



What If? Just A.S.K.

The Magazine

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• **Winter 2022**

What If? Just A.S.K.

Fall 2021

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1

The Philosophy

An understanding of the principles behind What If? Just A.S.K.

2

Key Skills

Why EEP

3

Occupational Spotlight

New section that will spotlight different occupations. This issue spotlights the Chiropractor

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1 The Philosophy

Rodney D. Brooks
and Breanne Brooks



We believe the A.S.K. tool is essential in helping individuals to think of and look at alternatives. We believe that forward thinking drives ultimate success. We also believe that without a fundamental methodology that it is possible to stay focused.

What If?

What if you could change, improve, or become an influence in those things you desired to embark on? Would you do it? If someone asked you how would you do it, could you tell them how?

Ask the Question

We dare you to ask yourself the question: “What if I could be or do whatever I dreamed of or felt inspired to do?” Everything starts with a question. The question is what challenges, motivates, and inspires you to take action. If you are not inspired to action, then action will not be taken. Since the question is “What if?,” then you are automatically challenged to see other alternatives or a better way of doing or envisioning things. So ask yourself...

“What If I...?”

Seek the Answer within Yourself First, and Then Use Your Resources

Challenge yourself to answer the question. The question is going to drive your passions and your beliefs, which mean the answer is going to come from within you. Seeking the answer from within also drives the “how.” The how is what stimulates your mind. This is what helps you to understand yourself and your passion for wanting to be the best, improving the situations that you want to see improved, and inspiring others around you to do the same. Your resources become a validation of what you may already have discovered within yourself. Your resources may also challenge you to think of other questions and to dig deeper into your question and its solution.

Know and Believe In Your Abilities

If you do not know and understand your abilities, then no one else will. No one knows you better than you. No one knows what you are passionate about and your dreams better than you. You can ask the question and answer the question. However, if you don’t believe that you can fulfill your dreams and do those things that you are passionate about or change those things that you would like to see changed, then it is time to start over and re-evaluate the question. Knowing and

believing in your abilities also helps you to improve on those abilities. It pushes you to be the best that you can be and it drives honesty within yourself. No one automatically has all the skills to reach their dreams or make the changes that they desire. It takes work, hard work. That work starts with learning and then constantly improving on those things that you need to improve on or make better and stronger. A better you means a better person for society! Now that you know the recipe for your success, your change, and your dreams; just A.S.K. and dare to make a difference!



Founders Rodney D. Brooks and Breanne E. Brooks

**“I find that the harder I
work, the more luck I
seem to have.”**

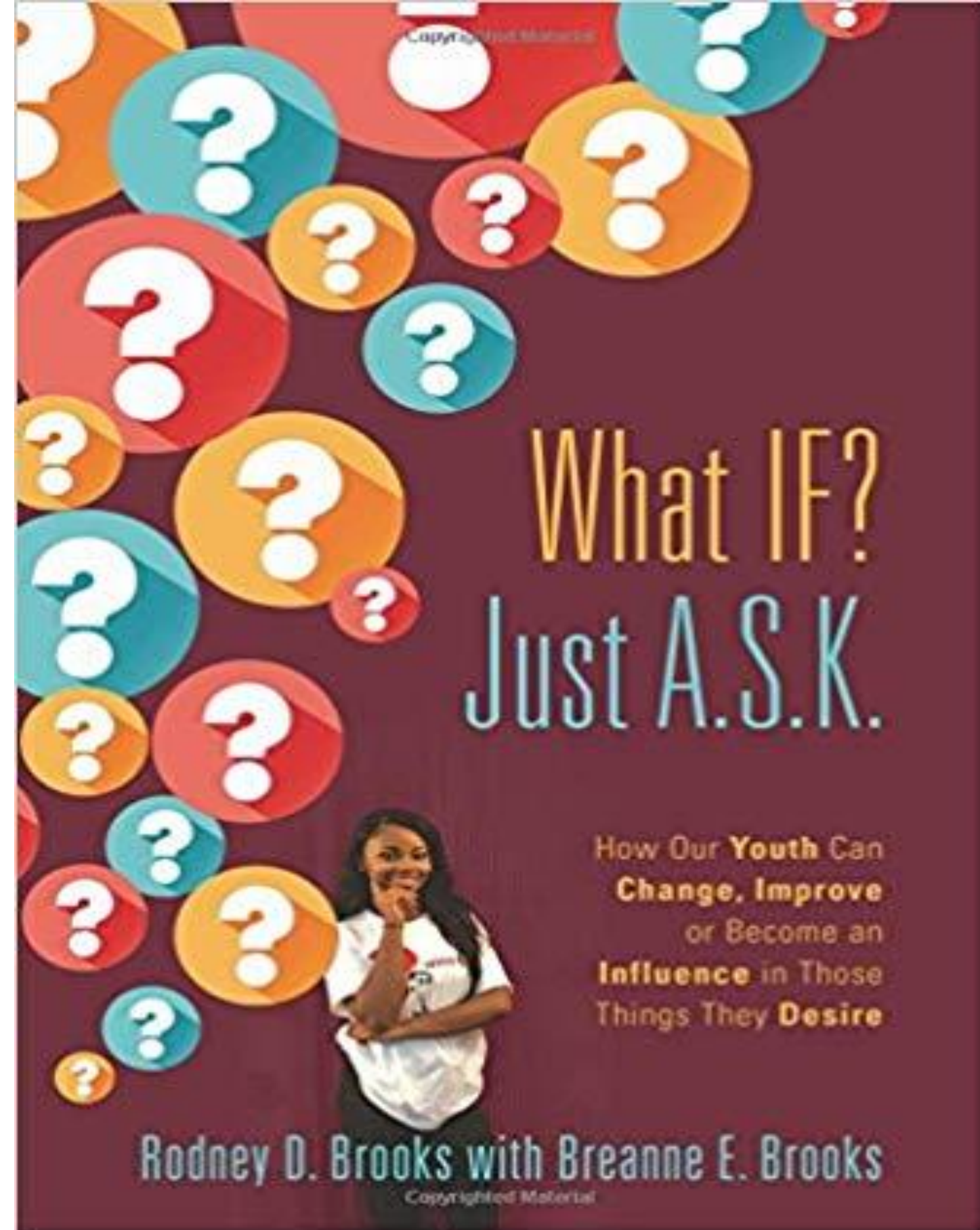
-Thomas Jefferson



W.I.?..J.A.-nnect
Career Center



One Stop Connection



<https://www.whatifjustask.com/wija-nnect-career-center-1.html>

Available online at Amazon, Barnes & Noble and other retailers

Why E.E.P?

by Rodney D. Brooks



What is E.E.P?.

E.E.P stands for Exploring, Engaging and Pursuing. We believe when it comes to an individual wanting to follow their dreams that these three elements are key. It is philosophy that drives one to action.

Exploring

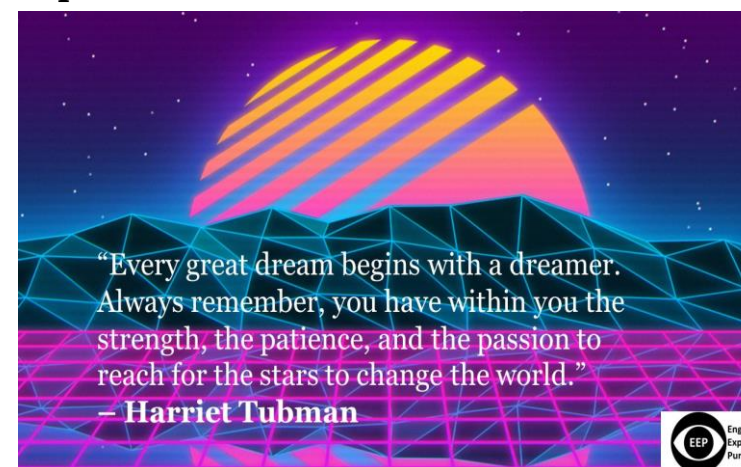
To explore means to Examine or Evaluate an option or possibility. You must continue to look at all the things that you can and want to be. Take the word can't out of your vocabulary. You have the ability to be what you want to be. But you must explore first.

Engaging

To engage means to Participate or Become Involved. You have to constantly be a part of your dreams. No one else can dream for you or truly tell you what your desires are. You must work each day towards your dream by learning, doing and preparing. Just exploring does not move you forward in your dream; you must be involved and focused. It is a commitment!!!!

Pursuing

To pursue means to follow. It is following in a manner that the whole purpose is to capture or get what you are following. It starts with a mindset that leads to action. When you are pursuing your dreams, you have laid down the groundwork by engaging and exploring and now it is time to capture.



So, Where do I start?

We have developed some great tools for you to use to help you get started and all you have to do is download them for your own use (at no cost). Just follow the links below.

The Dream Form – This form is designed to help you think about your dream and dig deeper into understanding them .
<https://www.whatifjustask.com/eep.html>

The A.S.K. Worksheet – This form is designed to help you ask the question what if I dreamed to be a It also helps you seek the answers within yourself and utilize your resources and it helps you to know and believe in your abilities to realize your dream.
<https://www.whatifjustask.com/eep.html>

Your Dreams are the Key for Your Life's Journey. It is the engine that moves and motivates you. It creates your passion. Fulfilling your dreams defines your success. We need you to explore, engage and pursue your dreams. All it takes is for you to A.S.K. "What IF I followed my Dream?"

A sunset over the ocean with a motivational quote. The sun is low on the horizon, casting a warm orange glow across the sky. The sky is filled with scattered clouds, some of which are illuminated with a soft pink and purple hue. The ocean is dark, with white foam from waves breaking on the shore in the foreground. The overall scene is serene and inspiring.

**Don't let the sun set on your dreams
without acting on them!!**

<https://www.whatifjustask.com>

**“There is only one thing that makes a dream impossible to achieve: the fear of failure.”
– Paulo Coelho**



As you embark on your quest to explore engage and pursue your dreams, keep in mind that failure is an option. If one doesn't try, then one can not achieve.

Michael Jordan

Jordan was cut from his high school basketball team — a heartbreaking experience for any teenager. Then he became one of the greatest basketball players in the history of the game.

He is the author of one of my favorite quotes about failure, one proudly displayed on the Failure Wall at my company: “I have missed more than 9,000 shots in my career. I have lost almost 300 games. On 26 occasions I have been entrusted to take the game winning shot, and I missed. I have failed over and over and over again in my life. And that is why I succeed.”

3

Occupational Spotlight

What are Chiropractors?

Chiropractors care for patients with health problems of the neuromusculoskeletal system, which includes nerves, bones, muscles, ligaments, and tendons. They use spinal adjustments and manipulation, as well as other clinical interventions, to manage patients' health concerns, such as back and neck pain.

Work Environment

Chiropractors held about 51,400 jobs in 2020. The largest employers of chiropractors were as follows:

Offices of chiropractors	64%
Self-employed workers	30
Offices of physicians	2

Chiropractors typically work in office settings. They may be on their feet for long periods when examining and treating patients.

Work Schedules

Most chiropractors work full time. Chiropractors may work in the evenings or on weekends to accommodate patients. Some chiropractors travel to patients' homes to give treatment. Self-employed chiropractors set their own hours.



Occupational Spotlight continued

Chiropractors typically do the following:

- Assess a patient's medical condition by reviewing the patient's medical history and concerns, and by performing a physical examination
- Analyze the patient's posture, spine, and reflexes
- Conduct tests, including evaluating a patient's posture and taking x rays
- Provide neuromusculoskeletal therapy, which often involves adjusting a patient's spinal column and other joints
- Give additional treatments, such as applying heat or cold to a patient's injured areas
- Advise patients on health and lifestyle issues, such as exercise, nutrition, and sleep habits
- Refer patients to other healthcare professionals if needed

Chiropractors focus on patients' overall health. Chiropractors believe that malfunctioning spinal joints and other somatic tissues interfere with a person's neuromuscular system and can result in poor health.

Some chiropractors use procedures such as massage therapy, rehabilitative exercise, and ultrasound in addition to spinal adjustments and manipulation. They also may apply supports, such as braces or shoe inserts, to treat patients and relieve pain.

In addition to operating a general chiropractic practice, some chiropractors specialize in areas such as sports, neurology, orthopedics, pediatrics, or nutrition, among others. Chiropractors in private practice are responsible for marketing their businesses, hiring staff, and keeping records.

Education

Prospective chiropractors are required to have a Doctor of Chiropractic (D.C.) degree—a postgraduate professional degree that typically takes 4 years to complete. In 2017, there were 15 Doctor of Chiropractic programs on 18 campuses accredited by The Council on Chiropractic Education.

Admission to D.C. programs requires at least 90 semester hours of undergraduate education, and some D.C. programs require a bachelor's degree for entry. Most students typically earn a bachelor's degree before applying to a chiropractic program. Schools have specific requirements for their chiropractic programs, but they generally require coursework in the liberal arts and in sciences such as physics, chemistry, and biology. Candidates should check with individual schools regarding their specific requirements.

A D.C. program includes classwork in anatomy, physiology, biology, and similar subjects. Chiropractic students also get supervised clinical experience in which they train in spinal

- assessment, adjustment techniques, and making diagnoses. D.C. programs also may include classwork in business management and in billing and finance. Most D.C. programs offer a dual-degree option, in which students may earn either a bachelor's or a master's degree in another field while completing their D.C.
- Some chiropractors complete postgraduate programs that lead to diplomate credentials. These programs provide additional training in specialty areas, such as orthopedics and pediatrics. Classes are taken at chiropractic colleges
- **Pay**

The median annual wage for chiropractors was \$70,720 in May 2020. The median wage is the wage at which half the workers in an occupation earned more than that amount and half earned less. The lowest 10 percent earned less than \$35,390, and the highest 10 percent earned more than \$137,950.

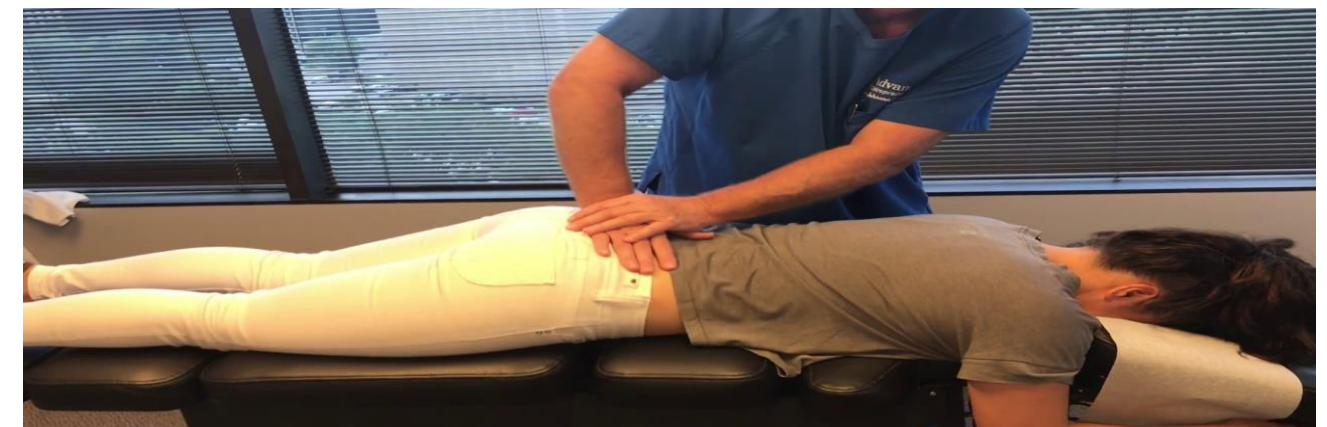
In May 2020, the median annual wages for chiropractors in the top industries in which they worked were as follows:

Offices of physicians	\$90,820
Offices of chiropractors	69,650

Job Outlook

Employment of chiropractors is projected to grow 11 percent from 2020 to 2030, faster than the average for all occupations.

About 1,800 openings for chiropractors are projected each year, on average, over the decade. Many of those openings are expected to result from the need to replace workers who transfer to different occupations or exit the labor force, such as to retire.



4

What is Ex4?

Ex4 are the tools that spark the imagination to your dreams through Empowerment, Enlighten, Expanding and Experience.:

What is empowerment?

Empowerment is the process of becoming stronger and more confident, especially in controlling one's life and claiming one's rights.

Empowerment can be given or developed by ones own self desire. Normally no one looks to empower another unless they see or believe that the person is one who can accept the task, responsibility and accountability. So although the answer is both the real underlying answer is that it developed within oneself.

If we go back to the definition of empowerment, we stated that it is the process of becoming stronger and more confident, especially in controlling one's life and claiming one's rights. This means one has to have a desire and focus within to improve themselves in a manner that the responsibility and accountability belongs to them.

Here are four things we believe can help you begin the empowerment process:

1. Focus

A key component to one empowering themselves is focus. Here we are speaking of the word as a noun. Focus means the center of interest or activity. You must become the center of interest for what you desire. All though others can help, but it is important that you have a true understanding that it is about you improving you.

2. Imagination

Your imagination can take you to great heights. All our lives we have been told to imagine the best, something good or something that we can achieve even though it may seem unachievable. If you imagine that each day you are becoming more stronger and confident in controlling the success that you imagine then there is a greater chance of it happening.

3. Make A to do List

This can be one of the most effective tools in helping you hold yourself responsible and accountable for improving you and achieving your goals. Writing down what we want to achieve and putting together milestones on when we want to achieve them helps to give us focus. That old saying out of sight out of mind is true. We need to ensure that are following our plan of action.

Garner Your Natural Talent

4. Garner Your Natural Talent

No one knows you better than you. You know your strengths and weaknesses. You know what you are good at and what you are not. Take inventory (write them down) and began to work on those things that are just natural to you. This is your comfort zone. We need you to truly harness the power of those things that you are good at. Also do a gap assessment as you look at those things you may not be good at. Look to improve on those that compliment or can improve those things that you are naturally good it. Doing these things we continue to help build your confidence in you and empower you to make the best you that you can.

What is Enlighten?

To enlighten means to give intellectual or spiritual understanding to; impart knowledge to others for their understanding. To be enlighten means to gain greater knowledge and understanding.

A key component to achieving your dreams and goal is to have a greater understanding of them and how to achieve them. That information does not always lie within in us. We can gather this deeper understanding through schooling, reading, and/or meeting with others who may have a greater understanding than we do.

It is very rare that one achieves their dreams, goals and objectives without some help, guidance or assistance. We do not recommend that you going in it alone. Use your resources to help you become the best you.

Your opportunity to fulfill your dreams and goals should not be short changed. The key lies within you to want to explore and learn things that you may not have known that will help you achieve your dreams and goal. Maximizing on those opportunities can take you to heights you have not known before.

What is Expand?

To expand means to become or make larger or more extensive.

Just think if you had the opportunity to:

- Make your dreams bigger
- Increase your knowledge
- Increase your opportunities
- Increase your kindness
- See more than you have seen before

Your dreams require you to expand. It is a prerequisite for dreaming. Your dreams and goal are something that requires you to go to the outer limits of where you currently are. If one does not expand then their dreams will not be fulfilled

continued - What is Ex4?

In order to expand, one must want to expand. You must be dissatisfied with your current state and believe that there is more for you. As with Empowerment and Enlighten; Expanding starts within you. You have to want it. It is not an automatic process; it is a manual process

What is Experience?

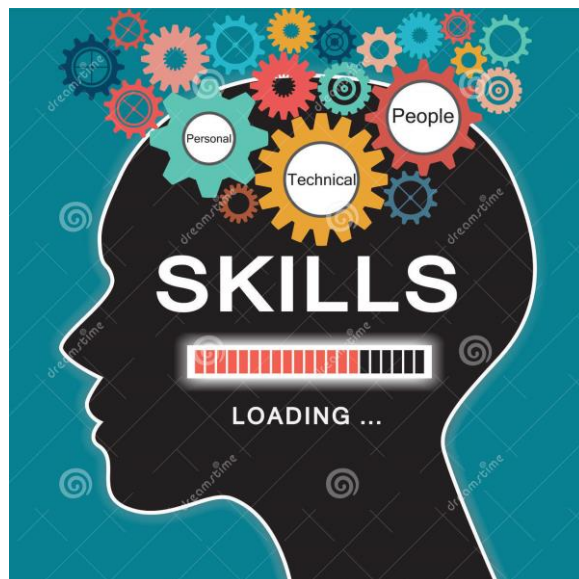
Experience is the knowledge or mastery of an event or subject gained through involvement in or exposure to it.

Most of the time we hear the word experience, and we immediately began to think of something we may not have. However, we all have experience in something. Life has given us a multitude of experiences on daily basis. We have look within and leverage those experiences that we have.

As we look to empower, enlighten and expand ourselves in our efforts to achieve our dreams we will definitely see that there are somethings that we are lacking or fall short on. It is called the “gap”. The gap is the difference in our current state and our future state (the realization of our dream. Through empowerment, being enlighten, and expansion we find ways to close the gap. Closing the gap does not happen overnight. It is a process.

Gap closure come in many forms. Education, hands on experience, being mentored, failure and just living. However, gaps don't just close themselves, it takes an effort. That effort starts within you.

Take control of how you want your experience to be. Make it a part of your to do list and achieve your dreams and goals.



5

What Is collaboration?

Collaboration is a process through which people who see different aspects of a problem can constructively explore their differences and search for solutions that go beyond their own limited vision of what is possible. And today it's more than groups of people working together as teams and communities. Collaboration generates new ideas and new solutions that emerge from the interplay of these perspectives, experience and knowledge that help us get work done, coming from people both inside and outside an organization, well-known and, yes, even strangers. We can have long-lasting collaboration—or short-term, formal or ad-hoc.

THREE TYPES OF COLLABORATION

Older models of collaboration tended to focus on teams and formal, structured collaboration. We have more options now. Here we explore three types of collaboration and how we might approach them as an organization

In **team collaboration**, the members of the group are known, there are clear task interdependencies, expected reciprocity, and explicit time-lines and goals. To achieve the goal, members must fulfil their interdependent tasks within the stated time.

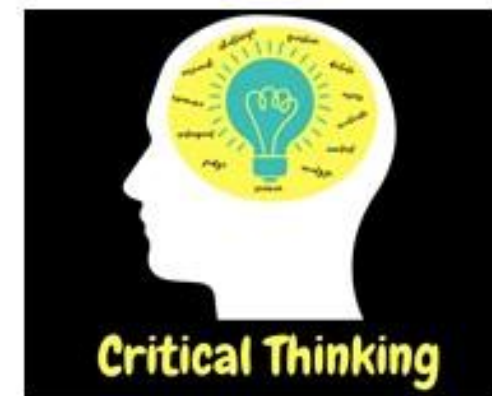
In **community collaboration**, there is a shared domain or area of interest, but the goal is more often focused on learning rather than on task. People share and build knowledge rather than complete projects. Members may go to their communities to help solve their problems by asking questions and getting advice, then taking that advice back home to implement in their teams.

Network collaboration steps beyond the relationship-centric nature of team and community collaboration. It is collaboration that starts with individual action and self-interest, which then accrues to the network as individuals contribute or seek something from the network. Membership and time-lines are open and unbounded. There are no explicit roles. Members most likely do not know all the other members. Power is distributed. This form of collaboration is driven by the advent of social media (tools that help us connect and interact online), ubiquitous internet connectivity and the ability to connect with diverse individuals across distance and time. It is a response to the overwhelming volume of information we are creating. It's impossible for an individual to cope on their own. So networks become mechanisms for knowledge and information capture, filtering and creation.





Community Service



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6 College Recruiting Outlook for 2022

Stewart Mease Executive Director, Employer Relations Wake Forest University

Entering 2022, the outlook for college graduates is as murky as it was in 2020 as the emergence of the omicron variant wreaks havoc to on-campus recruiting and threatens to stall a vibrant economy.

Nearly two years of virtual recruiting is completely changing how companies recruit college talent, and how career centers must adjust their programming and educational strategies to maximize outcomes for its students.

As virtual recruiting persists due to Covid coupled with cost and time savings, vendors (such as Handshake) are encouraging virtual events on their platform by connecting schools to create multi-school events. On-campus recruiting is becoming a relic of the past decade. Consider Handshake's claim that in 2019 78% of events were school-hosted compared to 47% in 2021.

Changes presents Challenges

This switch does have challenges for schools. First, many top tier schools that have leaned on target-school status by name-brand companies, are now facing greater competition from other schools to retain their market share. Employers have realized that through virtual recruiting, they can cast a wider net on Handshake and reach many more students they never were touching through the target school model. Second-tier schools, by simply being a Handshake-platform school, are now able to access opportunities that were before out of reach for their students. These students can now compete for opportunities once found only at top-tier schools simply by a concentrated effort to participate in open virtual recruiting events. Collectively, students at these schools are gaining market share with name-brand firms.

Meanwhile, students at top-tier schools must compete virtually to retain opportunities that have been commonly available on their local campuses, as well as obtain new opportunities to offset the loss of market share. This shift will likely result in a "long tail" of companies, as more firms will hire a fewer number of students than what previously occurred.

As a result, career centers must shift the content of their educational programs, alter their coaching techniques, and connect their students in new ways to the market.

Consider the following analogy. If a brick-and-mortar store stayed closed for two years and during that time started selling their product online, would anyone visit the brick-and-mortar store two years later? Why would a physical store exist if the same product can be bought and sold with less overhead? The question is will the same volume of product be bought or sold without a physical location by customers? Perhaps, but it will require different marketing and selling activities. Paid and organic search becomes more important instead of newspaper ads and sidewalk billboards. So is the case with college recruiting. No longer is a tailored suit, shaking hands and working a room the focus rather it's being able to "present in a box" and understanding how to use Handshake technology. Career centers will have to pivot to stay open for business.

Data Insights

One positive trend from virtual recruiting is now all activities are online and therefore measurable. These datasets can now provide never-seen-before insights on the actions of students in their pursuit of employment opportunities. This data, visualized and analyzed, can provide a roadmap for all constituents to create more market equilibrium and efficient uses of time in the job search process.

Data analysis has discovered some interesting insights. From July 1 to December 15, the year-over-year change in Total Applications to postings in the Handshake system increased 15%, and the number of unique student applicants also increased 18%. While these increases are encouraging, it pales into comparison to the increase in total postings - 103% or 56,618 during the same time period. These postings were generated from 8,548 unique employers - a 66% increase. What's most striking is that only 10% of the total opportunities available to students in the Handshake system had at least one application. Thus, 90% of all postings did not attract a single applicant.



“Successful and unsuccessful people do not vary greatly in their abilities. They vary in their desires to reach their potential.”

– John Maxwell

A sunset over the ocean with a motivational quote. The sun is low on the horizon, casting a warm orange and yellow glow across the sky. The sky is filled with scattered clouds, some of which are illuminated with a soft pink and purple hue. The ocean is dark, with white foam from waves breaking on the shore. The overall scene is peaceful and inspiring.

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“You have enough to
create what you
want.” — **Lailah Gifty Akita**



Engage
Explore
Pursue

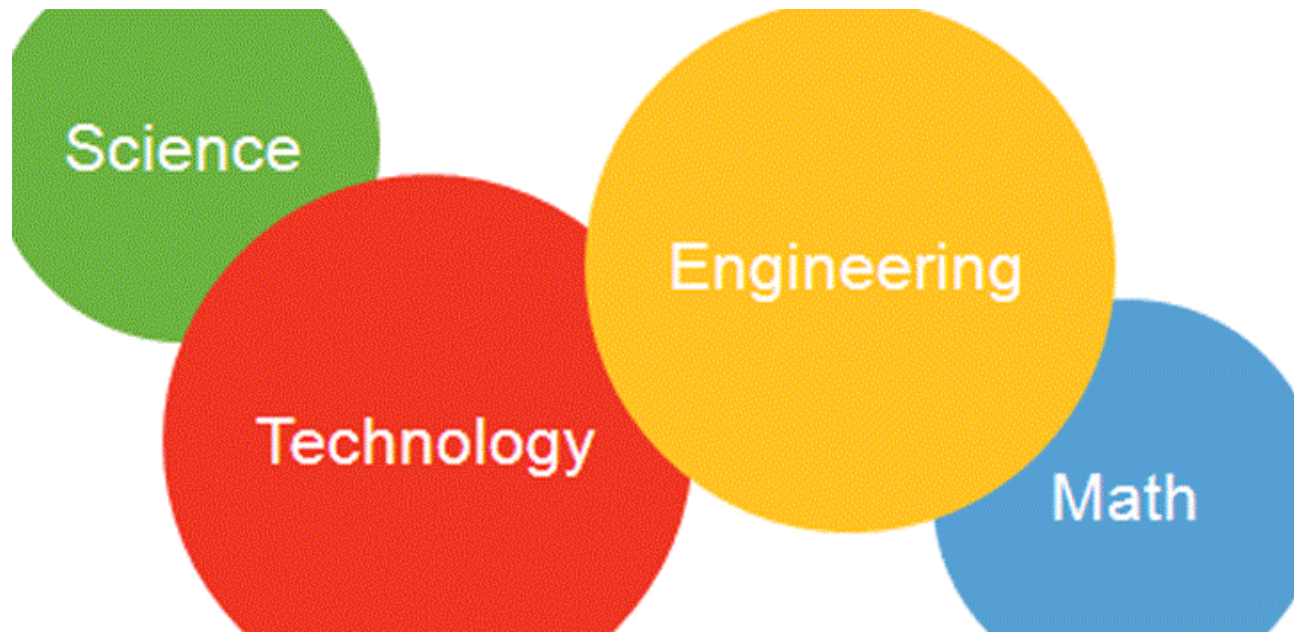
How adaptable are You?



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7 | What is STEM Education?

Elaine J. Hom, LiveScience Contributor



STEM is a curriculum based on the idea of educating students in four specific disciplines — science, technology, engineering and mathematics — in an interdisciplinary and applied approach. Rather than teach the four disciplines as separate and discrete subjects, STEM integrates them into a cohesive learning paradigm based on real-world applications.

Though the United States has historically been a leader in these fields, fewer students have been focusing on these topics recently. According to the U.S. Department of Education, only 16 percent of high school students are interested in a STEM career and have proven a proficiency in mathematics. Currently, nearly 28 percent of high school freshmen declare an interest in a STEM-related field, a department website says, but 57 percent of these students will lose interest by the time they graduate from high school.

As a result, the Obama administration announced the 2009 "Educate to Innovate" campaign to motivate and inspire students to excel in STEM subjects.


This campaign also addresses the inadequate number of teachers skilled to educate in these subjects. The goal is to get American students from the middle of the pack in science and math to the top of the pack in the international arena.

STEM jobs do not all require higher education or even a college degree. Less than half of entry-level STEM jobs require a bachelor's degree or higher. However, a four-year degree is incredibly helpful with salary — the average advertised starting salary for entry-level STEM jobs with a bachelor's requirement was 26 percent higher than jobs in the non-STEM fields, according to the STEMconnect report. For every job posting for a bachelor's degree recipient in a non-STEM field, there were 2.5 entry-level job postings for a bachelor's degree recipient in a STEM field.

Much of the STEM curriculum is aimed toward

attracting underrepresented populations. Female students, for example, are significantly less likely to pursue a college major or career. Though this is nothing new, the gap is increasing at a significant rate. Male students are also more likely to pursue engineering and technology fields, while female students prefer science fields, like biology, chemistry, and marine biology. Overall, male students are three times more likely to be interested in pursuing a STEM career, the STEMconnect report said.





A continuous purifying and refining of your ideas will eliminate those things that don't support them.

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8 Top 7 Lessons for Young Entrepreneurs - Revisited

Building a small business can be among the most challenging tasks for entrepreneurs. Building a powerful establishment that will last for decades is a herculean task. However, with the right set of attitude, determination, and a singular mindset, one can achieve any task regardless of the hardships.

Young entrepreneurs may have the right set of attitudes and determination, but they still need appropriate guidance and lessons to set them in the right direction to achieve their goals. Young entrepreneurs are ready to tackle any obstacles in their path, but they can still learn a lot from businesses that have been around for a while.

Whether these aspiring youngsters are interested in learning more about analyst ratings today or have a keen interest in building a small establishment for themselves, there are some helpful lessons they can learn from well-established businesses that have been around for a while. Let's look at the seven life lessons these businesses can offer to young entrepreneurs. [Entrepreneurship](#), [listen to audios](#), [watch videos](#), [read journals](#), [blogs](#) and anything you can lay your hands on.

1. Right People Are the Most Important Assets

You may be able to get things going by yourself, but you need the right people as your backbone to build a long-lasting empire. All successful businesses pay special attention to retaining their most important people and treat them as irreplaceable assets for the company.

The right people will be there to push you forward and help with networking, a unique perspective on business processes, and a diverse set of skills to boost your business.

2. Failures Are the Steppingstone to Success

Giving up is the worst thing a young entrepreneur can do when faced with obstacles and failures. All the modern-era businesses that have survived the harsh business climates and failures will tell you the importance of treating your failures as learning opportunities. All empires are built on failures, and these failures should motivate you to do better rather than giving up.

3. Focus on the Bigger Picture

Just because your start-up is successful doesn't mean that you should part ways with creativity and progress. Focusing on the bigger picture will help propel your business to the heights of success, and you will be able to access a wider array of opportunities and untapped markets.

Slowing down or getting sidetracked by minor issues will slowly engulf your business, and, eventually, you will fade away. To move forward, young entrepreneurs must focus on the bigger picture and learn to prioritize their goals and objectives.

4. Communication Is Elemental for Success

All the successful business will reiterate the importance of effective communication and its role in young entrepreneurs' success. With the right channels of communication and full transparency among different team members, your business won't fail. Therefore, effective communication should be your number one priority before optimizing other business processes and goals.

5. Practicality Is Your Best Friend

We would all love to build castles in the sky, but practicality will help young entrepreneurs understand and meet the market demands. Rather than investing your time and resource into unrealistic goods and services, you should focus on what the consumers want and seek to meet ongoing market demands.

Creativity and innovation is always the key to

success, but innovation should be deep-rooted in practicality. It would help to understand what the customers want from you and meet their expectations with practical solutions.

6. Perfection Will Corrode Your Progress

Perfection is the enemy of done and it stands in the way of progress. When you adhere to perfection and seek fine-tuning of existing assets and accomplishments, your vision is impaired, and you fail to see the countless other ventures and opportunities knocking at your door.

The need for perfection corrodes your business vision. Successful entrepreneurs and businesses will tell you to keep moving forward while simultaneously moderately fine-tuning your accomplishments.

7. Keep Learning and Keep Moving Forward

All the successful businesses have one important advice for young entrepreneurs: keep learning, improving, and moving forward in the right direction. Rather than staying still like a pond, you should transform yourself into a river and improve yourself to improve your business.

When you stop learning, you stop evolving. When you stop evolving, you are left behind in your competitor's dust. So stay current, stay in sync with the current advancements, and keep learning to move forward with the world.



**Connect your
dreams and
ideas with
expectations,
solutions, and
execution**

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