



Laura Carpenter

CEO, Dream BizBuilder™

www.DreamBizBuilder.com

Office 443-986-9608

Mobil 410-746-7918

Fax 410-444-4505

Email Laura@DreamBizBuilder.com

~ *FREE Skill* Builder ~

Essential Tips & Tools To Help Enhance Your Entrepreneurial Qualities

July 2008 Ezine Article Companion Sheet

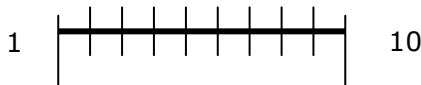
Successful Entrepreneurs use their best qualities to build the business of their dreams.

You can enhance these qualities each day with just a few simple tips.

I invite you to read though the qualities below and then rate 1-10 (1 "A little" to 10 "A lot") regarding how strongly you identify with these qualities. Use the accompanying tips to enhance each of your *Successful Entrepreneurial Qualities*.

1. (en)Vision –

- Successful entrepreneurs have the ability to envision and manifest their ideas.
- They have a clear vision of what they want to create.
- They set their sites on the future then start building it.

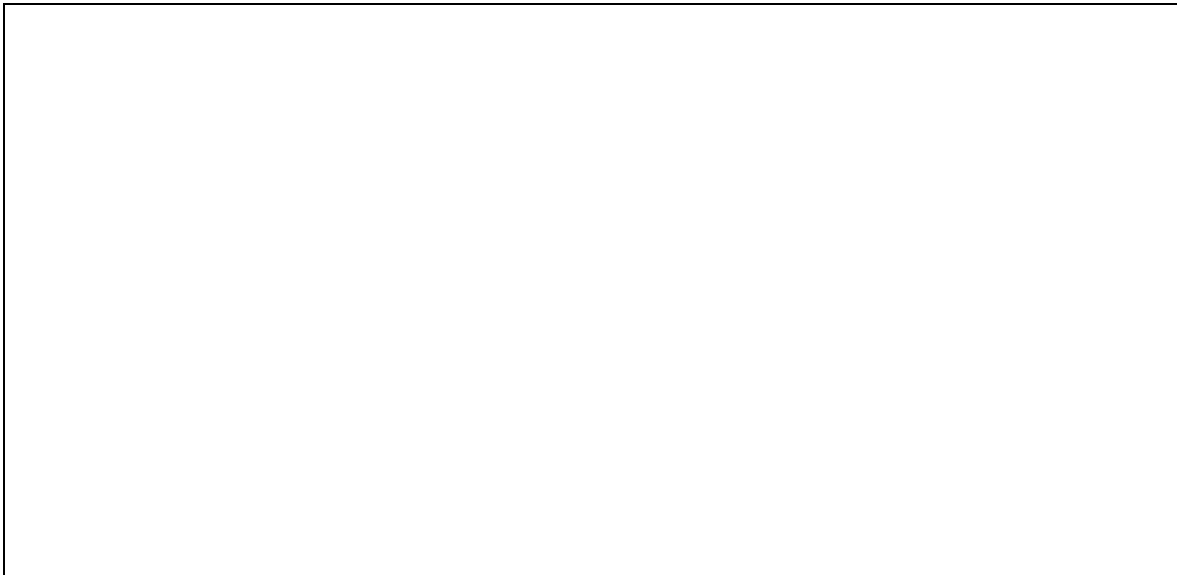


TIP #1– Enhance your (en)Visioning Skills:

Spend 15 minutes of each day visualizing your dream business

- ❖ Find a quiet spot and let your mind create the best outcome
- ❖ Get creative & don't put any limits on what you want
- ❖ Be specific think about how many clients or sales leads you want
- ❖ See in your minds eye what type of employees or projects you want to come your way

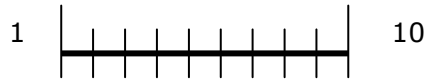
After you form the picture in your mind take a few moments to write out or draw a picture of your vision for the Business of your Dreams:



Practice day dreaming!, it is the first step to building the business of your dreams.

2. Clarity & Focus –

- It has been said “If you don’t know what you want, how are you going to get it?”
- Successful entrepreneurs know exactly what they want and they keep focused on reaching it.



TIP #2 – Enhance your Clarity TO Gain Focus

Step 1: Clarity - Find out what you want

Early on we learned 6 defining questions WHO, WHAT, WHERE, WHEN, WHY & HOW – These simple questions can be used together to clarify your wants and needs. Thoughtfully answer the following questions:

“What do I want?” _____

“How can I get it?” _____

“When do I want it?” _____

“Who can help me?” _____

“Why do I want what I want?” _____

“Where can I go to collect the resources I need?” _____

TIP #2 – Enhance your Clarity TO Gain Focus

Step 2: Focus – “Hit it till you Hit it”

Once you know what you want you can reach it –
There can be temptations & interruptions along the way that try to push you off track.

To keep you trained to focus on your goals post your goal around your house/office as a reminder.

Each time you are presented with a proposition or an interruption, ask yourself this one question:

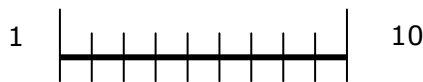
DOES THIS HELP ME REACH MY GOALS?

If the answer is **YES**, then **GO FOR IT!** – Great job you are clear on your goals and focused on reaching them.

If the answer is **NO**, then **MOVE ON!** - Job well done! You are clear about what you need to reach your goals and focused back on track to reach them.

3. Courage & Confidence –

- You may have heard the saying “Feel the fear and do it anyway” this is the motto of a successful entrepreneur
- The Road to success can be bumpy and filled with obstacles
- Starting a new business can feel like stepping off a cliff
- Successful Entrepreneurs are confident that they can build a bridge or learn how to fly in order to reach their dreams. They possess the courage to get started then they don't let anyone or anything get in their way.



Tip #3 – Enhance your Courage to Build your Confidence

Practicing being bold

Step 1: Bold Actions - Increase your courage daily

Each time you do take an action that pushes you outside of your comfort zone you grow.

- ❖ Choose each day to do one small thing that pushes you outside of your comfort zone.
 - For instance if you are uncomfortable meeting new people make it a point during the next event you attend to say hello to at least three new people.

Today I will: _____

Small steps consistently over time lead to big changes – soon you will find yourself taking bigger steps and being bolder than you first thought possible

- ❖ Choose one Big Bold Action you can take this month that will put you closer to your Dream Biz

One Big Bold Action _____

Step 2: Celebrate your Success

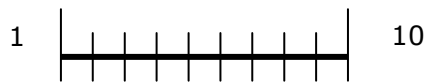
Celebration and recognition of a job well done boosts your confidence and encourages you to reach further to accomplish more.

Each day catch yourself doing 5 things “well done”

1. _____
2. _____
3. _____
4. _____
5. _____

4. Passion & Energy –

- Passion is the quality that helps successful entrepreneurs choose their direction.
- Being passionate about your business will help you attract clients, money and success.
- Successful Entrepreneurs know that energy is a resource and must be renewed. They take excellent care of themselves both physically & emotionally.



Tip #4 – Passion & Energy Your Renewable Resources

Taking the time to renew yourself with activities that bring you joy will cause you to have more energy for your business.

Remember how refreshed you feel after a vacation; imagine feeling that each day as you work on your dream business.

Pull out your calendar/monthly scheduler – choose block of time to set aside for scheduling in a fun activity that has little to do with your work.

Start with one hour a month if your schedule is packed full – work towards once a week and daily time for energy “breaks”

Once you set this appointment with yourself it cannot be canceled.

Your Fun Breaks can be anything you choose here are some examples to get you started:

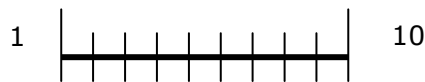
Trip to the Zoo Time at the Park with Family Art Classes
Lunch with the Girls Exercise Classes Watching a Sports game
Reading a book for fun Trip to the mall
Walking around a nice neighborhood

Make up your own fun break time

I _____, Commit to setting aside time each (Day/Week/Month) to have fun & renew my energy.

5. Network / Team –

- Successful entrepreneurs gather like minded people around them for advise & encouragement.
- Their network includes individuals who lift them up, support them and are invested in their ideas.
- Building a power team is a quality that sees entrepreneurs through good & bad times. Their team is what pushes them into creating the best business they can.



Tip #5 – Choose your DREAM POWER TEAM

Take a critical look at the 6 people you spend the most time around, both in business and your personal life. These people are the ones who most influence your success. Either they support you or they weigh you down.

_____	_____
_____	_____
_____	_____

Who is on your list?
Do you have a list full of positive influences?
Or everyday whiners & complainers?

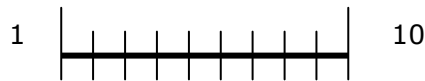
Your network determines your Net WORTH

List 6 outstanding Entrepreneurs that you would like on your DREAM POWER TEAM – think BIG, who could most influence your success

Use your enhanced courage & confidence skills to reach out and contact your Dream Power Team. Find ways to add value to their business and in general be of service. Helping & giving to others will put you in a position to receive.

6. Education

- Successful entrepreneurs are dedicated to continual learning.
- They seek out guidance from mentors, coaches & consultants to educate themselves; learning how to grow their business & to develop a successful mindset.
- They see failures as opportunities to learn and adjust their course.



Tip #6 – Everything you need to know is already out there – you just need to plug in & listen up!

Education comes in many forms; you can fit in a few quick tips into to a busy day or attend it a big week-long educational event.

FREE ways to learn all about your favorite topic

- ❖ Search the internet – we live in a great day and age where nearly anything you need is close as a click or two away
- ❖ Sign up on message boards
 - Pay attention to the movers and shakers in your industry they are often eager to share
- ❖ Sign up for free Ezine's or Newsletters from your favorite speaker/educator
- ❖ Find your local library and sign up for a library card – you can even find books on CD if you aren't a big reader

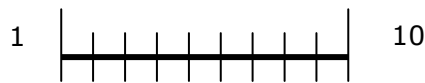
You can earn a bachelors degree in 4 years or roughly about 160 credit hours. Most of us spend at least one hour a day in the car traveling to and fro. Imagine how much information you can collect listening to 365 hours of books on CD or MP3.

The key to continuing educating lies in finding the best format for you.

Look for exciting locations or events near you to gather all you need to build the business of your dreams.

7. Persistence

- **Always, always keep going!**
- The average person is often right around the corner from greatness when they stop short.
- Successful entrepreneurs reach their goals because they keep going no matter how rough the road ahead appears.
- Persistence becomes easy when the reward or result of your effort is more desirable than the result of giving up



Tip #7 - ALWAYS KEEP GOING – you can do more than you know!

Persistence can sound daunting or even unexciting; few of us want to get up every day an hour early just to get time in to go to the gym.

Weather we know it or not we actually have excellent persistence skills and we use them everyday. Successful Entrepreneurs use the skill to build great companies and find success. Everyone else uses it as an excuse to stay in a rut and resist change.

Take a look at your current routine to find ways to build in positive habits along the way.

- ❖ For instance each day we wake up, shower, brush our teeth & prepare for the day. Find a way to add on to your daily routine with one small beneficial task.
 - It can be as simple as listening to an education CD while you get ready in the morning; Or on the ride to your appointments

Working with an accountability partner works the best to keep you on track to reach your goals. They will lift you and keep you going when you want to quit. You can partner with a successful colleague to help encourage and keep each other accountable or you can hire a business coach.

List 3 Possible Accountably Partners

Successful Entrepreneurs continually strive to enhance all of their natural abilities and to develop successful qualities.

Dream BizBuilder offers a FREE Monthly Ezine which delivers Tips & Tools to Entrepreneurs & Business owners so they can turn their ideas into the Business of their Dreams.

Sign up today at www.DreamBizBuilder.com!

Dream BizBuilder is a company dedicated to helping Entrepreneurs build courage & confidence as we work together to find the resources & develop the skills needed to build the business of your dreams.

Business Solutions

Coaching ◇ Consulting ◇ Speaking ◇ Education

Coaching

- The **coach serves as the support system** that allows the client to move towards their goals
- The **client & the coach to meet weekly** with limited email support to define weekly goals, create timelines & accountability measures and evaluate progress
- The **coach provides supportive feedback**
- Recommended **weekly or bi-weekly sessions for 3-6 months** with monthly follow up sessions encouraged thereafter to achieve desired results
- **General Fees:** Each client is evaluated on an individual basis fees shall reflect time commitment and client's specific needs
- **Fees:** To be **pre-paid monthly** via **check, MC/VISA (PayPal)**

For your FREE CONSULT PHONE CALL

Call: 443-986-9608

or

Email: Info@DreamBizBuilder.com

© 2008 Dream BizBuilder™