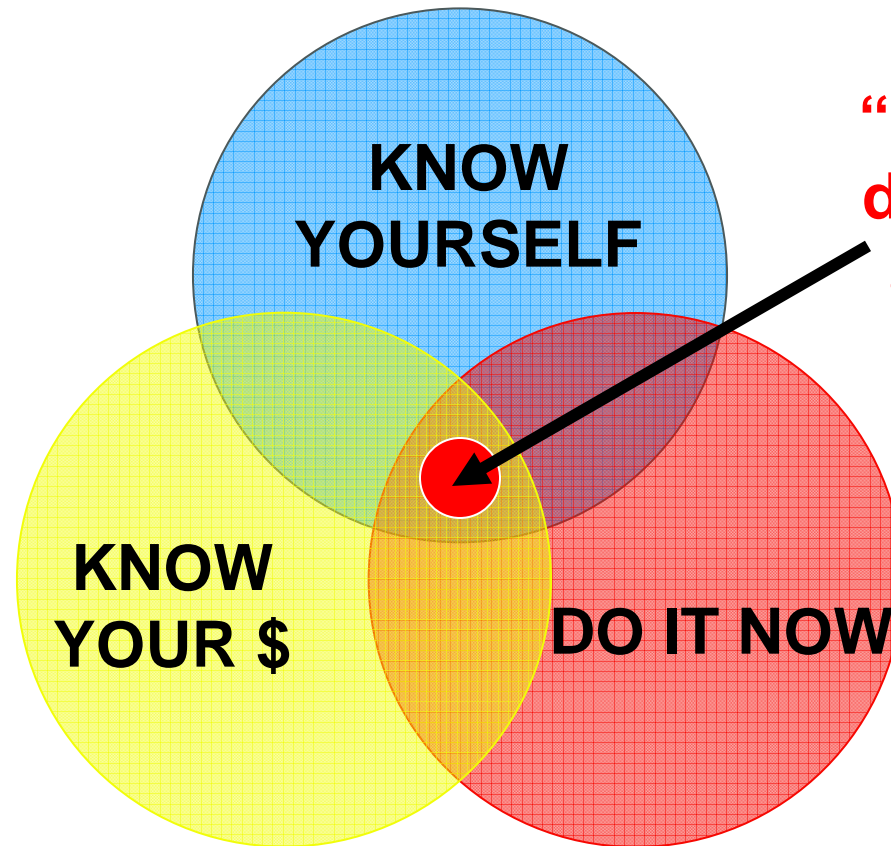
“Bliss-Success: Where Do You Find Yourself?”

Jane Chin, Ph.D.

April 28, 2008

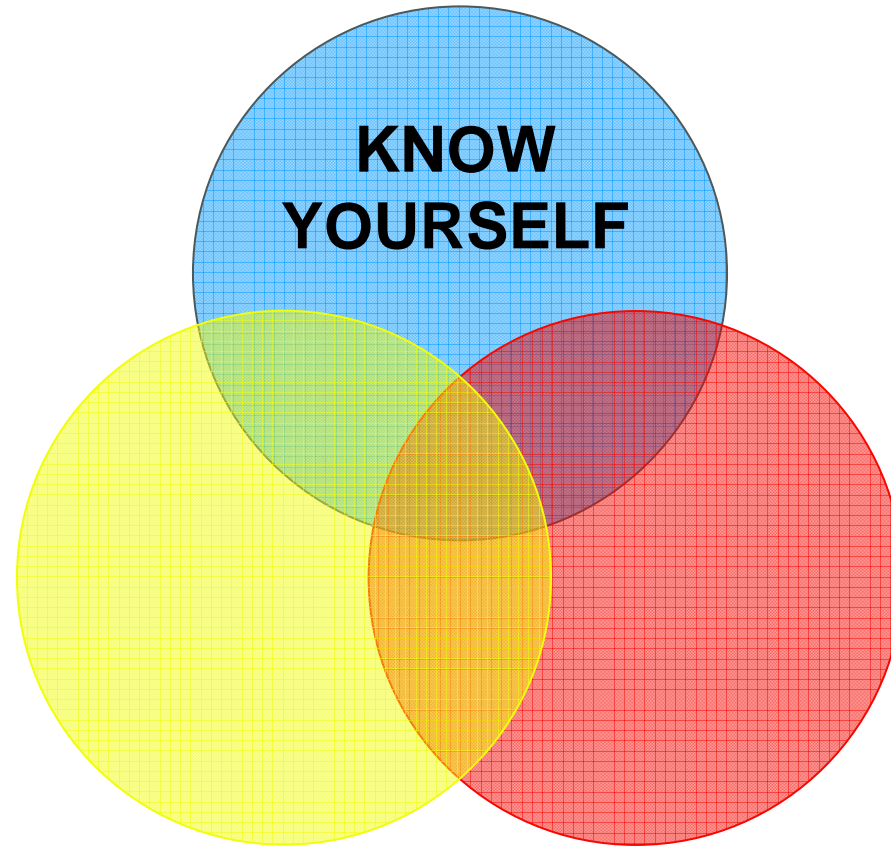
11th Annual NIEHS Biomedical Career Fair





“What should I do with my life and how do I get there?”

**Know the True Author of Your
“Bliss” and “Success”**
(This is the hardest)



Career “Highlights”



1998 **1999** 2000 2001 2002 2003 2004 2005 2006 2007 2008

Career “Highlights”



1998 1999 **2000** **2001** **2002** **2003** 2004 2005 2006 2007 2008

Company 1 2 3

“Running Away Years”

I didn't
Connect
with what
I did

I engaged
In a
Cycle of
Distraction

“Is This
All
There
Is?”

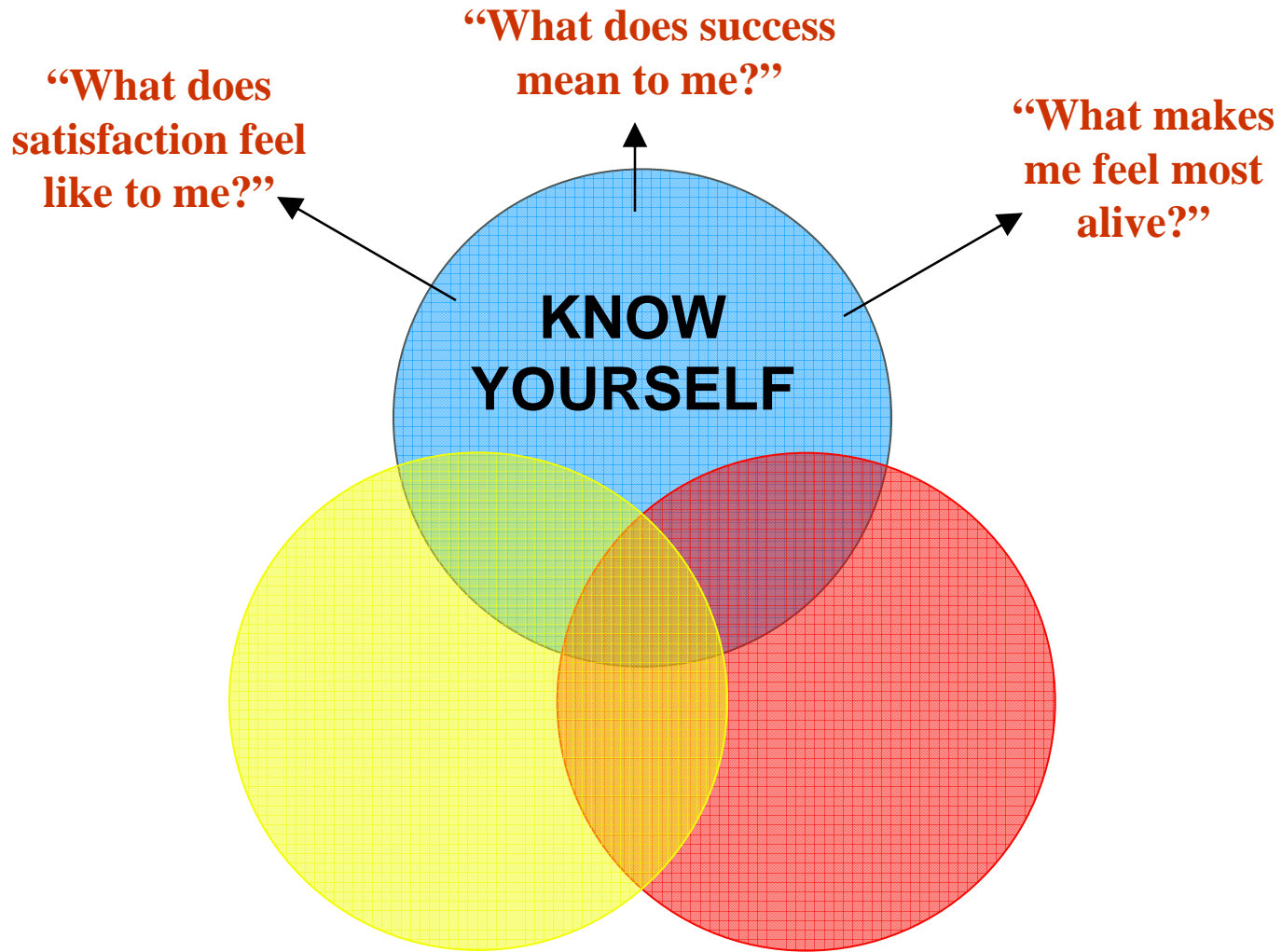
1998 1999 2000 2001 2002 2003 2004 2005 2006 2007 2008

BLISS

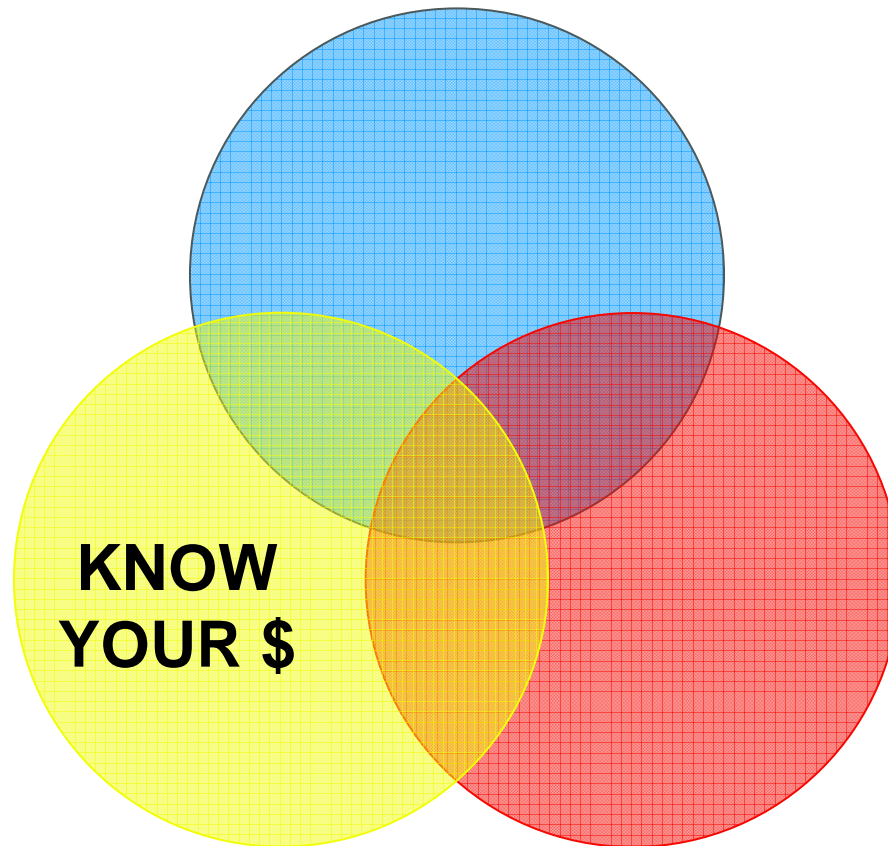
“I'll feel happy when I'm 'successful'.”

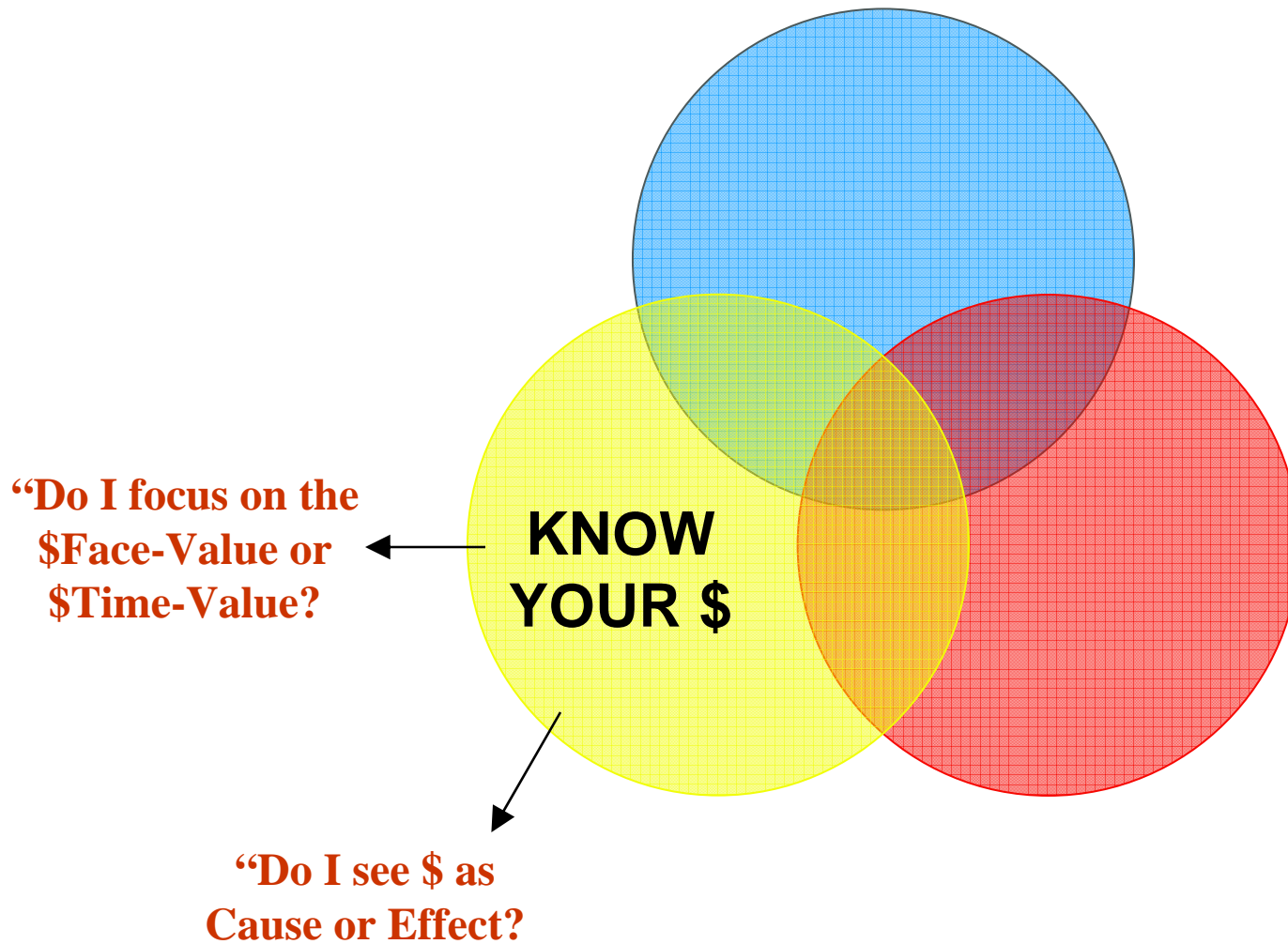
SUCCESS

Money, recognition



**Choose How
You See
Money**
(This is the trickiest)





\$Face Value v. \$Time Value

**\$31,000
is a lot
of money!**

**\$31,000
is a good
investment**

- “...even if spread over 5 years”
- “... when I can get it for cheaper by reading books, etc.”

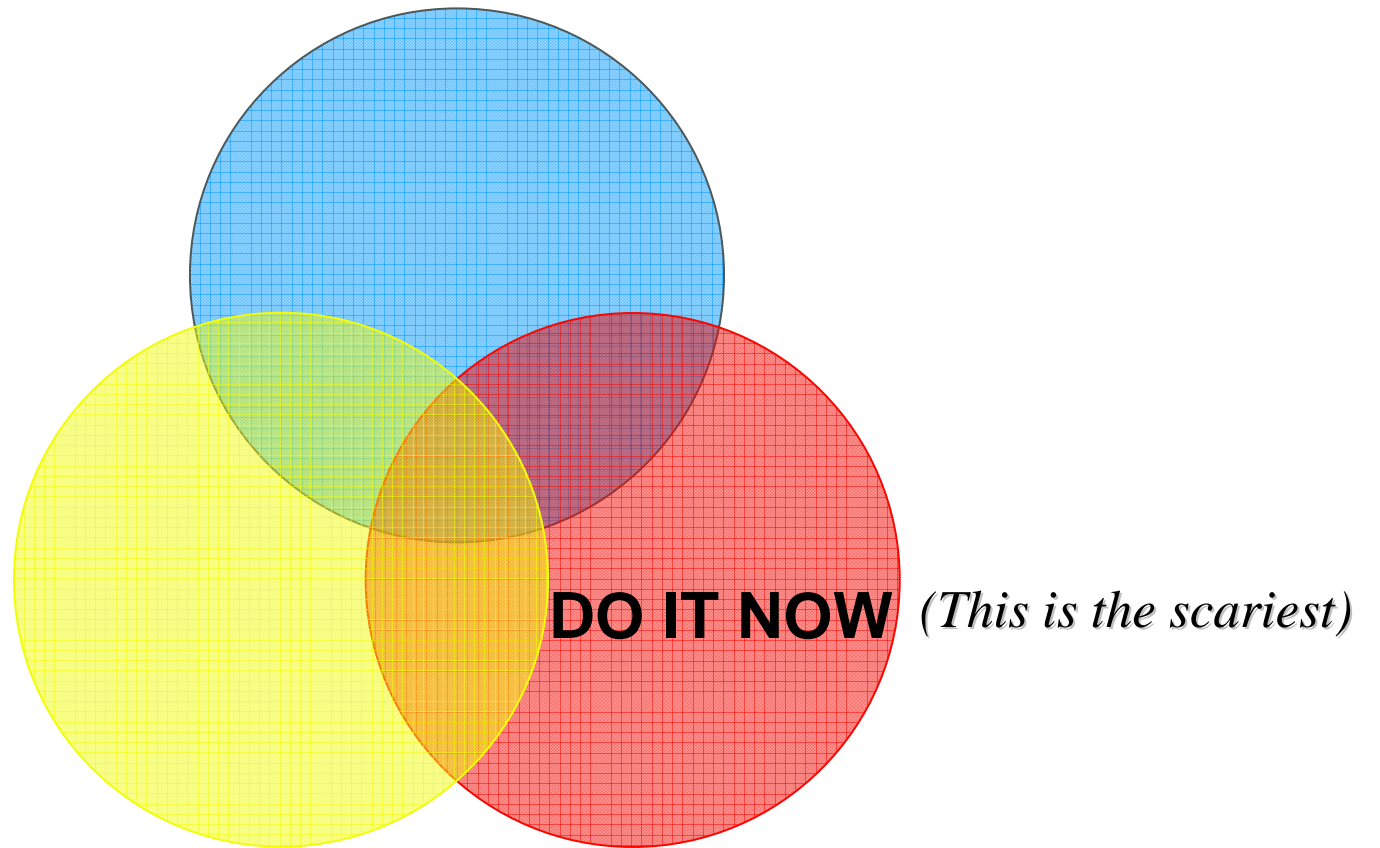
- “...to save time and \$ from making mistakes”
- “...make money faster.”
- “...for advice specific to me.”

Money as Cause v. Money as Effect



	A Reality Check	\$US
	Base Salary*	
*Salary.com query term: "sales" + area code 90278	Postdoc	\$38,000
	Entry-level sales position	\$47,710
	Annual Difference in Salary	\$ 9,710
	Bonuses and Benefits**	
**Pension was not included in this calculation	+ Estimated Bonuses	\$ 5,816
	+ Social Security	\$ 4,095
	+ 401k/403b (retirement)	\$ 1,938
	+ Disability	\$ 1,306
	+ Healthcare	\$ 5,390
Healthcare coverage may vary.	+ Time off	\$ 5,847
	Annual Difference in Benefits	\$24,392
	Total Difference in Annual Salary + Benefits	\$34,102

Salary data from 2005 Sigma Xi Postdoc Survey Project and 2006 Salary.com website (<http://postdoc.sigmaxi.org/> and <http://www.salary.com>, respectively). The base salary of an entry-level sales person with a bachelor's degree was used as comparator in this example. Numbers are in U.S. dollars.



Founded by a medical science liaison for medical science liaisons

Medical Science Liaison

QUARTERLY NEWSLETTER

<http://www.MSLquarterly.com>

Premiere Resource for Medical Science Liaison Professionals

HOME | SUBSCRIBE | MSL NEWS | MSL JOBS | MSL FORUM | INTERACT | MSL FAQ

the web mslquarterly.com

ABOUT MEDICAL SCIENCE LIAISON QUARTERLY

MSL Quarterly website in 2003

Field-based medical programs are rapidly expanding in today's pharmaceutical industry. The industry recognizes the impact of scientific liaisons (also called "medical liaisons" or MLs and "medical science liaisons" or MSLs) in establishing research collaborations with healthcare providers (also called "Thought Leaders" or "Key Opinion Leaders") in all phases of a product life-cycle. Thought leaders, in turn, recognize medical science liaisons as catalysts for research opportunities with industry.

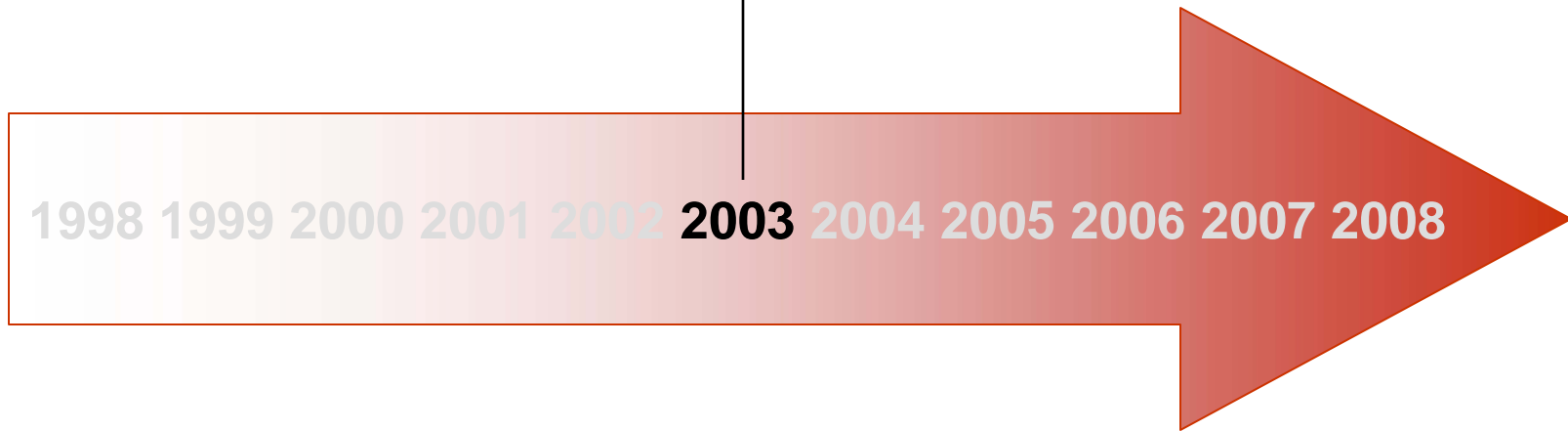
The Medical Science Liaison Quarterly Newsletter ("MSLquarterly") was founded by a medical liaison. The mission of this effort is to sharpen the competitive focus and enhance professional performance by medical science liaisons in any therapeutic area of the industry. In addition, a key aim is to enhance recognition of the medical liaison function in industry. This project is free of lobbying efforts and political associations. The MSLquarterly is geared to be a valuable professional resource to medical liaisons much like Pharmaceutical Representative magazine is for pharmaceutical sales representatives and Pharmaceutical Executive magazine is for industry executives.

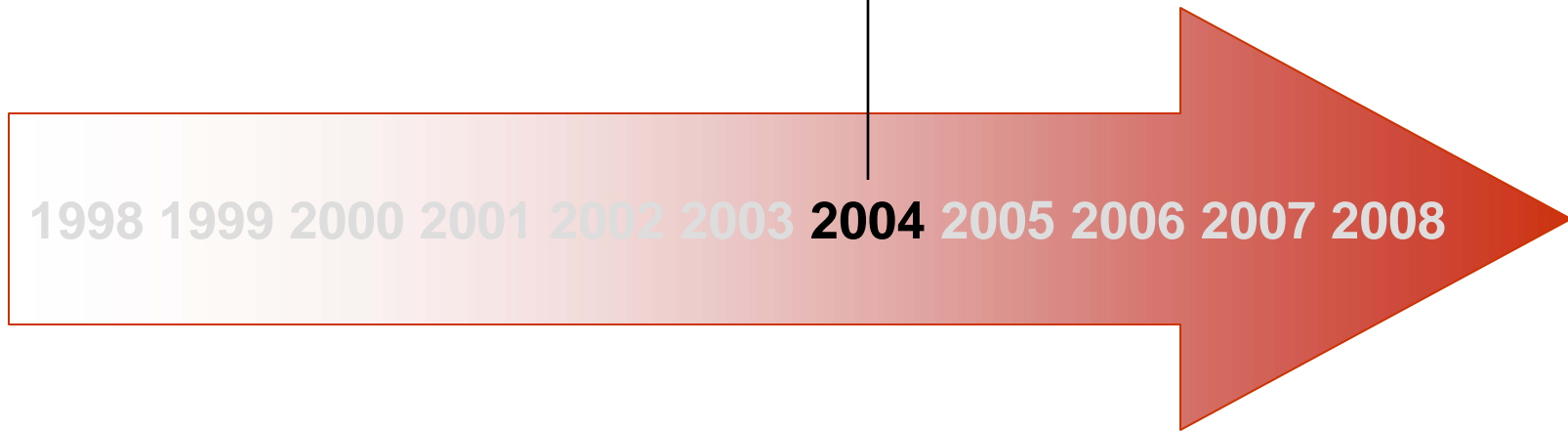
The Medical Science Liaison Quarterly Newsletter is the premier online publication for medical liaisons. Medical science liaisons are management-level professionals who are integral to building productive collaborations between the medical community (thought leaders or opinion leaders) and industry. MSL Quarterly is content-specific for field-based medical program personnel. Articles are written by medical liaisons and industry experts interfacing with field-based medical programs and with the biopharmaceutical industry. The MSL Quarterly is published online at the end of each quarter.

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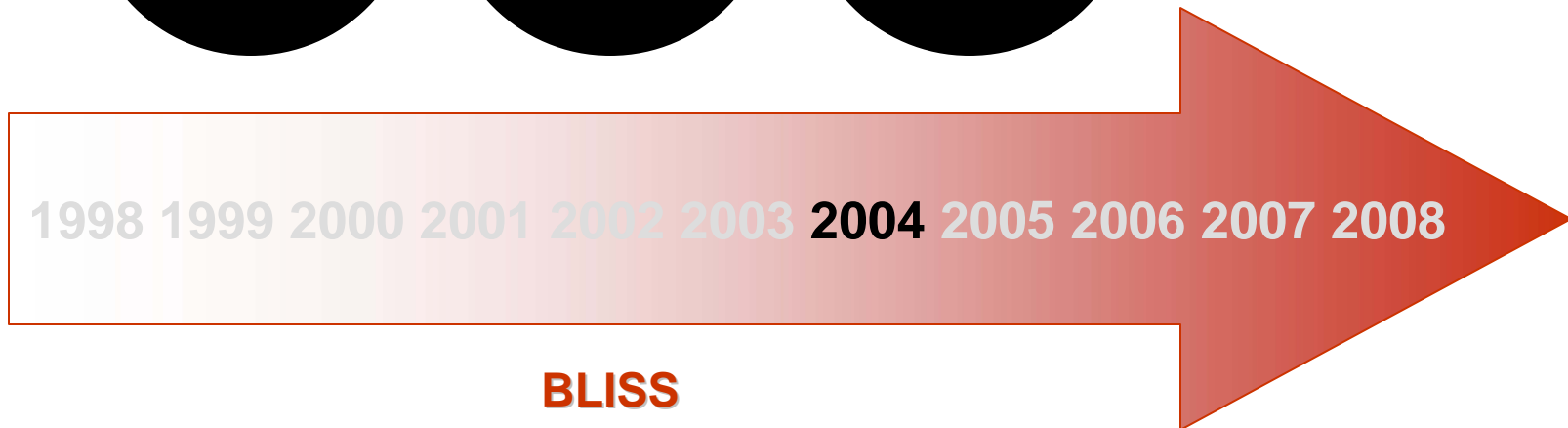
Dateline NBC





1998 1999 2000 2001 2002 2003 **2004** 2005 2006 2007 2008

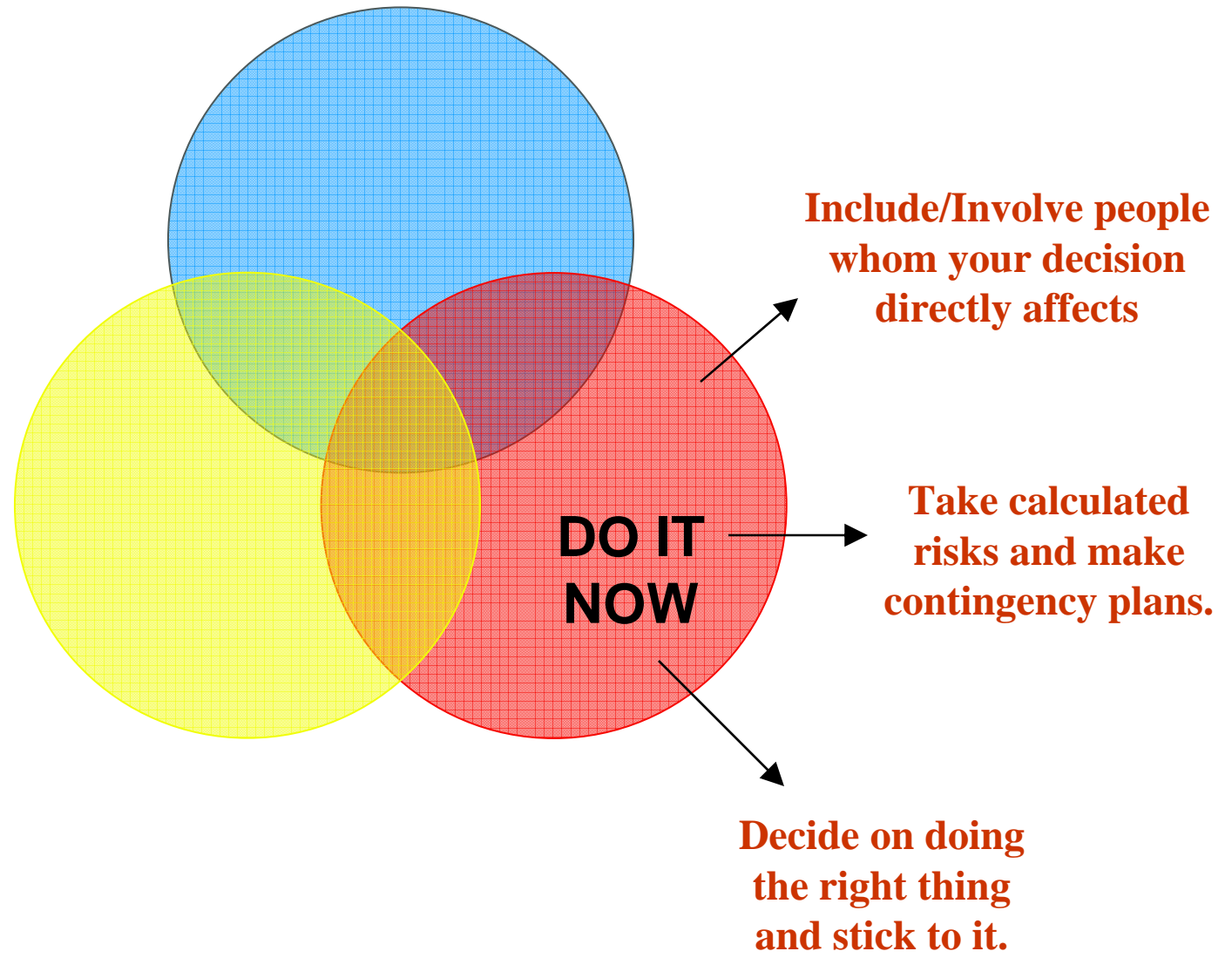
“Bliss or Bust”



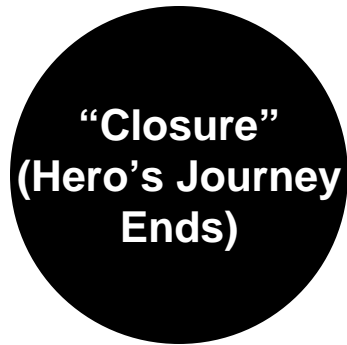
“Be a voice for MSLs; publish and speak about MSL abuses.”

SUCCESS

**Alignment with integrity, influence, recognition.
(no money – I didn’t think I’d make any during the 1st year)**



“Passion: a Phasic Phenomenon?”



1998 1999 2000 2001 2002 2003 2004 2005 2006 2007 2008

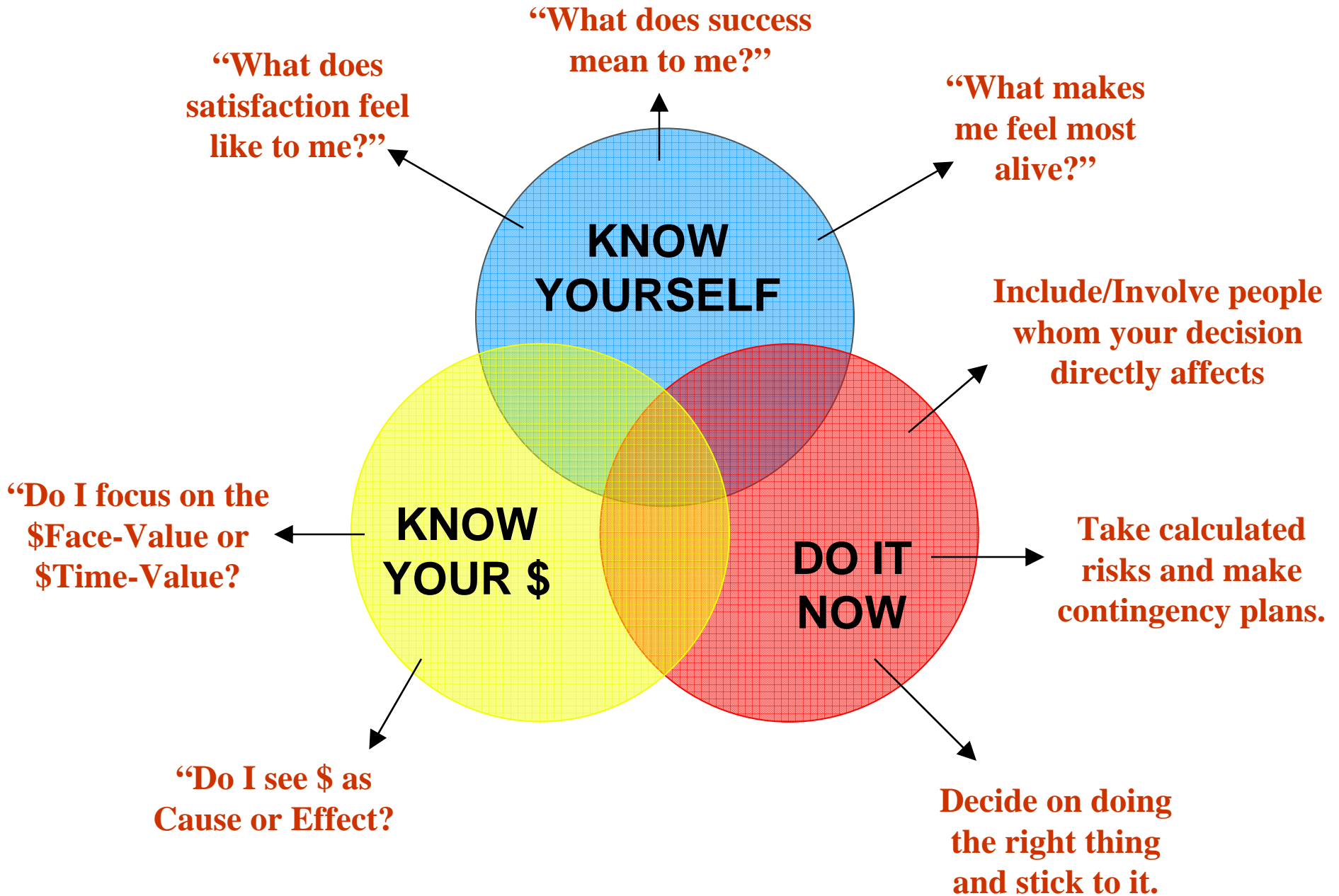
BLISS

“Identifying new ways to contribute and create value with my talents.”

SUCCESS

Alignment with integrity, influence, recognition, money.

SUMMARY



SUMMARY OF SYMPTOMS

“Something needs to change”

1. You don't connect.
2. You run away / procrastinate / distract.
3. You don't feel satisfied with “success”.

“Something is about to change”

1. Fear tightens its grip
2. Golden handcuffs loosen their grip
3. You feel like you're losing your grip on reality!

“Follow Your Bliss.”

BLISS

Identifying what I love, do it, and observe what happens (“is there a M.O.A. in creating success by following bliss?”). Enable others to design their own paths to personal and professional fulfillment.

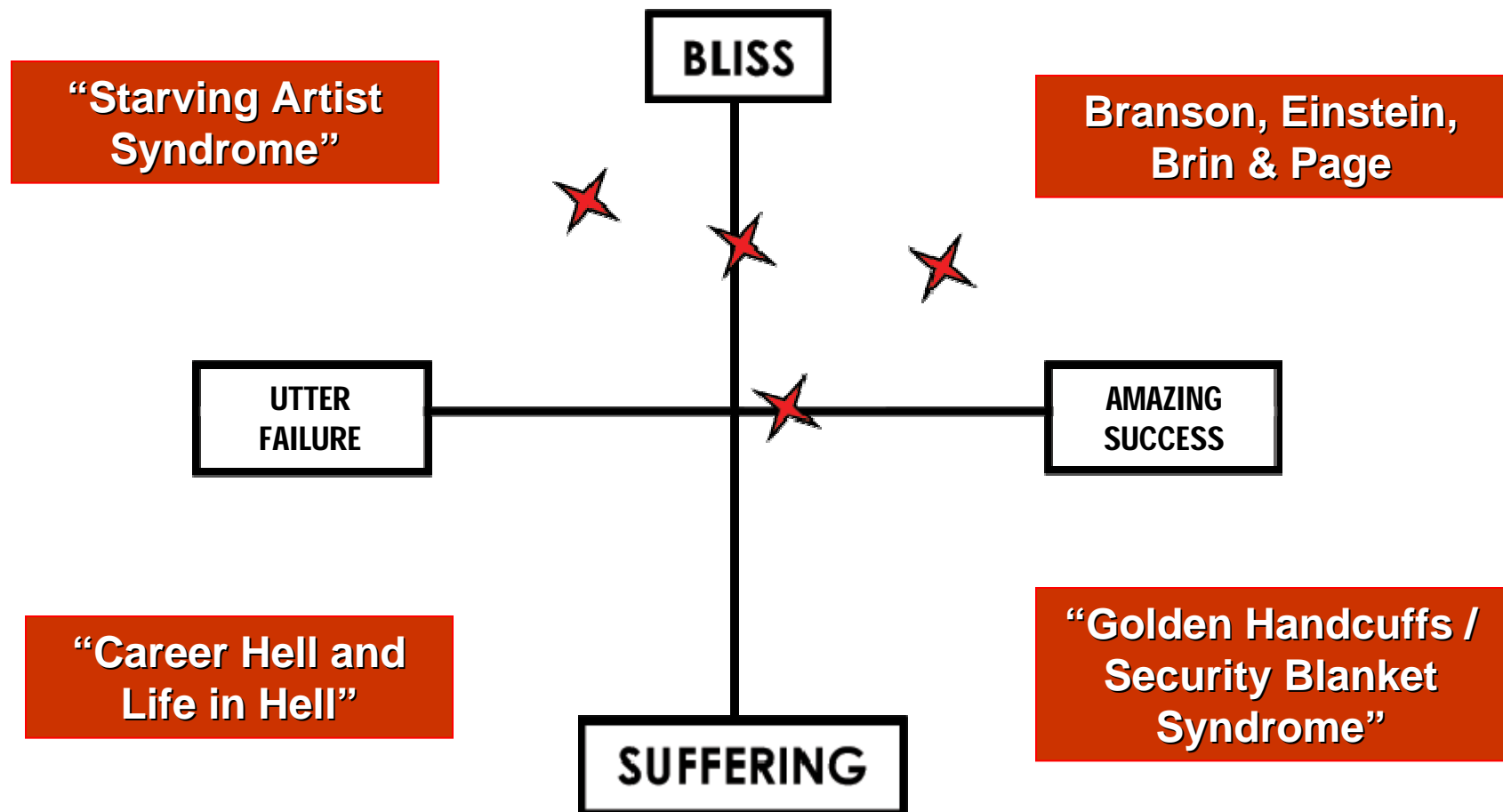


1998 1999 2000 2001 2002 2003 2004 2005 2006 2007 2008

SUCCESS

Alignment with integrity, contribute most value to most people.

Sample from Steering Committee



“What makes me feel most alive and how do I most significantly contribute?”

How will YOU answer?
(310) 542-5642
success@whatilovetodo.com

Photo credits: Images from <http://www.sxc.hu/> Photo of David Franklin from Dateline NBC website

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