

Navigating the Worth Gap

A Veteran's Guide to Identity and Wealth After Service

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One of the most powerful forces in existence is faith. It is said to have properties that remove obstacles. The issue is that in our finite understanding of this dynamic substance, most of us fail to materialize it. We believe in faith as a concept. We do not practice it as a craft. Faith alone is a construct. Faith needs a vehicle by which to manifest, and the best vehicle is work.

The scientific formula for work is force times distance:

$$W = F \times D$$

Take the science out and put your life in. The work you must do to materialize faith is the force you can muster, applied across the distance between where you are now and the life you say you believe in. If you can sit with that one sentence, the rest of this guide will land.

The Day the System Told Me What I Was Worth

While preparing to exit the Army, I went to the Soldier For Life Transition Assistance Program — SFLTAP — to seek help finding employment. The young lady at the desk asked what salary I was seeking. I told her at least \$80,000 a year. She replied, calmly, that soldiers exiting the Army generally start somewhere around the \$50,000 range, and that I should set more 'reasonable' expectations.

I was appalled. I was not offended. I could not blame her for lacking faith in my skill set. It was not her responsibility to believe in me. She had a job to perform, and her skill set yielded \$50,000 per year. That was her ceiling, not mine.

"This is the worth gap. The distance between what the system is willing to confirm about you — and what you already know is true about you."

Most veterans collapse the distance by adopting the system's number. I refused.

Why Military Transition Is Really an Identity Transition

For 21 years, my identity was confirmed daily by rank, uniform, role, and mission. Other people knew exactly what I was worth because the chevrons on my chest told them. Civilian life strips that scaffolding overnight. The chest is bare. The lexicon is foreign. And the people interviewing you have never had to lead a squad through anything harder than a Q4 deadline.

If you do not consciously rebuild your identity on the way out, the civilian world will assign you one. It will be smaller than the one you earned. That is not malice — it is translation. Nobody outside the gate speaks your language yet. Your job is to translate yourself, not to shrink yourself.

Force: What I Did the Day I Left SFLTAP

I immediately used all the force I possessed. I cultivated my resume. I looked for jobs independently. I knew I had not been in the civilian job market in a long time, so I secured a supervisory position at Gap's distribution facility in Gallatin, Tennessee. It started at around \$64,000 — still short of the \$80,000 goal, but real distance covered.

While I was there I did two things on purpose. I honed the skills the manufacturing and distribution industry actually rewarded, and I identified the correlations between military lexicon and industry lexicon. Every term I had used in uniform had a civilian twin. Once I learned to speak both, my value stopped being a translation problem.

Distance: The Day Joel Osteen Reframed the Ceiling

I still believed there was a position that would reward my faith. I never stopped applying. One day, watching Joel Osteen, I heard him say the problem was that I was seeking too small of a blessing — that I needed to seek a net-bursting blessing. I got up, went straight back to my computer, and applied for jobs that made me uncomfortable in the application process.

Within six days, an Amazon recruiter emailed me. The position nearly doubled the original \$80,000 number I had been told was unreasonable. I never wasted my faith hoping someone would do for me what I could do for myself.

The Four Moves That Close the Worth Gap

If I had to compress everything into a sequence a transitioning service member could actually run, it would be these four moves, in this order:

01 - Refuse the Assigned Number.

The first salary anyone quotes you out of uniform is a ceiling someone else is comfortable with. It has nothing to do with what you can produce. Write down the number you actually believe in. Keep it where you can see it.

02 - Cover Real Distance with a Bridge Job.

Don't sit and wait for the perfect role. Take the supervisory position. The warehouse floor. The contractor seat. Anywhere the civilian world will pay you to translate yourself in public. Distance gets covered.

03 · Learn the Lexicon While You Earn.

Every military term has a civilian twin. Squad leader → frontline manager. Mission planning → project management. AAR → retrospective. Once you can move between languages, recruiters stop discounting you.

04 · Seek the Net-Bursting Blessing.

Apply for the job that makes you uncomfortable in the application process. That discomfort is the gap between your current identity and the one you have already earned. Faith plus force across that gap is the whole formula.

What I Want You to Take From This

In addition to believing I could earn six figures, I invested the time to acquire the skills the six-figure position demanded. Faith bought the ticket. Work paid the fare. That is the whole thing. $W = F \times D$.

You are not stuck. You just haven't seen your map. The map exists. The distance is shorter than the system told you. The force is already in your hands.

This guide is an excerpt from the founder's book, [How to Become a Six-Figure Earner](#), and it is the same thinking the Blueprint Rise system was built on.

YOUR NEXT MOVE

See your own Worth Gap in 14 questions. The Blueprint Assessment surfaces your dominant block — Worth, Wealth, or Wellness — and prescribes the first move that closes the distance.
No fluff. No paywall.

blueprintrise.com/assessment