

Entrepreneurs: How Do You Rate?

Monday Call, April 14, 2008

Incentive: Period 4 is almost over, 1 last Period to go
This is last week of Period 4...take care of business

After doing the Shifting quadrants last week, this seemed to follow:
Donna Johnson, "Honing Your Entrepreneurial Spirit"

1. Entrepreneurs: we all qualify if we are running a Mannatech business

3 basic ways to become an entrepreneur:

A. Born as one.

This is the kid who ran the lemonade stand, lawn mower business; the dreamer who came out of the womb that way.

B. Chose the path as a viable alternative.

After reviewing a number of options, analyzing many alternatives, this person selected this as an opportunity at the right time.

C. Accidental Entrepreneur.

This is the person who fell in love with the mission, the products and found themselves in a home based business perhaps with no prior experience whatsoever.

If this person wants to make business income, they must start running it like a business with perhaps no skills.

2. Assessment and coaching tool to help strengthen, hone and renew the entrepreneurial spirit.

A. 12 classic traits required of a successful entrepreneur; rank yourself on a scale of 1-10 (10 being the highest)

1) Persistence: _____

Staying on task with FOCUS and energy, diligent and determined

2) Passion: _____

Having belief and excitement about the project and about you being the one to do it, with zeal and fervor.

3) Commitment: _____

Putting that stake in the ground, holding to your bottom line, following through.

4) Resilience: _____

The ability to bounce back from setbacks or distractions.

5) Intention: _____

Purpose guided action, focus, goal directed.

- 6) Vision: _____
A dreamer, inspiring others to follow—to see clearly where you want to go.
- 7) Communication: _____
Connecting, creating a buzz, engaging your listener, listening, seeking to understand.
- 8) Patience: _____
Seeing the big picture; “tending the garden,” letting things emerge in their own time, grounded and centered.
- 9) Creativity: _____
The capacity to generate possibilities, “outside the box” thinking, forward thinking, intuitive.
- 10) Courage: _____
Can live with uncertainty, navigate change, tolerate paradox, have a “go for it” mentality.
- 11) Flexibility: _____
The ability to “go with the flow” and adjust to changing time or new information.
- 12) Authority: _____
The ability to take charge, accept responsibility, make decisions, take action.

B. Spend time with each of the 12 characteristics: notice your reaction...anxious, nervous, tensed up, surprised, critical,
Note each and every reaction you had.

C. Develop a plan to effect better results using these 5 steps

- 1) Focus on your strengths
 (“Power of Focus” chapter 2); if you fall short in an area, build a structure, find team members to support you.
- 2) Choose where you want to focus your time and energy
 Create a vision of what it would look like as a 10. Envisions it and then create it! Live in possibilities not probabilities.
- 3) How might you sabotage yourself?
 Understand how your little voices operate, what programs tend to run your life. Formulate a plan to overcome these.
- 4) Design your strategy
 Have clarity on what steps to take and what time and what results you want.
- 5) Commit and get support

Critical you align yourself with mentors, supporters, team members to get you where you want. Get coached, whatever it takes to get beyond those things that block your way.

“The entrepreneurial spirit can transform your life and the world around you.”