

Work, Calling, Business & Service

For lives shaped by a trade, profession, family business, vocation, public service or volunteer work.

This is preparation, not homework. You do not need complete dates, perfect memory, or a box of scanned records. Circle what helps. Leave the rest. Uncertainty is part of an honest history.

Before we speak

- List jobs in order, including the ones that lasted only weeks.
- Remember a typical workday, not only promotions.
- Identify mentors, rivals, customers, colleagues and family members involved.
- Think about what the work cost as well as what it provided.

Gather only if it is easy

- Business photographs, cards or letterhead
- Awards, licences, union or professional records
- Products, advertisements or menus
- Workplace correspondence or notebooks

Prompts worth thinking about

- Who taught you how to do the job?
- What part could never be learned from a manual?
- What mistake changed you?
- What did customers never see?
- What would you want a successor to know?

Set your boundaries first

Before the interview, decide what may be explored, what should be handled carefully, and what is off limits. You can change those boundaries later. A useful history does not require surrendering privacy.

After the first conversation

No quotation is given before the first conversation. If the project is a fit, use the Story Mixer to show the balance you want - emotional depth, humour, intimacy, historical context, voice and boundaries. I then assess the actual scope and normally send a written quotation within 24 hours.

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