



Presented by
MyNAMS Insiders Club



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The Difference Between Employee and Entrepreneur

- ✓ Employees are worker-bees and entrepreneurs have to make decisions and implement new ideas. They're free spirits who enjoy freedom.
- ✓ Entrepreneurs actually welcome failures and learn from them. Employees see failures as scary and forbidden and could cost them their jobs.
- ✓ Some people prefer the structure and rules that a "job" provides. The entrepreneur prefers freedom and being able to bring his own ideas and visions to fruition.
- ✓ Some personal benefits of being an entrepreneur rather than an employee include setting your own hours, choosing your place to work (by the pool or in your pajamas) and chartering your own destiny.
- ✓ Never be stuck working with someone else's morals and values. When you're an entrepreneur you project your own.

The Mindset

- ✓ Entrepreneurs are always learning – and, they love it. They look at the big picture rather than one small piece of the puzzle.
- ✓ The mindset of an entrepreneur is after solving a problem rather than putting a patch on it or hoping it just goes away.
- ✓ Persistence is one of the traits of the entrepreneur. The "never give up" attitude helps them keep on even when the going gets tough.
- ✓ Don't become an entrepreneur if you're afraid of failure. There will be many barriers along the way and some will knock you down, but you'll always rise victorious if you're a true entrepreneur.
- ✓ Fear isn't a part of the mindset of the entrepreneur. Change is inevitable and some are going to be of the "fight or flight" variety.
- ✓ Building a business without the proper ethics is like building a high rise with toothpicks. It won't take long for it to tumble down.

- ✓ Passion is the benchmark of the successful entrepreneur. While “employees” are sleeping at five-o’clock in the morning, the entrepreneur is still thinking and/or working.

The Passion

- ✓ Never confuse persistence with passion. You may have lots of persistence to see a project through, but very little passion for the completed project.
- ✓ Passion is waking up every day with excitement about what you’ll be doing. If you dread the day when you arise, it’s time to do something about your present situation.
- ✓ Entrepreneurs create passion by doing what they love. Their energy flows even through roadblocks and tough times.
- ✓ When your clients see you have passion for what you do, it will build trust and commitment to you rather than the competition.
- ✓ You’ve got to know what you hate to find out what you love. When you make a list of things you love to do, you’ll be able to see what’s left over. Those go into the “hate” category.
- ✓ Steps in finding your passion include writing down what you love to do in your free time and thoroughly brainstorming ideas about how to put your passion to work for you.

Making the Leap

- ✓ Many things may be holding you back from pursuing your dreams – fear being the main obstacle – fear of not having a paycheck and of failure.
- ✓ There are three main components you must understand before making the leap from employee to entrepreneur – preparing for challenges, preparing for resistance and making a tough commitment to becoming a success.

- ✓ Becoming an entrepreneur without a plan is like trying to pilot a plane without training.
- ✓ Learning to say “no” and preparing ahead for financial roadblocks are two ways to successfully make the leap from job to business owner.
- ✓ Know that you’ll have to provide a stellar product or superior service to break through the businesses of other entrepreneurs.
- ✓ Commitment to developing the mindset of an entrepreneur is essential to making the leap – as is making a commitment to the physical problems which must be solved.



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