

REENTRY PACKET

Your Customized Guide to Support your Successful Transition



National Web-based Reentry Resource Center

www.fairshake.net

This Reentry Packet has been customized for: **Darrious M Molina**

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Write Your Business Plan!

This text is from the Small Business Administration website:

<https://www.sba.gov/business-guide/plan-your-business/write-your-business-plan>

Traditional business plan format: When you write your business plan, you don't have to stick to the exact business plan outline, but it would be wise to use the sections that make the most sense for your business and your needs. Traditional business plans use some combination of these nine sections.

Executive summary: Briefly tell the reader what your company does and why it will be successful. Include your mission statement, your product or service, and basic information about your leadership team, employees, market and location. Include a brief financial summary and plans for growth, especially if you plan to ask for financing.

Company description: This is where you will share detailed information about your company. Be specific. Describe the problems your business solves. Describe the consumers, organizations, and businesses your company plans to serve. Explain your competitive advantages. Are there experts on your team? Have you found the perfect location for your store? Why are you so passionate about the product or service to see the project through to become a solvent business? This is the place to extol your strengths.

Market analysis You'll need a good understanding of your industry, what is in store for the future, and your target market. Competitive research will show you what other businesses are doing and what their strengths are. In your market research, look for trends and themes. What do your competitors do? Why does, or doesn't it work? Can you do it better?

Organization and management: Describe how your company will be structured, who will run it and how it will be managed. What is the legal structure of your business? A C corporation, S corporation, B corporation, a non-profit corporation? Will you have a partnership? If not, will you simply be a sole proprietor or possibly a limited liability company (LLC)? Consider all options before you file with the IRS or state regulators.

Use an organizational chart to lay out who's in charge of what. Describe the qualities each team member will bring to contribute to the success of your venture. Consider including resumes of key team members.

Service or product line: Describe what you sell or what service you offer. Explain how the product or

service benefits your customers and what the product lifecycle looks like. Share your plans for owning your intellectual property, like trademark, copyright or patent filings. If you're doing research and development for your service or product, explain it in detail.

Marketing and sales: There's no single way to approach a marketing strategy. Your strategy should include the reception for your audience and your advertising outlets. It should also include flexibility should your product, service or messaging need to change slightly. How will you attract and retain customers? Where and how will you sell your products or services? Be clear! You'll need to refer to this section later when you share your financial projections.

You'll refer to this section later when you make financial projections, so make sure to thoroughly describe your complete marketing and sales strategies.

Funding request: Your goal here is to clearly explain your funding needs for the next 5 years. How much will you need? What will you use it for? Demonstrate how your profits will keep your business fluid while you're able to pay off a loan. Or would you prefer to take on investors? Give a detailed description of how you'll use your funds. Specify if you need funds to buy equipment, materials, cover payroll or other specific bills. Include your strategy for paying off debt or selling the business.

Financial projections: Here you want to convince the reader that your business plan is stable, will remain solvent and will be a financial success. List the collateral you will put up against a loan. Provide a prospective financial outlook for the next five years. Include forecasted income statements, balance sheets, cash flow statements, and capital expenditure budgets. For the first year, be very specific. Use monthly projections if possible. Make sure to clearly explain your projections, and match them to your funding requests. This is a great place to use graphs and charts to tell the financial story of your business.

Appendix: Use your appendix to provide supporting documents or other materials were specially requested. Common items to include are credit histories, resumes, product pictures, letters of reference, licenses, permits, patents, legal documents, advertisements from competitors, trade news about your product, materials, or services, any contracts you may have now or which are on the table.

Tips for Writing a Business Plan



What is a business plan and why do I need one?

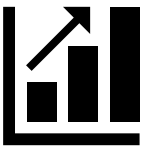
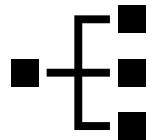
A business plan describes the strategy that the creators of an organization plan to follow as they build a new business...for instance, what steps will you take to start the business, and then what steps will you take to grow the business? The plan includes a description of the products or services that will be offered by the business, the customers, location, competitors, anticipated expenses, profit margin, plan to bring in employees, licensing or other special requirements and details specific to each industry, such as product shelf life and or cost of training staff. It should be written as a 3-to-5-year plan that includes short term and long-term goals. A business plan includes the mission statement and the vision for the organization. Use them to guide your structure and strategy. Business owners who need funding from another source to start the business – whether loans, grants or investors – will need a business plan to convince the grantors, lenders or investors that the business is a good investment.

A BUSINESS PLAN IS USUALLY REQUIRED TO OBTAIN FUNDING OR ATTRACT BUSINESS PARTNERS.

Is a business plan good for anything besides applying for funding?

Certainly. A business plan will guide you through the beginnings of your business. It will serve as a guide to get started, a measuring tool to keep you on track and a tool box notice problems and address them when they arise.

A business plan helps you monitor your cash flow, time and production rate to help you capture all of the aspect of creating your goods or services. It can be helpful in securing employees so you can attract a team that clearly sees and embraces your vision. It also provides a vision for potential partners or complementary business relationships, which can grow your business, or improve the environment for your business category.



If you can, incorporate graphs, charts, and visual displays of research, statistics and projections. They help readers stay engaged and visual descriptions appeal to different learning styles. They can also provide quick references.

Be prepared to make changes as the business develops!

Business Plan Basics:

- 1. Executive summary**
- 2. Company description**
- 3. Market analysis**
- 4. Organization and management**
- 5. Describe your services or products**
- 6. Marketing and sales goals**
- 7. Request funding**
- 8. Financial projections**
- 9. Appendix**



Managing Anger

Flying off the handle sometimes causes hammers and humans to lose their heads...as well as their effectiveness. ~ William Arthur Ward



Everyone gets angry.

We are all familiar with anger; we see it demonstrated frequently. We see angry people in TV shows and movies; we hear angry politicians and radio hosts. Sometimes we experience anger with others around us, and we also experience anger in ourselves.

People sometimes try to use anger to solve problems or to relieve stress...but that often creates more problems, more stress and even more anger.

We can't eliminate anger, but we can manage it. We can make it a useful tool instead of one that demolishes relationships and other things.

Anger is often glorified as a key to unlock hidden strength and passion. Anger *feels* powerful.

Power alone is not good or bad. We need to feel powerful to feel capable. Feeling powerful is an important element of our American cultural self-image. But power alone...without caring emotions such as reflection, kindness, and humility...can cloud our perception of situations, others, and ourselves.

When we feel painful emotions such as sorrow, or hurt, because we've been rejected, disrespected, offended, forgotten, etc., we can find ourselves feeling like we have a loss of power. To try to reduce our discomfort, sometimes we respond with a powerful emotion like anger.

It's hard for us to feel pain! We are 'wired' to go toward pleasure and away from pain. Anger feels like it stops pain - at least momentarily.

The process of dealing with painful emotions is very hard and requires a great deal of strength and self-control. We become more powerful, capable and intuitive as we develop deeper problem-solving skills and tools for life's constantly challenging situations. Used positively, anger can help us realize deeper feelings about things so we can construct ways to avoid anger in the future.

Processing anger-energy through 'venting' (to ourselves; not others!) can be beneficial for focusing on and clarifying a problem. If we can be critical and clear about what is going wrong, we can then drive ourselves to go deeper to get the picture of what it would look like to go 'right', and then we can make changes to turn the situation around. Once we deeply reflect on the situation, other people's points of view (if applicable), and our deeper feelings, then we can see what we can do to make things better. We can then show others how we'd like to be treated!

Many of us experience a great deal of discomfort when we disagree with others. Many of us were not taught the value of listening or engaging in friendly arguments or debates. We say we believe that another person's opinion can be as valid and 'right' as our own, but do we mean it? For *every* person? Believe it or not, it's possible for people with opposing view points to work together to create the best possible solutions!

Anger needs to be expressed, yet aggressive displays of anger can result in violent eruptions that further hurt us socially, mentally, and physically. We need to find ways to process our emotions effectively. An out-of-control outburst could cost us a job. Or worse.

A hammer is a great symbol for anger because hammers can demolish....and they can build!

When we feel our anger building we need to stop and recognize triggers that can seize control of our power.

When you feel anger building, try to remember to:

- Take a breath (or many!)
- Identify
 - o your TRIGGER (what upset you? And then look again...was it something deeper?)
 - o your FEELING (how do you feel about what is upsetting you?)
 - o your REASON (why does it bother you and what is the best way to resolve this?)

Then ask yourself some questions about how and when you get angry. Questions like:

- Do I always get angry about this issue?
- Could I have seen this coming?
- Could I have avoided feeling angry by taking a different approach to this situation?
- What is my goal here? What do I hope to achieve?

Blaming others for our anger or frustration seems like an easy way to solve our problem: we want to say that someone or something “did this to me”. But blaming leaves us powerless and ineffective! How can we expect a situation to improve - in the way we would like to see it improve - if we put the task on someone else?

Did you know that no one else can *make* us feel angry? We choose to respond with blame and/or anger...and we can choose a different response. We are FREE to improve our relationships and live without rage when we decide to deal with our feelings in effective and purposeful ways.

Consider deeply what makes you angry and why. DIG for the answer that will transform anger!

Here are a few examples:

Why do I feel angry when others try to tell me what to do?

- Do I feel disrespected? As if they think I haven't thought about something carefully?

Why do I feel angry when it feels like others don't listen to or acknowledge me?

- Do I believe they think that my opinion is not valid or important?

Why do I feel angry when others are not respectful of an agreement we made?

- Do I feel like they think I am less important than they are?

Why do I feel angry when I stub my toe?

- Am I embarrassed because I missed something right in front of me?

Why do I feel angry when other drivers make travel difficult?

- Do I feel they are selfish, dangerous, disrespectful, and not paying attention?

Can you find the solutions you are looking for in your answers?

Be aware of your temper: your 'anger energy'.

Here are some ideas to help you keep your temper under control:

- **Try the Thermometer Technique** - Imagine your temper is red mercury in a large thermometer. When you're HOT, don't react! Wait until you are 'cool' to respond.
- **Count to 10, or 100!** – Count...and think of a time when you were calm and relaxed....to take your mind out of the immediate situation. Counting is an anger management tip that has worked for centuries! The Roman poet Horace (65 - 8 BCE) said, "When angry, count ten before you speak; if very angry, one hundred."
- **Inhale deeply** - Can you breathe so deeply that you get clean air deep down into your belly? Walk outdoors if possible! Your brain and your body work better with fresh air and plenty of water. Be sure to communicate with anyone you might be in a confrontation with that you are not leaving the problem; you're just clearing your head.
- **Exercise!** - Daily exercise allows you to work out stress. When you have less stress, you will feel angry less often. Regular exercise, including yoga and meditation, help you stay centered and keep things in perspective.
- **Vent** - Finding a safe spot to articulate your feelings...and maybe even yell (I find this particularly effective when I hammer my finger) can relieve enough stress to see the problem - and the solution - more clearly. Do not 'blow off steam' when anyone is nearby. Instead, go to the basement alone, or ride your bike and talk to the wind, or even stomp on a few aluminum cans to relieve frustration.

Our best way of dealing with anger is to find ways to make it useful. A powerful example is when someone uses the energy from anger to find the courage they need to protect someone who is being harmed!

Be Careful - When anger turns into poison: Sometimes we think that being angry and bitter all the time means we are smart, savvy and aware of the ways in which people and the media want to persuade us; as if it shows we are 'on to them'. Soon we are cynical, crabby people and, although people may think we are smart, they also think we are 'haters' and don't want to hang out with us. It's hard to have fun with angry people.

Sue's Anger Story

I live in a small town. We see our neighbors out and about and everyone knows I frequently ride my bike on the nearby bike trail. My dentist has an office just across the street from our bike trail and sees me on it all the time. He also likes to exercise outdoors; he runs.

One day I went to see my dentist for a routine check up. I enjoy talking with the staff when I'm there. When he checks my teeth we often 'catch up' for a minute, too.

After one of these friendly little chats, my dentist stood up and told me that his white coat identifies him as a health authority and said: "in the interest of health I have to tell you that I think you should wear a helmet".

I told him that I consider wearing a helmet sometimes, but most of the time I am comfortable - and prefer riding – without one.

I wish our discussion would have stopped right there.

Instead, he continued by saying "It's not like you're going to find a date out there." *WHAT?* I sat there, stunned, and thought: *Did you just say that? To a paying customer??? Is that sexist, or just stupid?*

Apparently he did not think that was enough because he went on to say: "My wife just broke her pelvis riding her bike. Of course, the helmet did not protect her, but if she would have hit her head it would have." *REALLY???* Well, now I was outraged!!! I yelled at him in my mind: *Your wife's injury has NOTHING to do with wearing a helmet! You don't even know what kind of a rider I am! You don't know that I have fallen a lot and I know HOW to fall!*

Out loud I said "I know that you think you are showing me that you care..." but in my mind I thought: *but I will never sacrifice my ability, confidence or strength to pander to your controlling and unjustified fears.*

Even though I was piping mad, I held my tongue and went out for a bike ride. I talked sternly to myself - out loud - in to the wind. I may have cussed. I talked and talked ...to him...to me...to really work through my frustrations to understand WHY I was so angry and upset.

It all came flooding in: I was disrespected! I was treated like I was stupid! Like somehow being a dentist makes him a 'health authority' over me? Like I've never considered wearing a helmet before. Looking for a date? Really? He did not ask what I thought, he just told what he thought and expected me to comply.

So...what did I do? Well, it took me until my next appointment to decide.

I considered going in and talking with him. I also considered sending a letter stating that I was so offended that I will no longer be a patient. I considered making a point to have a talk with him the next time I go in for a check up. And then I considered saying nothing and just letting it go.

But wait! That answer was clearly *not* an option. I realized I needed to tell him that I want to be respected.

I mean, if I really want to resolve my anger - to eliminate this frustration of disrespect - well, then I must talk with him; to help him realize how to understand that 'caring' can feel an awful lot like 'controlling'. How could he know if he didn't hear my point of view? I realized he needed to hear how thin and lame his arguments were so he could see things differently, *and* respect that I am also a health authority...of me! I have been healthy for nearly all of my 50 years. So I resolved to discuss this with him during my next appointment.

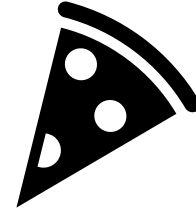
I have also realized that the *KA-BAM* burst of 'anger energy' from my frustration would be best reserved for bike rides, walks and other forms of physical release.

I've been working on using my "angry energy" appropriately for most of my life. Every year my new year's goals are 'be kinder and more patient'. I will not need another resolution; I still have a long way to go. This is big, tough, complicated work!

The first step to managing your anger is to decide that your anger will no longer be used for demolition; that your feelings of anger will only be used to construct new, better alternatives to challenges! Then you're ready to fully utilize the many great anger management resources available to you.

I wonder if my dentist would have told me I needed a helmet if I rode to his office on a Harley.

INFLUENCE



Mmmmm...I can almost taste the steamy, hot pizza slice on the television screen. I know that what I see is just an image, but my mouth still waters. My mind and body have been influenced by advertising which, hopefully, will be short-lived.

Throughout our lives, and often unconsciously, we are influenced. Events, experiences and ideas can change our life without our permission (especially throughout our early years!). As we get older, we start to learn that we have some power to decide how things influence us. We still mostly react to what comes at us from friends, family, co-workers, other people in the world, movies, advertising, television, social media, weather, animals, history, our projections (including fear, expectations and overconfidence) and much, much more...but by our teens we learn that we can call BS on something we don't think is right.

We influence others, too, of course: we smile, we say a kind word or a cruel word, we try to convince others to see our point of view.

Popular culture encourages us to believe we are easily influenced. We are pummeled with TV advertisements telling us to 'ask our doctor' to give us drugs...but then the newscasters tell us that the Sackler family is responsible for our addiction. What no one says is that we can say 'no' to the whole game. You won't see an ad or a news story telling you that you don't need to buy one product or service to share your unique and awesome power and gifts with the world!

We are persuadable, certainly, but we can push back on at least some of what we don't like. We can be stubborn and immovable when we feel it's important. We can learn to include our intentions in our response, reducing the likelihood that these powerful attempts to influence us will distract us from our goals.

In our early years we were not able to choose the impact of the influencers. We were shaped by them. In our early teens, we were told that our choices were limited and we should just comply with the status quo: to believe authorities and experts know what's best.

But we're fickle. We may hear, we may comply, and play the part, but many of us today find ways to be our authentic selves. Sometimes we are accepted for being different, but often we are encouraged to fit into a group. Our boundaries are useful here; we can be open to ideas – even when they are delivered by a powerful persuader, but then we can stop...and think! We can 'hear them' and then – if we wish – we can defend our perspective, our ideas, our choices.

Influencers only have the power that we give them.

"Between stimulus and response there is a space.

In that space is our power to choose our response.

In our response lies our growth and our freedom."

- Viktor Frankl

"No one can make you feel inferior without your consent."

- Eleanor Roosevelt

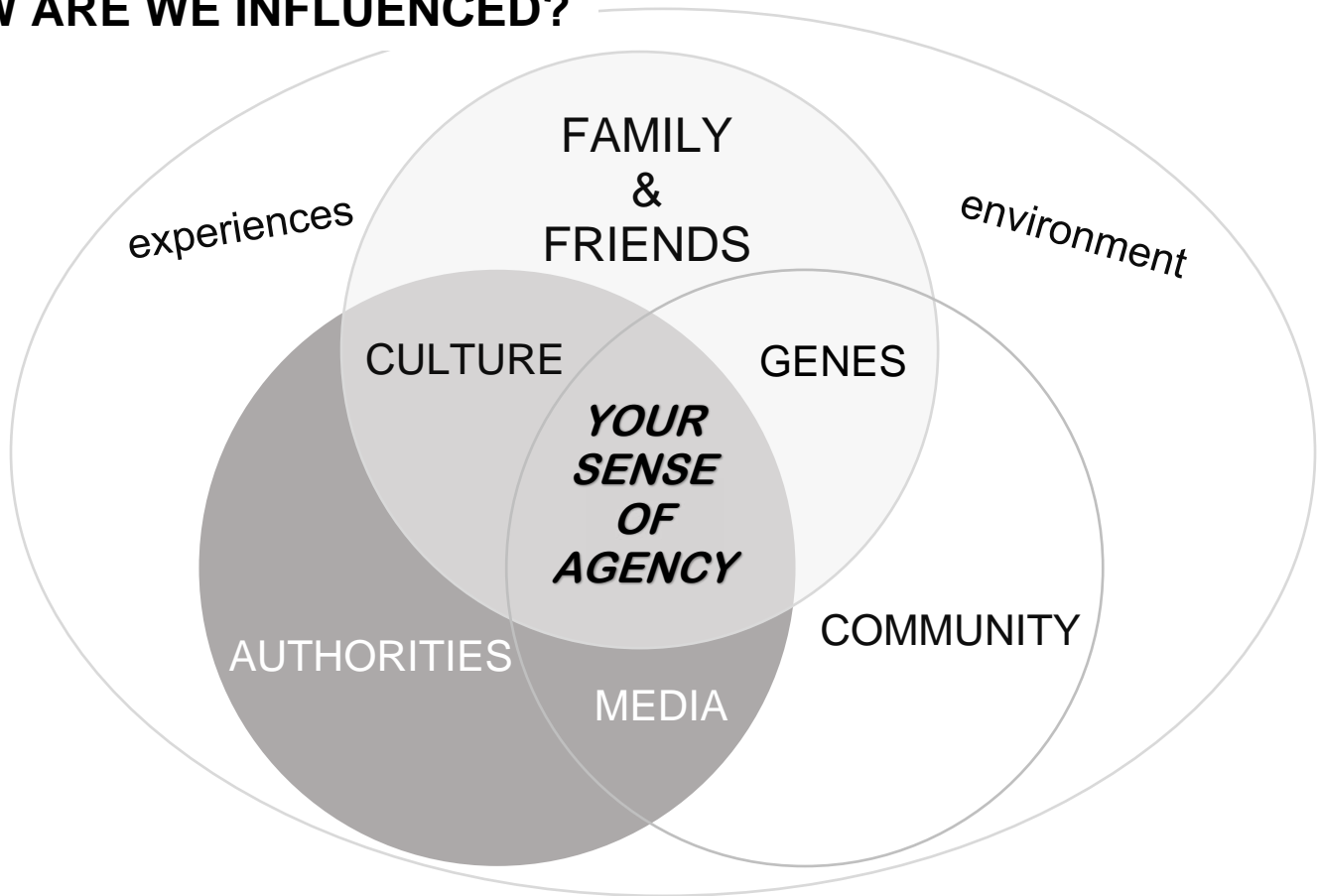
Shortcuts to Remember Cialdini's Principles of Influence (formerly 6, now 7!)

1. **Reciprocity:** We feel obligated to return favors. For instance, if a sales person gives us something, we are more likely to say 'yes' to them.
2. **Scarcity:** We value things more if they seem scarce: this includes objects, information, food and opportunities.
3. **Authority:** We believe what experts say (the experts that we believe are 'trustworthy and credible').
4. **Commitment & Consistency:** People want to be consistent with what we've said or done in public.
We are most likely to do what is consistent with what we've done in the past.
5. **Social Proof:** We trust the power of the crowd and like to be associated with popular things.
6. **Likability:** We like those who are like us. We say yes to people that we like by how they act or how they look.
We are also more likely to say yes to people when we have things in common with them, receive complements from them, or share a cooperative endeavor with them.
7. **Unity:** What people have in common. "Inclusion fitness." Increased oneness and shared aspects of identity which reduces 'otherness' (Sue: one way to interpret our ubuntu nature ~ :)

Based on Robert Cialdini's **Influence: The Psychology of Persuasion - New and Expanded** (2021)

For more information on this topic, see Resisting Influence on page **xx**.

HOW ARE WE INFLUENCED?



YOUR SENSE OF AGENCY and FEELINGS OF SELF-EFFICACY

Your belief in your ability to control your destiny. This includes creating and maintaining clear boundaries.

FAMILY & FRIENDS: Love and acceptance are influential. Alongside these important feelings, we may also feel a great deal of pressure to conform to the group, including traditions.

CULTURE: What society accepts as 'normal', status, roles: examples can include parenthood, age, physical abilities, gender, race, religion, character, employment, etc., and stuff: money, bling, cars, clothes, et al.

GENES: Clearly they influence us, but how much? And can we still write a new script for ourselves?

AUTHORITIES: Can include family and friends, teachers/classroom settings, employers, legal agents (lawyers, police, judges, elected and appointed politicians), and – recently – entertainers can fall into this category!

MEDIA: All forms of video: movies, news, commercials, games, All forms of audio: music, podcasts, advertising, talk radio, All forms of print: newspapers, magazines, books, ads and All social media.

COMMUNITY: Norms, language, 'word of mouth' information sharing, power of the group.

Dr. Zimbardo's Hints About Resisting Unwanted Influences On You

1. Let go of illusions of 'personal invulnerability'.
2. Engage in life and think critically!
3. Be aware of Cialdini's principles. Look for attempts to persuade you.
4. Be okay with saying: 'I was wrong' and 'I've changed my mind.'

5. Separate your ego from your actions; laugh at yourself each day.
6. Be aware of wanting simple answers or short cuts!
7. Develop and learn to understand the vague feelings called intuition.
8. Play devil's advocate!

9. Think hard.
10. Reflect on when, where and why we have rules.
11. Insist on a second opinion
12. Consider possible situational forces before judging behavior as 'character'.

EDUCATE YOURSELF!

Once you have learned to ask questions - relevant and appropriate and substantial questions – you have learned how to learn and no one can keep you from learning whatever you want or need to know.

- Neil Postman

You either learn your way towards writing your own script in life, or you unwittingly become an actor in someone else's script.

- John Taylor Gatto

College Correspondence Courses: Be sure to ask about the Pell Grant!

Adams State University

Correspondence Education Program
208 Edgemont Blvd., Suite 3000
Alamosa, CO 81101
719-587-7671
<https://www.adams.edu/academics/print-based/prison-college-program/>

Free non-credit courses!

College Guild

P.O. Box 696
Brunswick, ME 04011

Colorado State University-Pueblo

Division of Extended Studies

2200 Bonforte Blvd
Pueblo, CO 81001-4901
719.549.2100
csupueblo.edu/extended-studies

Ohio University Correctional Education

Haning Hall 102
1 Ohio University Dr.
Athens, OH 45701
800.444.2420
ohio.edu/online/programs/print/correctional

Freshman Year For Free!

www.modernstates.org

MODERN STATES

MODERN STATES and the CLEP exam - Modern States' program: Freshman

Year For Free, is intended to let students earn up to one year of college credit without tuition or textbook expense. They provide recorded courses, and the cost of testing, using CLEP exams (see below). Free to all who qualify! You can start studying for the courses below now!



Get college credit with what you already know!

CLEP offers 33 exams in five subject areas at over 1,800 college test centers, covering material generally taught in the first two years of college. By passing a CLEP exam, you can earn 3 to 12 college credits. Exams cost \$80. There are text exams for you to use to prepare.

College-Level Examination Program (CLEP)

P.O. Box 6600
Princeton, NJ 08541-6600
Phone: 800-257-9558 or 212-237-1331

clep.collegeboard.org

List of CLEP Exams: Match with OpenCourseWare Classes!

American Literature
Analyzing and Interpreting Literature
College Composition and Modular English Literature
Humanities Foreign Languages
French Language (Levels 1 and 2)
German Language (Levels 1 and 2)
Spanish Language (Levels 1 and 2)
History and Social Sciences
American Government
Human Growth and Development
Intro to Educational Psychology
Introduction to Psychology
Introduction to Sociology
Principles of Macroeconomics
Principles of Microeconomics
Social Sciences and History
History of the United States I: Early Colonization to 1877
History of the United States II: 1885 to the Present

Western Civilization I: Ancient Near East to 1648
Western Civilization II: 1648 to the Present
Science and Mathematics
Biology
Calculus
Chemistry
College Algebra
College Mathematics
Natural Sciences
Pre-calculus
Business
Financial Accounting
Introductory Business Law
Information Systems and Computer Applications
Principles of Management
Principles of Marketing

THE FAIR SHAKE WEBSITE ALSO LISTS MANY FREE ONLINE LEARNING OPPORTUNITIES!



MODERN STATES Freshman Year Free™!!!

MODERN STATES + CLEP exam

Modern States Education Alliance is a non-profit dedicated to making a high-quality college education free of cost and accessible to any person who seeks one. Its founding principle is that access to affordable education is fundamental to any philosophy that respects all individuals, and fundamental to the American dream.

Modern States' program, *Freshman Year for Free™*, is intended to let students earn up to one year of college credit without tuition or textbook expense.

Modern States is partnering with edX, the leading online learning platform founded by Harvard and MIT. Modern States has given edX the money to complete the development of more than 30 high quality freshman college courses, taught by some of the world's leading universities and professors. Each course includes online lectures, quizzes, tests, and other features. Textbooks and materials will also be provided online, free of charge.

The courses are designed to prepare students for the major "Advanced Placement" (AP)* or "College Level Examination Program" (CLEP)* tests offered by the College Board, including subjects such as History, Computer Science, Math, English and Economics.

According to the College Board, more than 2,000 traditional colleges and universities already offer credit to students who pass AP and CLEP tests. Students can take one course or many courses from Modern States, and then – by passing the AP or CLEP exams – can begin with up to a full year's worth of credit after they enroll in traditional college, making Modern States an "on-ramp" to college. Modern States hopes to provide links for students to tutoring, mentoring and college advising groups as well.

Modern States

787 Seventh Avenue 49th Floor
New York, New York 10019

Open to Everyone

In short, Modern States works like a global digital public library of great college courses. Enrollment in Modern States courses will be "massively open" to all people without regard to age, location, family income, nationality, prior credits or other factors. The courses may also provide a critical "road back" for students who have left the traditional US college system. Modern States is not in opposition to any traditional college and recognizes that a four-year residential experience at an established university is the preferred alternative. However, such an opportunity is out of reach for many people, given the high cost of tuition and other factors.

Modern States was initially conceived and funded by businessman and philanthropist Steve Klinsky (the CEO of Modern States), but has grown as an alliance with the guidance and support of other education and foundation leaders. College systems with over two million students have affiliated with Modern States Education Alliance, including systems in New York, Texas, Ohio, Indiana and Tennessee.

Working closely with Klinsky is Pulitzer Prize winner David Vise, Executive Director of Modern States. The author of four books, Vise was a reporter at The Washington Post for more than 20 years before joining the investment firm New Mountain Capital as a Senior Advisor.

Modern States is a philanthropy intended to increase global access to high quality education and seeks to partner with others who share its goals.

www.modernstates.org



As of this writing, CLEP tests are not offered in prisons.

Let's change that!

Maurice Sprewer

414.874.1657 (list the BEST contact number you have)

Maurice.sprewer@dwd.wisconsin.gov

(be sure that your email address is professional)

EXAMPLE of a FUNCTIONAL Resume'

Production Worker and General Laborer Committed to Safety and Quality

(personal branding statement - describes position and a quality that makes you great at it)

Summary of Skills: *(make sure the skills are relevant to the job you are applying for - usually found in the job description)*

- Sorting, grading, weighing, and inspecting products, verifying and adjusting product weight or measurement to meet specifications.
- Observing machine operations to ensure quality and conformity of filled or packaged products to standards.
- Monitoring the production line, watching for problems such as pile-ups, jams, or glue that isn't sticking properly.
- Attaching identification labels to finished packaged items, or cut stencils and stencil information on containers, such as lot numbers or shipping destinations.
- Stocking and sorting product for packaging or filling machine operation, and replenishing packaging supplies, such as wrapping paper, plastic sheet, boxes, cartons, glue, ink, or labels.
- Packaging the product in the form in which it will be sent out, for example, filling bags with flour from a chute or spout.
- Inspecting and removing defective products and packaging material.
- Starting machine by engaging controls.
- Removing finished packaged items from machine and separate rejected items.
- Counting and recording finished and rejected packaged items.
- Stopping or resetting machines when malfunctions occur, clearing machine jams, and reporting malfunctions to a supervisor.
- Removing products, machine attachments, or waste material from machines.
- Transferring finished products, raw materials, tools, or equipment between storage and work areas of plants and warehouses, by hand or using hand trucks.
- Packing and storing materials and products.
- Helping production workers by performing duties of lesser skill, such as supplying or holding materials or tools, or cleaning work areas and equipment.
- Counting finished products to determine if product orders are complete.
- Measuring amounts of products, lengths of extruded articles, or weights of filled containers to ensure conformance to specifications.
- Following procedures for the use of chemical cleaners and power equipment to prevent damage to floors and fixtures.
- Mixing water and detergents or acids in containers to prepare cleaning solutions, according to specifications.
- Loading and unloading items from machines, conveyors, and conveyances.
- Operate machinery used in the production process, or assist machine operators.
- Placing products in equipment or on work surfaces for further processing, inspecting, or wrapping.

Relevant Production and General Labor Experience

General Laborer (Position while incarcerated)

State of Wisconsin / Badger State Industries / FBOP *(whichever applies)*

year - year

City, State

Previous Relevant Employment

Previous Employer

year - year

City, State

Other Experience

Previous Relevant Employment

Previous Employer

year - year

City, State

Education

Relevant Education

(Relevant Degree / Diploma)

*Created by Maurice Sprewer Employment & Training Specialist / Reentry Coordinator
DWD / Job Service 4201 N. 27th Street Suite 602 Milwaukee, WI 53216*

National Reentry Resources (besides Fair Shake)

2-1-1 or www.211.org Dial 211 or visit the website!

211 is a vital service that connects millions of people to help every year. Simply call 211 or search for 211 online. Program of United Way.

Services include:

Supplemental food
Shelter, housing, utilities
Emergency / disaster relief
Employment opportunities
Education opportunities
Veterans services

Health care
Rehab and addiction services
Reentry Resources
Support groups
Safe path away from abuse



Aunt Bertha: <https://www.auntbertha.com/>

Search for free or reduced cost services like medical care, food, job training, etc. People can create profiles, connect with resources, and save searches...or search anonymously anytime.

Positive Transitioning: 614-573-0464 or 844-392-9695

CALL FOR RESOURCES: Employment, Housing, Education, and Legal Assistance. - 24/7 Resources and Listening Line Are you looking for resources? Give us a call! Also sign up for coaching, enroll in classes and connect to a mentor or become a mentor. www.positivetransitioning.org

Help Yourself Therapy:

www.helpyourselftherapy.com/

SELF-Therapy For People Who ENJOY Learning About Themselves. Free, confidential, practical advice from a therapist. Everything is easy to understand and to use. Self-disclosure is never needed. Completely confidential.



Help Yourself Therapy

Homeless Accommodation Directory: www.homelessshelterdirectory.org/

Transitional Housing www.transitionalhousing.org

Food Pantries and Soup Kitchens: www.homelessshelterdirectory.org/foodbanks/

Employment Related:

Clothes For Women: **Dress For Success** <https://dressforsuccess.org/>

Clothes For Men: **Career Gear** <https://www.careergear.org/>



careeronestop

U.S. Department of Labor

Career One Stop www.careeronestop.org

Your source for career exploration, training & jobs.

Vital Records www.cdc.gov/nchs/w2w/

Where to write, or where to go, to obtain birth, death, marriage and divorce certificates.

Social Security new or replacement card: <https://www.ssa.gov/ssnumber/>

HOUSING

Like the Fair Shake [Find A Job](#) page, the Housing Search page lists search engines to find housing near you. In addition to the websites listed below, there is a lot more information in the [Resource Directory](#) and in Reentry Guides section below the Search Box.



Aunt Bertha

Aunt Bertha is a social care network that connects people and programs — making it easy for people to find social services in their communities. To do this, we've verified and added hundreds of thousands of programs covering every county in the US.



2-1-1

A phone number and a website! Not sure where to turn? We are here for you. **211 receives more requests for help with finding housing or shelter or paying utilities bills (over 4.4 million each year) than for any other issue.**

Homeless Shelters and Service Organizations:

National list of homeless shelters and other services homelessshelterdirectory.org/

Find the Housing Authority Near You!

A nearly-complete list. Some others are located on the Fair Shake website under State and Local Reentry Guides.

https://www.hud.gov/program_offices/public_indian_housing/pha/contacts



Section 8: Frequently Asked Questions

What is Section 8 Housing?

The actual name of the program commonly known as “Section 8” is the Housing Choice Voucher Program, a federally funded program that subsidizes rent for eligible participants. It is designed to assist very low-income families or individuals. A housing subsidy is paid directly to the landlord on behalf of a participating family/individual.



How do I apply for Section 8 housing?

Contact your local [Public Housing Authority](#).

For further assistance, contact the Housing and Urban Development office nearest you.

Does my criminal record ban me from public housing?

There are only 2 convictions for which a PHA must prohibit admission:

- If any member of the household is subject to a lifetime registration requirement under a State sex offender registration program; and,
- If any household member has ever been convicted of drug-related criminal activity for manufacturing or production of methamphetamine on the premises of federally assisted housing.



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Resources on Fair Shake's LGBTQ+ page



Black & Pink

Black & Pink is an open family of LGBTQ+ prisoners and “free world” allies who support each other. We are outraged by the specific violence of the prison industrial complex against LGBTQ people, and respond through advocacy, education, direct service, and organizing.

Black and Pink
6223 Maple St # 4428
Omaha, NE 68104 531-466-3346



Black & Pink has chapters in many cities including:
Boise, Buffalo, Chicago, Denver, New Orleans, New York City. San Diego
and San Francisco: Flying Over Walls

LGBT Books to Prisoners

Volunteer-run organization that sends books and other educational materials, free of charge, to LGBT-identified people in prison across the US (except those in TX). Will send books in Spanish (enviar libros en Español). **Serves all states except Texas.**

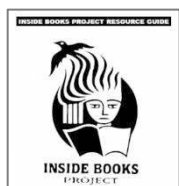
LGBT Books to Prisoners
c/o Social Justice Center Incubator
1202 Williamson St #1
Madison, WI 53703 lgbtbookstoprisoners.org



Prison Activist Resource Center LGBTQ+ Resources:

www.prisonactivist.org/resources/lgbtqi-focused-organizations-and-resources

Contact PARC
PO Box 70447
Oakland CA 94612



Inside Books Project

Inside Books Project is an Austin-based community service volunteer organization that sends free books and educational materials to prisoners in Texas. Inside Books is the only books-to-prisoners program in Texas, where over 140,000 people are incarcerated. Inside Books Project works to promote reading, literacy, and education among incarcerated individuals and to educate the general public on issues of incarceration. Write to them to find out about their Resource Guide.

Inside Books Project
3106 E. 14 1/2 Street
Austin, Texas 78702 insidebooksproject.org



Fair Shake's Guide to TRUCKING OPPORUTNITIES!

American Trucking Associations

ATA Headquarters
950 North Glebe Road, Suite 210
Arlington, VA 22203-4181



<https://www.trucking.org/>

From their website: American Trucking Associations is the largest and most comprehensive national trade association for the trucking industry. ATA is an 86-year old federation with state trucking association affiliates in all 50 states. We represent every sector of the industry, from LTL to truckload, agriculture and livestock to auto haulers, and from large motor carriers to small mom-and-pop operations.



Owner-Operator Independent Drivers Association

OOIDA HEADQUARTERS
1 NW OOIDA Dr.
Grain Valley, MO 64029
816-229-5791 800-444-5791

<https://www.ooida.com/>



The mission of the Owner-Operator Independent Drivers Association, Inc. is to serve owner-operators, small fleets and professional truckers; to work for a business climate where truckers are treated equally and fairly; to promote highway safety and responsibility among all highway users; and to promote a better business climate and efficiency for all truck operators. More than 150,000 members of OOIDA are men and women in all 50 states and Canada who collectively own and/or operate more than 240,000 individual heavy-duty trucks and small truck fleets. All OOIDA officers and directors are now, or have been, professional truckers, and are elected from the membership, by the membership. The 22-member board helps define OOIDA's position on all major trucking issues. They offer information and education in all areas of independent truck ownership and responsibility.



Gary's Job Board: www.garysjobboard.com
Truck Drivers wanted! Since 2004.

Gary can find you a better truck driving job, with or without a CDL.

Gary's Job Board was created to help Truck Drivers find Driving Jobs, and to help Dispatchers find Drivers. Gary's Job Board is 100% unaffiliated. We DO NOT recruit for any carriers. Our service will always be FREE to drivers because drivers' rock. Here's how garysjobboard.com works: (this is NOT a run-of-the-mill trucker job board. No one will call you, you have all the power).

- Complete your Driver Profile, it takes 2 minutes.
- Companies will see your first name, type of CDL, and experience level.
- They will not see your email address.
- You will receive a company invite by email and the email will come from our system.
- Check out what they are offering. Answer the email or not. You'll receive another invite down the road.



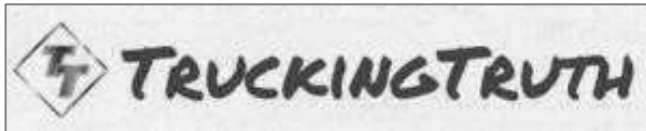
AllTrucking.com www.alltrucking.com
PO Box 26330,
Overland Park, KS, 66213

"Welcome to AllTrucking.com, your source for finding information to become a truck driver and find a trucking

career. Whether you are looking for your next truck driving job or want to learn how to earn your CDL, we have guides for you. We have even organized some of the more common questions that might be found on a CDL exam, and put them into a simple practice test! "

They have a library of guidebooks - from career support and paying for school to helping veterans – "we've got a resource to help anybody." Here are a few of our most frequently requested pages:

- How to Pay for Truck Driving School
- Truck Driving Jobs: Careers in Commercial Truck Driving
- Company-Paid CDL Training Programs: A Comprehensive Guide



Trucking Truth
www.truckingtruth.com

A Positive Yet Honest View Of The Trucking Industry With Friendly Advice From Experienced Drivers

Trucking Truth (TT) was created in 2007 to give new drivers a true picture of what a career as a truck driver is all about and a straightforward strategy for surviving that first year of their career. I wanted people to know that trucking can be an awesome career for the right person and it's totally doable if you work hard, keep a great attitude, and have a solid strategy in place.

A huge informational website that includes:

- Trucker's Forum
- Truck Driver's Career Guide
- Free CDL Practice test
- A list of companies that hire people with a criminal history.
- "The Road Home" podcast
- All things CDL
- Trucking Company Reviews
- Trucking Wiki...where you can find out FAQ's, physical health tests and issues, limitations and opportunities for drivers with a criminal history, driving with pets and much more.



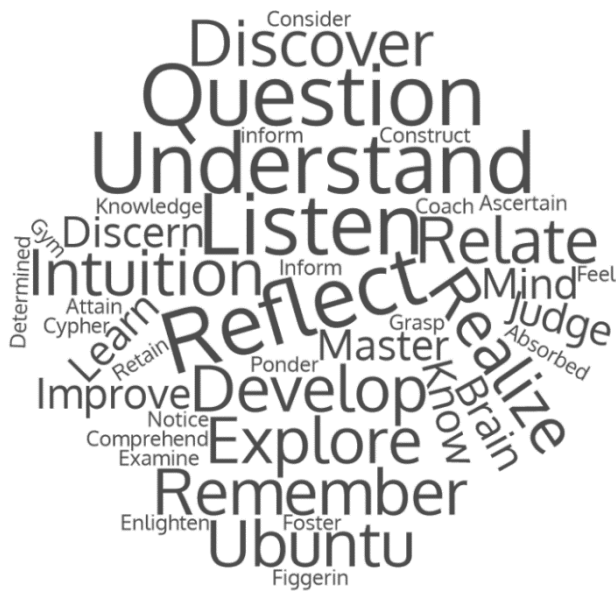
Get Paid While Training For Your CDL?

Upon completion of your paid CDL training, you will sign an agreement to work for the company for a specified amount of time. This is how they recoup the time and money they've invested in your CDL training, which is a very fair deal for both sides.

If you quit working for the company before your obligation is complete, you will owe the company a prorated amount of money for the schooling. At some companies, your training will be free once your obligation is complete. Others may require you to make payments from your paycheck to cover the tuition for the schooling.

TT offers a review of the companies that offer paid CDL training.





EDUCATION + LEARNING

In our early years, school is based on the old R & B method:

RECEIVE and BELIEVE.

The teacher contains information, we simply need to receive it and accept it. We're tested – often – to make sure we're 'on track' with 'the average'.

This teaching method is called **PEDAGOGY**.

It means, roughly, 'leader of children'.

That method works for children, yes, and even some adults, but most adults and many children as they get older, learn in a different way. They no longer simply 'receive and believe', they now consider how what they are learning relates to their life today. They think about previous experiences they've had, and the perspectives they currently hold. This greatly influences the way we interact with the information and learn.

This is called **ANDRAGOGY**. It's the way older children and adults learn.

It is important to think about andragogy because WE CONSTRUCT OUR KNOWLEDGE. It is not 'given to us'. We decide which information we want to 'keep'; we incorporate the information in the way we want and we use it in whatever way is useful to us. We DECIDE what information MEANS to us. This gives us a great deal of power and ownership. Perception and belief are at the foundation of learning. We do not see things as there are, we see them as we are.

"You ain't gonna learn what you don't wanna know." John Perry Barlow

Why continue to learn after childhood? We never stop learning; we might as well learn with purpose!

JUST A FEW REASONS TO MEANINGFULLY CONTINUE TO LEARN:

- To make sense of the world
- To combat the negative effects of
 - Fake news and deep fakes
 - Social media's behavior modification and emotion-hacking
 - The incomplete, emotional lure of the 'single story'
 - Dumbing us down ('Where is your expert?', "you just need a job – any job", "ask your doctor", "you can't do that alone", "you should fill your 'role", "you can't fight city hall", "that's not your problem", and other limiting and controlling beliefs.)
 - Advertising, movies, TV shows, fear-mongering
- To disagree convivially; to listen, share perspectives, walk away, reflect on the conversation
- To get a job. Yes...education can be important for getting a job. It's just as important to get a job that is right for you as it is to get a job that provides the opportunity, now or in the future for financial success. We are not robots. We require agency, dignity, acknowledgement. Education helps us understand our needs so we can address them ALL, not just the need for income.
- To adapt, to be flexible, and to be resilient to prepare for a complex future!

And for many more reasons. We can do so much together. And we can learn anything we want!

LEARNING WHAT WE WANT TO LEARN!

When we were young, we were educated as if we were an 'empty vessel', now we can learn as persons-in-the-world!

UNLEARN:

Much of what we've learned, we received without scrutiny or a filter. We simply accepted information given to us, norms expected of us, and beliefs to orient us. This was enormously helpful in our early years! Without occasional reflection and re-evaluation, however, the information, that may no longer be true, can become 'calcified' or stuck, and we may even defend it by saying 'that's how it is', or that's the way we've always done it. With intention and effort, we can remove mental 'plaque' and open our minds to new and improved information!

HEUTAGOGY:

Since we learn all the time, why not direct our learning to increase our opportunities, possibilities and success? We can seek information in a library, in books, through conversation, and on the internet. (Be very discerning when looking for information on the internet!! "Information" is just 'stuff' and does NOT include truth; that is for you to figure out.) Self-determined learning can include critically reflecting on our early learning and discovering deeper meanings now.

"It's hard to learn when we think we know something."
— Peter Block.

UBUNTUGOGY:

What we never learn in school in the U.S. is that we are constantly in relationship with everyone and everything around us. We are trained to see ourselves as 'individuals' who have to figure things out for ourselves. We are also taught that we are 'rational actors' and we behave in our own 'self-interest'. This is the story that continues to divide us. We can choose to let it go for the misleading falsehood that it is, and discover that our true nature is the balance between autonomy (agents in control of our destiny), and belonging (connected to others and the world around us). Creating a world that is fair and just for all IS in our self-interest! We will be secure and free, also!

EMBODIED COGNITION

Our brains evolved with our body and our bodies evolved with the world around us. We experience life, and make decisions, based on feelings...so it's high time we recognize how we extend our cognition (thinking ability) to understand ourselves, others, and the world better! According to Erik Shonstrom,

"Embodied Cognition research supports the idea that feelings and emotions are not obstacles to the process of rational thought, but part of it, inextricably intertwined. All decisions are "gut" decisions — they are formed, informed and carried out by the body and the mind in tandem."

TRANSFORMATIVE LEARNING THEORY (TLT)

(Please find this information on the next page.)

Styles of Learning

Use one, some, or all!

UNLEARN

Letting go of the behaviors and mindsets that keep us stuck so we can transform the past, improve today, and prepare for the future.

HEUTAGOGY

aka: Self-Determined Learning
Learners decide what is important and act. They build knowledge on alone and with others. They learn the value of information. They listen, they ask questions to clarify and build empathy, they reflect, they consider others in their process. They also construct knowledge with them.

UBUNTUGOGY

Learning through a lens of interdependence, knowing that everything is connected and that all learning must recognize, include and honor others now, in the past, and in the future. Ubuntu-gogy can be applied when we learn alone and when we learn with others.

EMBODIED COGNITION

Learn how to "trust our gut."
Developing an understanding of how we are informed by our body and our brain - together - when we 'think', including when we learn, pay attention, construct knowledge and meaning, and make decisions.

TRANSFORMATIVE LEARNING THEORY

The transformative learning theory (TLT) lens will equip learners with ways to foster critical self-reflection, challenge social norms, engage in dialog with greater confidence, and consider other perspectives, including changing their own.
TLT supports capacity building, a deeper sense of compassion, and a healthy curiosity, to use as power-tools in a world of constant change, 'nudges' and emerging truth.

TRANSFORMATIVE LEARNING THEORY

created by Jack Mezirow

Throughout our lives, and for a wide variety of reasons, we may want to - or need to - change our perspective. Transformative Learning Theory (TLT) will help with this process.

"When we are no longer able to change a situation, we are challenged to change ourselves."

- Victor Frankl

Transformative learning is perspective transformation, or gaining a different point of view. During the transformative learning process, we critically reflect on our prior interpretations and assumptions to form new meaning. Critical reflection is when we analyze past events by considering what worked, what didn't work, and why. Perspective transformation is achieved through disorienting dilemmas that lead to critical reflection, then discussed in rational dialogue and, finally, taking action.

Jack Mezirow argued that transformations often follow some variation of the following phases (while not all are required):

- A disorienting dilemma - something happens that was unexpected.
- A self-examination of feelings of guilt or shame.
- A critical assessment of assumptions in our thoughts, beliefs, or cultural norms.
- Recognition that our feelings are shared, and that others have also changed their perspective.
- Exploration of options for new roles, relationships, and actions.
- Planning a course of action.
- Acquiring knowledge and skills for implementing a plan.
- Trying new roles, new ways of seeing, and being in, the world.
- Building competence and self-confidence in new roles and relationships.
- A reintegration into one's life using the new perspective in all areas.

Why am I such a huge fan of Transformative Learning?

When I was in my early teens, I physically rebelled against authority by skipping school and running away from home. At that time in my life, I felt like all forms of authority wanted to 'mold' me; that they would never let me become myself. After 5 years of constant conflict, I said I wanted to become an emancipated adult. The answer was 'no'. Then I made a deal: I would calm down and go to school if I could live in a foster home and attend an 'alternative high school' called Walden III (it still exists today!). This was approved. When I got to Walden III, I quickly learned that I did not hate school, or 'authority'; what I hated was being disrespected. When I was able to learn in a respectful setting, and through a self-determined process, I flourished. I actually loved school!

WHAT ARE YOU CURIOUS ABOUT? WHAT ARE YOU CONCERNED ABOUT?

These questions can not only guide you on a self-directed learning journey, but may provide a gentle introduction to changing your perspective. When we dig into any topic, and search for the many different points of view (we are almost always presented with only two - with us or against us – but there are always more than two!) we can – without the guilt or shame, learn to understand other perspectives. For instance, we could be curious about the internal combustion engine, but when we dig into the history and consider the future, we could learn about electric motors...and try on that perspective, and then learn about the impact of lithium battery production, and come full circle to believe that all we really need to do is to drive less. This is a super-simplified version, but it provides three strong perspectives that may provide a window into a person's world view.

Changing your stance on a long-held belief will not be simple, but it might change your life completely!

Please check out the Transformative Learning Process diagram on the next page.

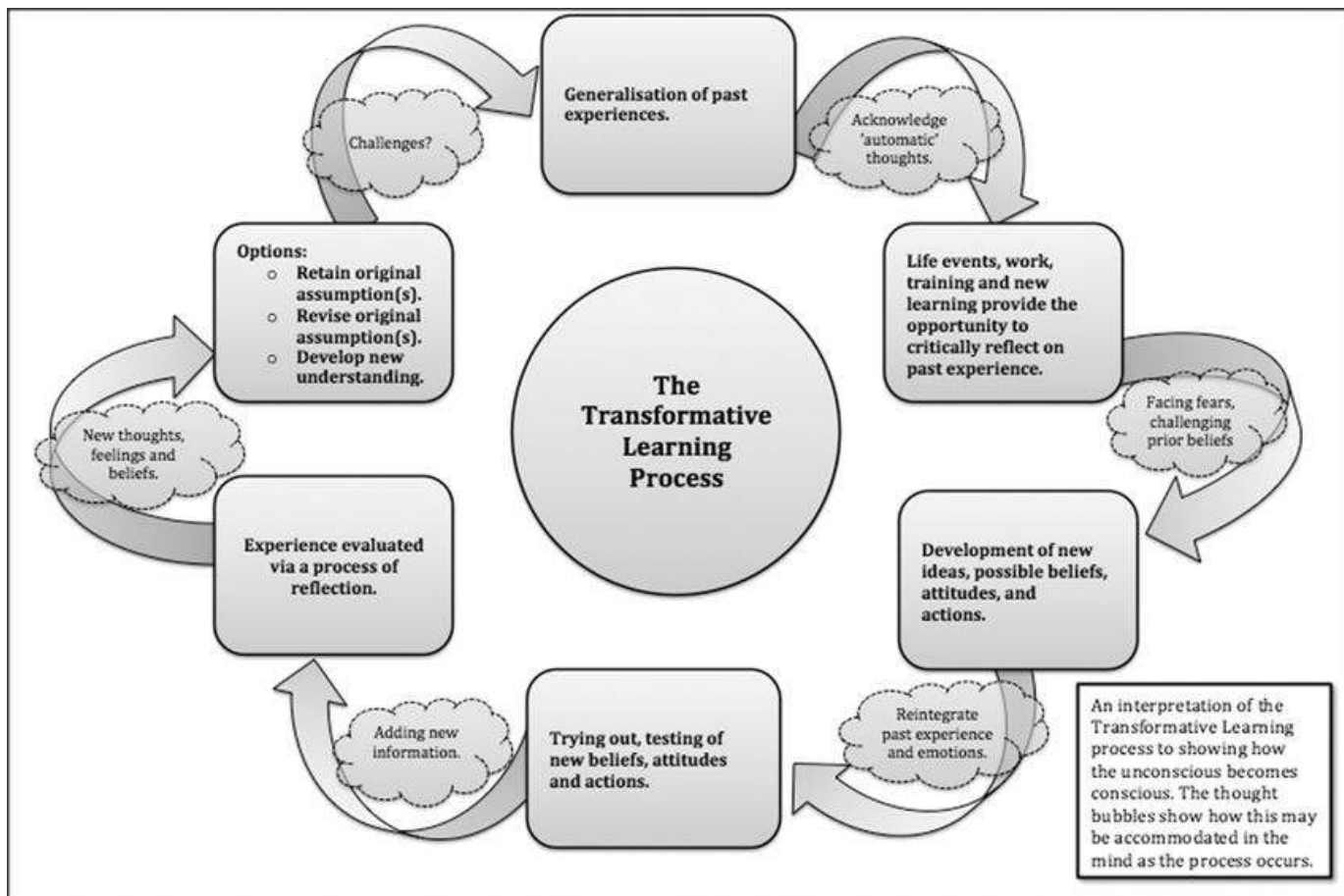


Diagram by Justin Sharp.

To investigate this topic further, book recommendations can be found at the end of the Free School section, and at the end of the Ownership Manual. Look for titles by Jack Mezirow.

Free and very inexpensive learning opportunities abound...on the internet, in our libraries and by talking with people willing to share their knowledge! We can purchase new or used books to share, we can study alone or in groups, and we can even get college credit for some of our learning through the CLEP exam (www.clep.collegeboard.org) for \$95 per course! We can teach - and explore learning - with our children and our youth for free...and we can help them get the information that the schools do not provide. All ages can learn better together!

EDUCATION FOR FREEDOM!

We have a right to learn; "to create our own history".

- Paul Bélanger, UNESCO

How can anyone read history and still trust politicians?

- Thomas Sowell

The mind, once stretched by a new idea, never returns to its original dimensions.

- Ralph Waldo Emerson

Education doesn't need to be reformed – it needs to be transformed.

- Ken Robinson

The most potent weapon of the oppressor is the mind of the oppressed.

- Steve Biko

We cannot solve our problems with the same thinking we used when we created them.

- Albert Einstein.

...the whole of life is learning therefore education can have no ending.

- Eduard Lindeman

At its best, schooling can be about how to make a life, which is quite different from how to make a living.

- Neil Postman



PHILOSOPHY: our Human Operating System

"It's not fair!" "Good job." "Why can't I do that?" "You should eat more vegetables."

These statements, which seem to have nothing in common, are all based on beliefs, values, and judgement. These statements are all philosophical expressions.

According to the City University of New York's website, "philosophy is a combination of two Greek words, *philein sophia*, meaning lover of wisdom". Philosophy celebrates all kinds of thinking and provides a 'wholeness' about knowledge, recognizing that our beliefs about things are connected, and form the foundation of our epistemology or 'how we know what we know'.

Discussions about philosophy are often considered 'academic' or pointless, and are generally avoided yet, as demonstrated above, philosophy forms the foundation of the way we view the world and act in it. It also forms the foundation of how we believe people-in-society ought to act.

Philosophy covers: morals and ethics (which we all have, whether we articulate them or not). It also covers beliefs, values, and reasoning or logic; and the questioning of our assumptions about all of them - known as critical thinking.

Philosophy guides all learning, including what we determine is important to learn or whether we want to learn at all. Sadly, we are systematically denied a pursuit of the 'love of wisdom' in our basic mandatory school years. Rather than teaching us how to learn, or simply to love to learn, we are instead trained to accumulate and memorize facts, followed by dehumanizing testing to demonstrate retention. But memorizing is not understanding. It does not help us become caring or creative problem solvers. It does not help us listen or value each other's contributions to a collective community project. Aren't these skills at least as important as remembering how to multiply? (We can do that on a calculator anyway.) Testing kills our creativity...but we can revive it! We are never too old to learn, or to learn to love wisdom.

Socrates was a philosopher who loved to ask questions and to encourage others to ask questions. Socrates was not necessarily looking for answers. Instead, he often asked questions to understand how people think. Socratic questions, like the ones below, help us to understand each other:

- Why do you think that?
- What do you mean by that?
- Why is this question important?
- Could you put that another way?
- What do you think is the main issue here?
- Could you expand upon that point further?
- Why would someone make this assumption?
- Could you give me an example of what you mean?
- What assumptions can we make based on this question?
- Does this question lead to other important issues and questions?

As we will explore in the Moral Courage document, sometimes simply asking questions requires a great deal of courage. Although there is such a glut of information that it's difficult to make sense of it all, a lot of people are threatened when we ask questions...about the information, about beliefs or values and even about accepted norms, commonly called 'the status quo'.

But how can we learn if we don't ask questions? How can we grow if we don't question our own beliefs? How can we build a satisfying life if we don't determine what is valuable to us?

"The man who views the world at 50 the same as he did at 20 has wasted 30 years of his life."
- Muhammad Ali

WHAT IS PHILOSOPHY GOOD FOR?

Philosophy helps us:

- create meaning. Meaning guides our values, and values guide our lives.
- bolster our courage. People of all ages, all around the world, have endured and survived extremely difficult situations because of their beliefs.
- trust ourselves – our knowledge, our reasoning, and our beliefs! – and also to trust others, even when their beliefs are different from ours.
- understand identity: personal, group, national, global!
- recognize and address our desire to feel we have control over our lives, and help us grapple with our constant dual needs for autonomy and belonging
- interpret the world through different perspectives. We don't have to assume the perspectives, but understanding them can help us listen, understand, and 'walk a mile' in someone else's shoes

Moral Foundations Theory (MFT) www.moralfoundations.org

MFT was created by a group of social and cultural psychologists, including Jonathan Haidt, to understand why morality varies yet shows many similarities and recurrent themes. In brief, the theory proposes the concept of “intuitive ethics” used to construct cultural virtues, narratives, and institutions around the world. They consider these as universal moral foundations:

1) Care / harm:

This foundation is related to our long evolution as mammals with attachment systems and an ability to feel (and dislike) the pain of others. It underlies virtues of kindness, gentleness, and nurturance.

2) Fairness / cheating:

This foundation is related to the evolutionary process of reciprocal altruism. It generates ideas of justice, rights, and autonomy. [Note: In our original conception, Fairness included concerns about equality, which are more strongly endorsed by political liberals. However, as we reformulated the theory in 2011 based on new data, we emphasize proportionality, which is endorsed by everyone, but is more strongly endorsed by conservatives]

3) Loyalty / betrayal:

This foundation is related to our long history as tribal creatures able to form shifting coalitions. It underlies virtues of patriotism and self-sacrifice for the group. It is active anytime people feel that it's “one for all, and all for one.”

3) Authority / subversion:

This foundation was shaped by our long primate history of hierarchical social interactions. It underlies virtues of leadership and followership, including deference to legitimate authority and respect for traditions.

4) Sanctity / degradation:

This foundation was shaped by the psychology of disgust and contamination. It underlies religious notions of striving to live in an

elevated, less carnal, more noble way. It underlies the widespread idea that the body is a temple which can be desecrated by immoral activities and contaminants (an idea not unique to religious traditions).

5) Liberty / oppression:

This foundation is about the feelings of reactance and resentment people feel toward those who dominate them and restrict their liberty. Its intuitions are often in tension with those of the authority foundation. The hatred of bullies and dominators motivates people to come together, in solidarity, to oppose or take down the oppressor. We report some preliminary work on this potential foundation in this paper, on the psychology of libertarianism and liberty.

To explore more ideas in philosophy, check out the **Morals in Brief**, **JUDGE**, **VALUE**, and **BOUNDARIES** documents; or the reading list at the back of this book!

MORAL GUIDES



Although, one of our most fundamental values is freedom, it is a moral that we never discuss. Instead of discussions, arguments or debates, nations, cultures, religions, families, individuals and even the media, turn to stories to pass on moral "guides". We have the "E Pluribus Unum" story, the "rugged individual" story, the "good neighbor" story, the "melting pot" story, and many more.

Our lack of moral courage is affecting us greatly, which I address on another page, so I'm excited to explore morals – an important part of philosophy, both culturally and individually - here in the Fair Shake Free School.

Let's begin our study with those who were here before everyone else: the native peoples. Miigwetch (thank you) for sharing this timeless wisdom!

A GIFT FROM THE ANISHINAABEG

Seven Grandfathers (and Seven Rascals) Principles for Living Well

Many people native to the Great Lakes region understand this teaching as what is needed for a community to survive. According to the authors at the Ojibwe.net website "Each Grandfather Teaching is a gift the Anishinaabeg carry, a potential tool for living a good life. Our understanding is that as we use these gifts our experience of living improves. Using these gifts in our lives is an ongoing challenge for each of us, requiring attention, discipline and perseverance."

The 7 Grandfathers are Wisdom, Love, Respect, Bravery, Truth, Humility, Generosity
The 7 Rascals are Greed, Revenge, Inferiority, Negative Attitude, Fear, Jealousy, Resentment

Nibwaakawin - Wisdom. Sound judgment, ability to teach others what you have learned or experienced. Use good sense and form a good attitude and course of action.

Zaagidiwin - Love. Strong affection for another forming out of kinship or personal ties; attachments based on devotion, admiration, tenderness, unselfish loyalty, concern. Feel and give absolute kindness for all things around you.

Minwaadendamowin - Respect. Showing regards for the value of persons or things through courteous consideration and appreciation, to be upright with a good giving heart. Don't hurt anything or anyone on the outside or the inside.

Aakodewewin - Bravery. The personal inner strength to face difficulties, obstacles and challenges. Have courage and a strong heart to make positive choices.

Debwewin - Truth. Sincerity in action, character, and utterance. Learn truth, honor truth, no truth, see truth.

Dibaadendiziwin - Humility. A measurement or reflection of your own self-worth. To be humble, to be human.

Miigwe'aadiziwin - Generosity. Sharing your ability, time, and extra or non-necessary things. Standing together / Responding to needs

THE STORY OF THE TWO WOLVES

A young girl told her grandmother that she was having a hard time. She said, "I can feel a fight going on inside me, Grandmother. It is a terrible fight and it is between two wolves. One is evil – she is anger, envy, sorrow, regret, greed, arrogance, self-pity, guilt, resentment, inferiority, lies, false pride, superiority, and ego."

Her grandmother listened, and nodded gently.

"The other wolf is good", the young girl continued. "She is joy, peace, love, hope, serenity, humility, kindness, benevolence, empathy, generosity, truth, compassion, and faith."

Her grandmother looked deeply into her eyes and said, "I know it's hard, granddaughter. The same fight is going on inside me....and in every other person, too."

The young girl reflected on what her grandmother said. Then she looked up and asked, "Grandmother, which wolf will win?"

Her grandmother replied softly, "The one you feed."

Fair Shake is DIY: Build Your Own Operating Principles

Operating principles, which are based on our values, articulate our personal philosophy and help us maintain the clear boundaries necessary to own our life and, hence, own our future. They change over time, developing as we develop. You are under no obligation to accept operating principles 'should-ed' on you by others ("You should try to fit in!", "You should get married.", etc.) . Sue's current Operating Principles are listed below to provide an example. You already have operating principles! To reflect on them, and further develop your list, write down hundreds of ideas, then group similar ideas together. Pare those down to a list that you can remember and commit to.

1. I value living an integrated life. UBUNTU! I am because we are.
2. I strive to develop meaningful relationships.
3. I foster personal growth.
4. I move intentionally and carefully toward my desired outcomes.
5. I listen actively and empathetically when others talk.
6. I own my actions, reactions, responses, decisions, opinions and attitudes.
7. I take a long-term perspective and consider future impact when making decisions.
8. I move away from my comfort zone into growth opportunities. I increase my capacity.
9. I reflect critically and generously; I remember my past as I accept my 'now' and create my future.
10. I do not 'should' on people; I offer options and stay available for questions or support.
11. I respect others' time and opinions.
12. I value honesty. I am courageous and invite others to be courageous, too.
13. I do not avoid confrontation; I say what needs to be said with care and respect.
14. I take care of the body and the mind that take care of me.
15. Words are possibilities, actions are commitments.
16. I strive to be authentic and to support other's authenticity. We all have unique contributions.
17. Learning is available everywhere and all of the time. Wisdom is not found in books; it is built through relationships, conversations, reflections and experiences.
18. Every one and every thing has value, even when I don't understand what it is.
19. Emotional, relational, time and other types of wealth are considered when I determine value.
20. I become stronger from adversity. I utilize my challenges to build inner strength which I can apply to my determination, to humanity, and to the future.

Consider making your Operating Principles a "living document" that grows and changes as you do.



www.fairshake.net

PO Box 63 Westby, WI 54667 608-634-6363

Fair Shake Employer Support

All of this information and much more can be found at <https://www.fairshake.net/employers>

Although tremendous responsibility is on the shoulders of those transitioning from prison to society, their success is made possible only when the entire community is involved.

Employers have the opportunity to help create one of the first and most stable bridges to reentry success. Fair Shake supports an employer's desire to understand formerly incarcerated applicants by offering tools and information to help you make informed, careful hiring decisions.

Fair Shake has also created tools for our members to more fully demonstrate their character than may be available on a standard job application through our free "office in the clouds", which includes a Personal Web Page.

The FAIR SHAKE PERSONAL WEB PAGE (PWP): What you learn about these applicants

Building a Fair Shake personal web page is not an easy feat! Formerly incarcerated people who create this page demonstrate many things to you:

- **HONESTY:** They are open, honest and direct by letting you know s/he has been incarcerated. As you may well imagine, this takes an enormous amount of courage. We know that honesty is imperative to building trust. Is honesty something you are looking for in your employees?
- **SELF-MOTIVATION:** Creating this page demonstrates the applicant's perseverance, tenacity, and desire to succeed. S/he had no coercion in building this page; there was no class for it nor did anyone recommend they do this. They built the page of their own volition.
- **TECH-SKILLS:** A variety of computer skills were required to create the Personal Web Page including: scanning, storage, typing, and understanding 'cloud' technology; to name a few.
- **HUMANNESS:** In addition to the above, the applicant offers information here that describes more than skills and experiences; you learn who they are and what they bring to your organization. This information is very important in building company culture, but is not requested on standard job applications.

Why hire a formerly incarcerated person?

- To keep your options open for hiring the best possible candidate!
- Many formerly incarcerated people have received extensive training
- Many formerly incarcerated people are motivated to work
- Many formerly incarcerated people have a job coach or advisor
- Support is available for training and reducing risk

Fidelity Bonding Program

The **Fidelity Bonding Program** offers six months of free bonding support to businesses across the country to lower their risk when hiring applicants who have been incarcerated.

Federal Fidelity Bonding Program: <http://bonds4jobs.com>

Bonding can:

- Reduce your risk when you hire formerly incarcerated people
- Provide six months of FREE insurance against employee theft
- Be obtained quickly and easily by just a phone call to confirm your hire

To bond a formerly incarcerated new hire today **call toll-free: 877-US2-JOBS (877-872-5627)**

Work Opportunity Tax Credit (WOTC)

The WOTC is a special tax credit available for hiring former felons (and others) and must occur within one year of their release date. The WOTC is available to any size business from small organizations to national corporations. The credit is also available for any type of job. The work can be full-time, part-time, temporary, or seasonal.

Facts about the WOTC tax credit:

- Employers can save as much as \$2,400 in taxes
- Applies to the first year of employment
- The new employee must work 120 hours for the employer to begin to receive credit

Exceptions:

- Not for independent contractor work
- Not for a business owned by a close relative

To find out more: <http://www.doleta.gov/business/incentives/opptax/wotcEmployers.cfm>

Or call: 1-800-829-4933

Employee Training Support

Your business may be eligible for a state or federal training grant (or other funding). To find out what you may qualify for, check with your Workforce Investment Board, Small Business Development Center, or economic development agency.

- Workforce Investment Board: <http://www.servicelocator.org/contactspartners.asp>
- Small Business Development Center: <https://www.sba.gov/tools/local-assistance>
- Economic Development Agency: <https://www.sba.gov/content/economic-development-agencies>

Ban the Box:

Are you ready to remove the box that says 'Have you ever been convicted of a felony?' from your job application forms? If so, we can help! <https://www.fairshake.net/ban-the-box/>

On our page you will find:

- Best Practices and Model Policies
- Fair Chance Fact Sheet
- Community Hiring Model
- Which states, cities and counties *Ban the Box*
- Learn from dedicated states like Minnesota who have Banned the Box for both public- and private-sector jobs. They freely share information for you to do this, too.

Accomplishments and Skills Worksheet

Use this worksheet as a spring board to organize your work history and personal interests for your resume. Include all successes in your life! You have valuable talent, skills and traits to share. Remember: there are no wrong answers.

Examples--

- Shipped an average of 40 packages per day for 4 years with fewer than 3% damage in shipping.
- Volunteered at the Humane Society every Tuesday evening for 2.5 years. Walked, bathed and groomed dogs.
- Organized a fund-raising event for Fair Shake, generating over \$8300. Organized silent auction donations, secured entertainment and food and assembled volunteers.
- Managed a household of four on \$900 per month.
- Restored a 1961 Volkswagen Beetle to original condition.
- Successfully planted, nurtured and harvested an annual garden (8 years running!) and canned, froze or dried the harvest to provide nearly half of our family's dietary requirements.

Occupational Titles

Job titles to start your brainstorming when considering job goals.

Accountant
Assembler
Carpenter
Cashier
Chef / Cook
Clerk
Data Entry
Director
Editor
Engineer
Firefighter

Graphic Designer
Grounds Keeper
Inspector
Lab Technician
Librarian
Machine Operator
Mail Carrier
Maintenance
Massage Therapist
Manager
Mason

Manufacturer
Operations Manager
Painter
Programmer
Salesperson
Secretary
Snow-maker
Teacher
Tree Trimmer
Veterinarian
Welder

Job Skills

The following is a short list of job skills. (There are literally thousands of job-specific skills.) You will have to research the job skills specific to your occupation

Accounting
Advertising
Auditing
Brake Alignments
Building Maintenance
Carpet Laying
Cleaning
Cooking
Correspondence
Counseling
Customer Service
Detailing

Drill Press Operation
Driving
Editing
Electronic Repair
Filing
Hammering
Interviewing
Keyboarding
Management
Marketing
Mechanical Drafting
Metal Fabrication

Payroll / Accounting
Planning
Public Speaking
Researching
Sign Language
Scheduling
Soldering
Technical Writing
Telemarketing
Typing
Welding
Writing

Self-Management Skills

Follow instructions
Get along well

Get things done
Honest

Punctual
Responsible

Personality traits

Articulate
Assertive
Assume responsibility
Communicative
Competitive
Creative
Decisive
Dependable
Detail-oriented
Diplomatic

Enthusiastic
Emotionally strong
Flexible
Friendly
Highly motivated
Integrity
Quick thinker
Self-motivated
Sense of direction
Sense of humor

Sensitive
Sincere
Sociable
Tactful
Tolerant
Tough
Trusting
Understanding
Willing to learn

Physical skills

Agile
Assembling
Balancing, juggling
Crafts
Counting
Drawing, painting
Driving (CDL?)
Endurance
Finishing, refinishing

Flexible
Grinding
Hammering
Keyboarding, Typing
Manual dexterity
Mechanical
Modeling, remodeling
Observing, inspecting
Operating machines

Precise
Set standards
Strong
Thorough
Restoring
Sandblasting
Sewing
Sorting
Weaving

People Skills

Caring
Comforting
Communicating
Conflict Management
Conflict Resolution
Counseling
Consulting
Developing Rapport
Diplomacy
Diversity

Empathy
Encouraging
Group Facilitating
Helping Others
Inspiring Trust
Inquiry
Instructing
Interviewing
Listening
Mediating

Mentoring
Motivating
Negotiating
Outgoing
Problem Solving
Respect
Responsive
Sensitive
Sympathy
Tolerance

Data Sorting Skills

Analyzing
Auditing
Averaging
Budgeting
Calculating, Computing
Checking for accuracy
Classifying
Comparing
Compiling

Cost Analysis
Counting
Detail-oriented
Evaluating
Examining
Financial or fiscal
Analysis
Financial management
Financial records

Following instructions
Investigating
Inventory
Interrelate
Logical
Organizing
Recording facts
Research
Surveying

Leadership Skills

Brainstorm
 Competitive
 Coordinating
 Decisive
 Delegate
 Direct others
 Evaluate
 Goal setter
 Influential
 Initiate new tasks

Integrity
 Judgment
 Manage, Direct Others
 Mediate Problems
 Motivate People
 Multitasking
 Negotiate Agreements
 Organization
 Planning
 Results-Oriented

Risk Taker
 Run Meetings
 Self-Confident
 Self-Directed
 Self-Motivated
 Sets an Example
 Solve Problems
 Strategic Planning
 Supervision
 Work Schedules

Artistic Skills

Artistic ideas
 Dance, Aerobic
 Designing
 Drawing, Painting
 Handicrafts
 Illustrating, Sketching

Imaginative
 Inventive
 Mechanical drawing
 Model-making
 Perform
 Photography

Play an instrument
 Rendering
 Singing
 Visualize shapes
 Visualizing
 Writer / Editor

Descriptive Words to Use in Your Resume

Able
 Accurate
 Active
 Adaptable
 Adept
 Administrative
 Advantageous
 Aggressive
 Alert
 Ambitious
 Analytical
 Articulate
 Assertive
 Astute
 Attentive
 Authoritative
 Bilingual
 Broad minded
 Calm
 Candid
 Capable
 Cheerful
 Committed
 Competent
 Comprehensive
 Confident
 Conscientious

Considerate
 Consistent
 Constructive
 Continuous
 Contributions
 Cooperative
 Creative
 Curious
 Decisive
 Dedicated
 Deliberate
 Dependable
 Detailed
 Detail-oriented
 Determined
 Diligent
 Diplomatic
 Disciplined
 Discreet
 Diversified
 Driven
 Dynamic
 Eager
 Easily
 Easygoing
 Economical
 Effective

Efficient
 Effortlessly
 Empathetic
 Energetic
 Enterprising
 Enthusiastic
 Excellent
 Exceptional
 Experienced
 Expert
 Expertly
 Extensive
 Fair
 Farsighted
 Fast learner
 Flexible
 Forceful
 Friendly
 Generalist
 Hard-working
 Honest
 Imaginative
 Increasingly
 Independent
 In-depth
 Initiative
 Innovative

Descriptive Words (Continued)

Insightful
Instrumental
Inventive
Knowledgeable
Leadership
Logical
Loyal
Major
Mature
Meaningful
Methodical
Meticulous
Motivated
Multilingual
Objective
Open-minded
Optimistic
Orderly
Organized
Outstanding
Patient
Perceptive
Persistent
Personable
Personally
Persuasive
Pertinent
Pleasant
Positive
Practical

Precise
Problem-solver
Productive
Professional
Proficient
Profitable
Progressive
Proven
Punctual
Qualified
Quality conscious
Quick learner
Realistic
Recent
Reliable
Repeatedly
Resilient
Resourceful
Respectful
Responsible
Responsive
Risk-taker
Routinely
Satisfactorily
Scope
Self-confident
Self-controlled
Self-reliant
Self-starter
Sharp

Significantly
Sincere
Skilled
Skillful
Solid
Sound
Specialized
Specialist
Stable
Strategically
Strong
Substantial
Successful
Superior
Systematic
Tactful
Talented
Team player
Technical
Thorough
Timely
Uniform
Universal
Up-to-date
Valuable
Varied
Versatile
Vigorous
Well-educated
Well-rounded

Cover Letter

Many employers today want to read a letter of introduction, or cover letter, when they review a resume. A cover letter should tell the employer which position you are interested in, why you think you are qualified for the position. Some information in your cover letter may also be on your resume; overlapping information emphasizes skills and characteristics. Read your cover letter carefully, check for spelling, grammar, and punctuation errors, then have another person proofread it one more time before you print it or press 'send'.

January 5, 2012

Alex Wikstrom
Sun Dog Manufacturing
123 Swiggum St.
Westby, WI 54667

Dear Mr. Wikstrom:

I am interested in the Shipping Manager position advertised in the Westby Times this week. I believe I would be a great fit for this position and welcome the opportunity to talk with you to find out more about the job and your company.

Your Requirements:

- Computer literate; able to learn software programs
- Compare multiple shipping criteria
- Self-motivated
- Friendly; work well with others

My Qualifications:

- I am experienced in shipping with USPS, Fed Ex and UPS and their software programs.
- I understand that each shipper offers different services. I can learn what I need to know for the safe delivery of products to the customer and the most cost-efficient route for the company.
- I enjoy my work and take pride in a job well done. I find this very motivating.
- I encourage you to follow up on my references as I am sure you will see that I am a 'team player' and understand how to recognize company culture and enhance the work environment.

I enjoy playing an important role in enhancing a customers' experience. I also enjoy balancing the technical skills, physical skills and social skills that are required to do a great job in this position. I take pride and ownership in my work and consider the perspective of the customer when packing an order.

My resume is attached for your review. I'm interested in talking with you and learning more about the position and Sun Dog. I read the mission statement and feel I really can get behind it.

Thank you for your time and consideration. I'm looking forward to hearing from you.

Sincerely,

Signature Here

Sue Kastensen

For more examples, check out ***Best Resume's & Letters for Ex-Offenders*** by Wendy Enelow and Ronald Krannich, or simply search for 'cover letter examples' in your favorite search engine.

Thank You Letter

Writing a thank you letter allows you the opportunity to share your reflections from interview including topics that were discussed and your decision to accept the job if it is offered to you. If you do not want the job you can write a short thank you letter stating that you wish to withdraw your application. If you do want the job, restate the qualifications and social skills you possess related to the requirements of the position and culture of the company. Be sure to send your thank you letter within a day of your interview.

Sue Kastensen
PO Box 63
Westby, WI 54667
608-634-6363
sue@gmail.com

January 20, 2012

Alex Wikstrom
Sun Dog Manufacturing
123 Swiggum St.
Westby, WI 54667

Dear Mr. Wikstrom:

Thank you for taking the time to meet with me about the Shipping Manager job opening yesterday. I appreciate the opportunity to interview for this position.

Upon reflection, I believe I am a good fit for the Shipping Manager position and also for the company. I bring four years experience in shipping and receiving and I am familiar with nearly all of the tools you showed me. I learn quickly and will be able to master each of the computer shipping programs easily. My personality is well-suited to accommodate the variety of employees who will bring items to be shipped, and also the freight handlers that I will interface with.

Thank you for listening to me describe my past and what I have learned from my incarceration. Be assured that I have reflected upon, learned from, and moved beyond all types of criminal behavior. I am ready and willing to be a reliable benefit to Sun Dog Manufacturing.

I'm very interested in working with you and your team. I am a dedicated worker and can commit to supporting Sun Dog Manufacturing well into the future. Please feel free to contact me if you would like further information. My cell phone number is 608-634-1234

Thank you again for your time and consideration.

I'm looking forward to hearing from you.

Sincerely,

Signature Here

Sue Kastensen

*** For many more examples, Search the Internet for *Thank You Letter Examples* ***