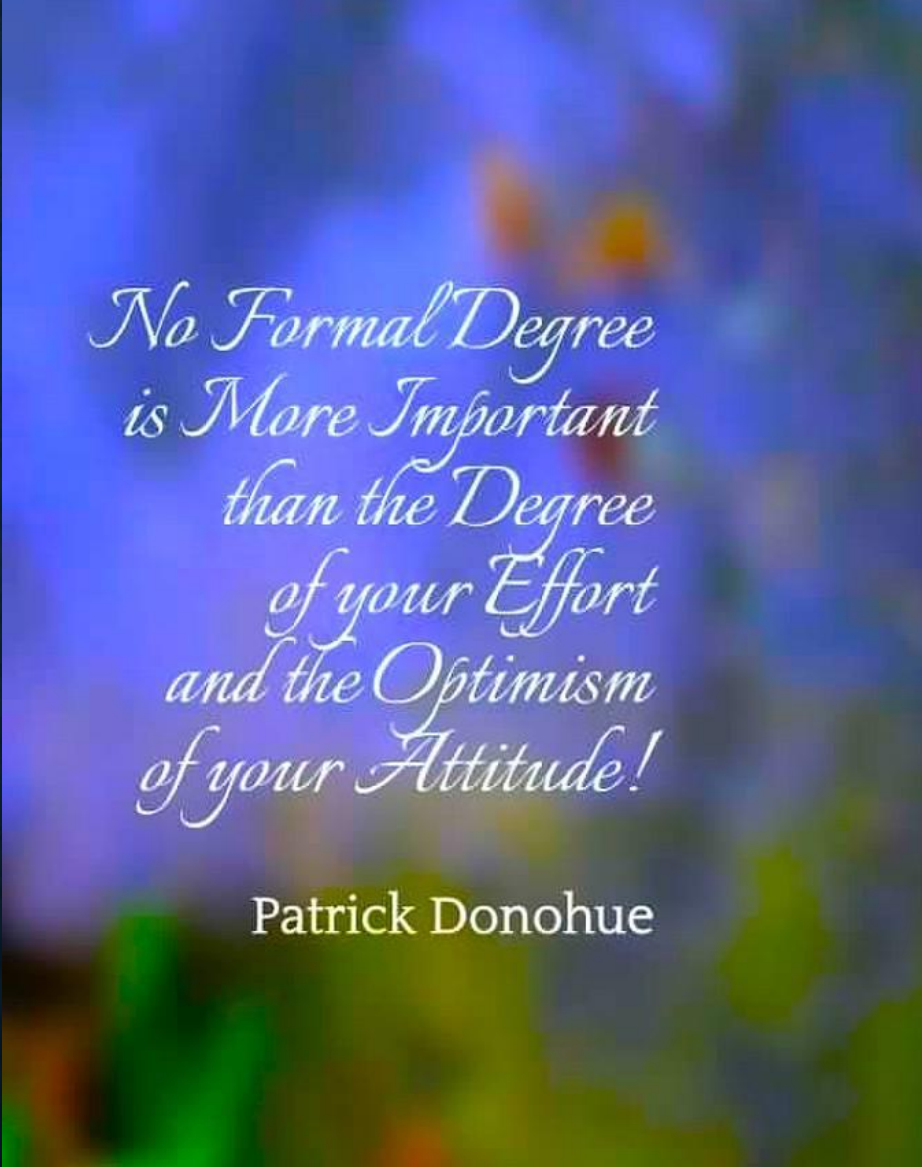




# **ENTREPRENEURSHIP**

**IS LIVING A FEW YEARS OF YOUR  
LIFE LIKE MOST PEOPLE WON'T,  
SO THAT YOU CAN SPEND THE  
REST OF YOUR LIFE LIKE  
MOST PEOPLE CAN'T.**



*No Formal Degree  
is More Important  
than the Degree  
of your Effort  
and the Optimism  
of your Attitude!*

Patrick Donohue

# **PATRICK DONOHUE**

- Business owner
- Executive Coach
- Former President of the Men of LaSalle
- Father of 2 Grads



# **MINDSET FOR SUCCESS**

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The role of a business owner  
Fear is your friend

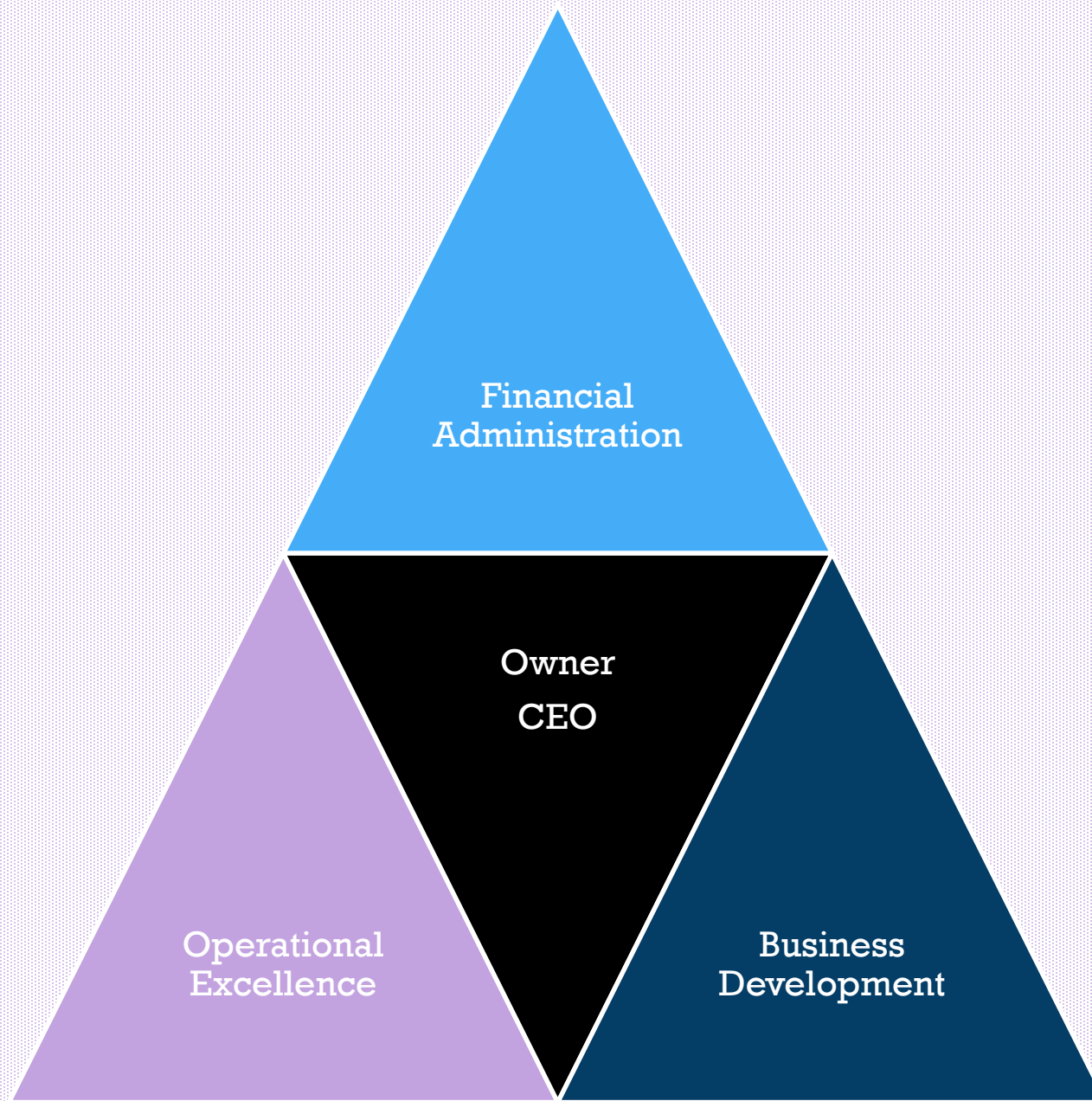
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- The 5 levels of business ownership
- The 5 types intelligence
- Why a franchise?
- Wealth building

**ACCOUNTING,  
FINANCE,  
INVESTMENT,  
MANAGEMENT,  
ACTUARY,  
HUMAN  
RESOURCES,**



**Financial  
Success**

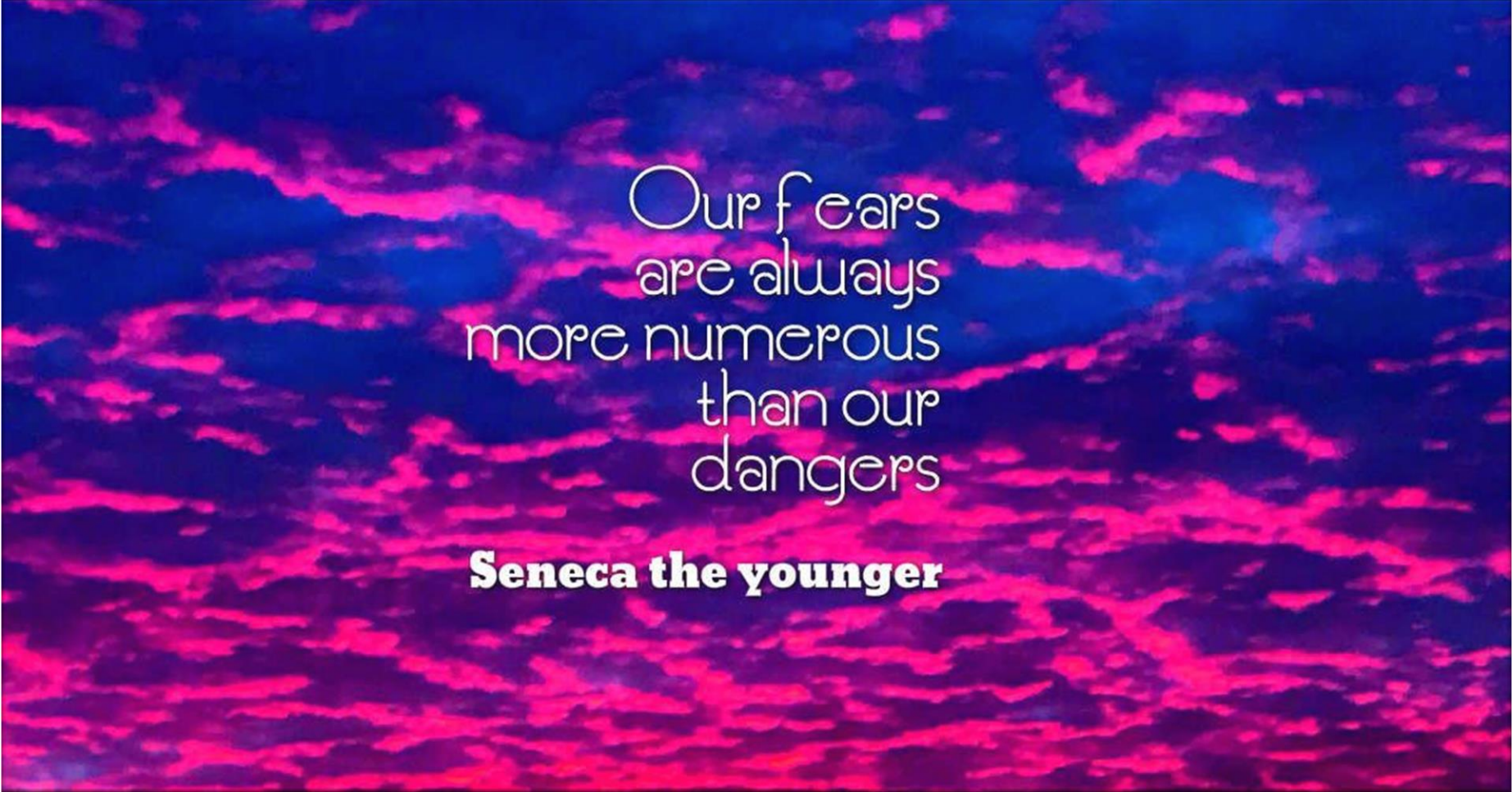


Financial  
Administration

Owner  
CEO

Operational  
Excellence

Business  
Development



Our fears  
are always  
more numerous  
than our  
dangers

**Seneca the younger**



**FEAR IS YOUR  
FRIENDLY  
REMINDER**

**IF IT IS IMPORTANT  
TO YOU, YOU WILL  
FIND A WAY.**

**IF NOT  
YOU'LL FIND  
AN EXCUSE**

# WHAT STANDS IN YOUR WAY?

What is your Kryptonite?



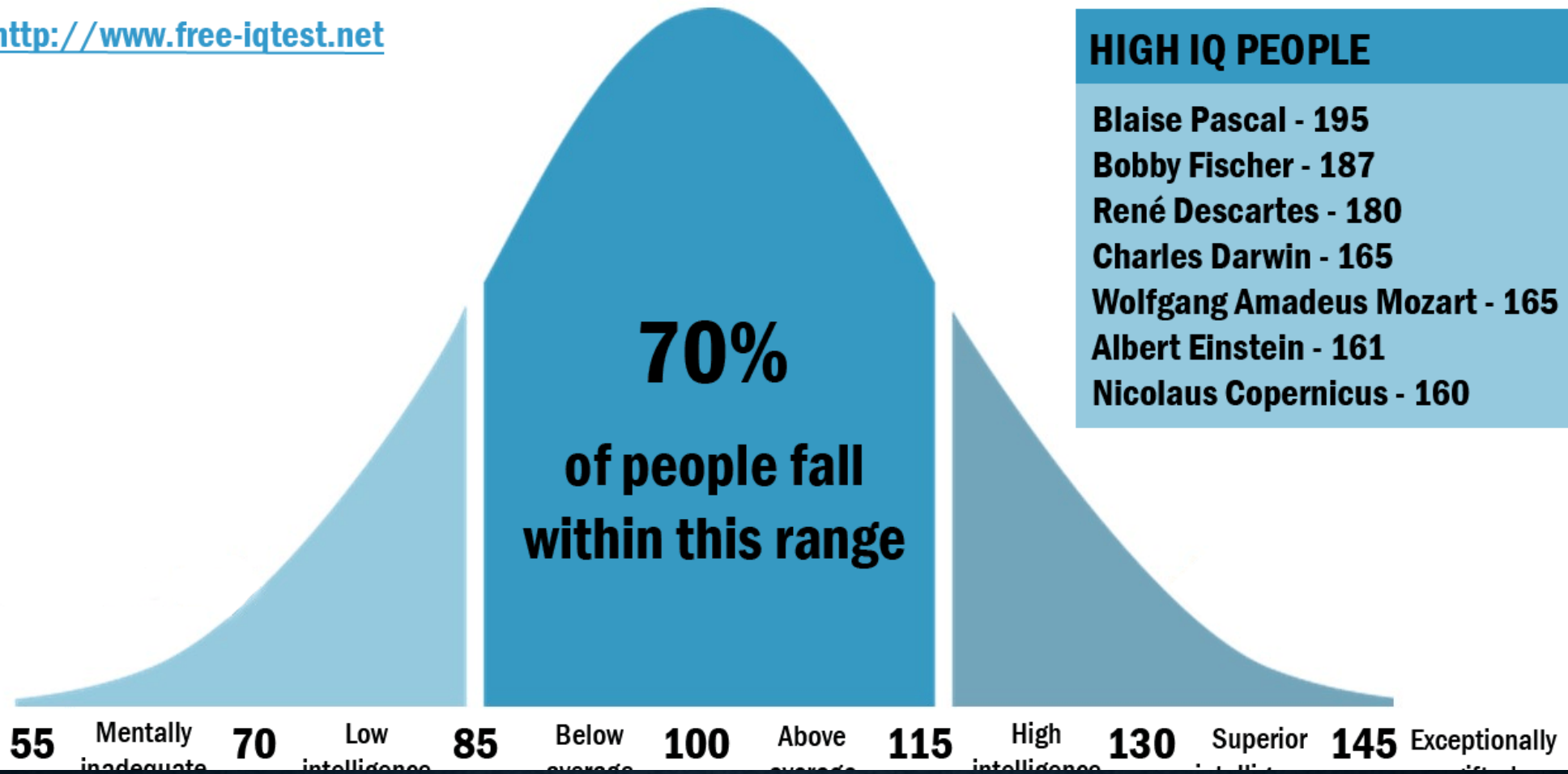


## **5 LEVELS OF BUSINESS OWNERSHIP**

- **Solo Entrepreneur**
- **Home Based Executive**
- **Office Based Executive**
- **Retail Executive**
- **Multi Unit Owner**

# The IQ Test Score Bell Curve

By: <http://www.free-iqtest.net>



# 5 QUOTIENTS OF INTELLIGENCE

- IQ
- AQ--Acquisitional
- BQ--Behavioral
- TQ--Technical
- EQ--Emotional



# What Dreams will you accomplish?



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IF YOU DON'T  
BUILD YOUR  
DREAM,  
SOMEONE WILL  
HIRE YOU TO  
BUILD THEIRS!

# THREE EMPLOYMENT CHOICES



# **BENEFITS OF FRANCHISING**

- Proven success formula
- Leverage
- Training and Development
- Business development
- Employee Recruitment and training
- Business Systems
- Real Estate
- Banking
- **TRIBE**



# WEALTH BUILDING

## How do business owners build wealth?

1. Earnings- owner profit
2. Business equity- the value of the business based a multiple of the profit
3. Real estate equity- the value of the property a business is on.
4. Tax advantages (The Donald Trump less tax plan)

# THE GHOSTS OF YOUR POTENTIAL

- There are six human needs:

1. Love and Connection
2. Variety
3. Significance
4. Certainty
5. Growth
6. Contribution



[pdonohue@franchoice.com](mailto:pdonohue@franchoice.com)