

Are You Ready to be an Entrepreneur?

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FOR THE LIFE OF YOUR BUSINESS

Topics

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- What is an Entrepreneur – Business Owner
- Characteristics of a Business Owner
- Areas of Responsibility
- Everyone Makes Mistakes Along the Way
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ARE YOU READY TO
BE AN
ENTREPRENEUR?

A Little About Me



One of the business founders of Harmony Clean



Have served on the Association of Residential Cleaning Services council



Completed the Goldman Sacks 10KSB program in 2020 and the SBA Emerging Leaders Program in 2021



Have been a Certified SCORE Mentor for 8 years and currently serve a chapter vice-chair

My Back Story



Helped my dad start his Automotive Fasteners business in the 1980's



Learned a lot from that experience since it was just the two of us



His business eventually declined and I learned from that experience



I like to say I learned how not to run a business, so when the opportunity came to start my own business, I knew I wanted things to be different

What is an Entrepreneur – Business Owner



- An individual who has created a business
- He or she has taken the risk
- He or she will enjoy the rewards or minimize the loss
- The entrepreneur is commonly seen as an innovator
- They are providing the need for a product or service

Characteristics of a Business Owner

- Strong work ethic
- Time management control
- A multitasker – everything to everybody
- Has previous work experience
- Manage your employees by delegating
- You're accountable for the whole business
- Must be self-motivated
- Tackle all issues head-on



Areas of Responsibility



- Your employees
- Accounting-know your numbers
- Service your customers for life
- Sell your product, service, your knowledge
- Administrative detail helps make money
- Market your brand and reputation

In the end, it's about profitability!

Everyone Makes Mistakes Along the Way

- Learn the hard way-it's OK to blunder
- Learn from employees, customers, and those before you
- Be a listener more than a talker at times
- Resolve the major problems first

No one is perfect, no company is perfect!

EVERY
MISTAKE
YOU MAKE
IS PROGRESS

Key Areas for a Successful Business Owner



- Manage your business performance
- Delegate to your employee's abilities
- Follow up everything, don't assume results
- Strive to achieve you're your financial goals
- Be the expert in your field
- Learn on your own, learn from others, and then take a risk

There's More

- Having a positive attitude will move the business forward
- Let the community know who you are
- Develop strong supplier relationships
- Your professional support team — Accountant, lawyer, banker, and insurance company
- Be a planner, be organized, and be resourceful
- Remember-your image reflects ownership



Let's Recap



Entrepreneurship is about risks and rewards.



Business owners are hard-working, knowledgeable, self-starters.



Business owners have a lot of responsibilities and wear many hats and focus on what's important.



Expect to make mistakes – and grow stronger from them.



It's about details, details, and more details.



Maintaining a positive attitude, being a planner, and leveraging a good team are keys.



Book recommendation: ***Folding Time: How to achieve twice as much in half the time*** by Neen James

Question & Answer



Thank you for your time and attention!



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