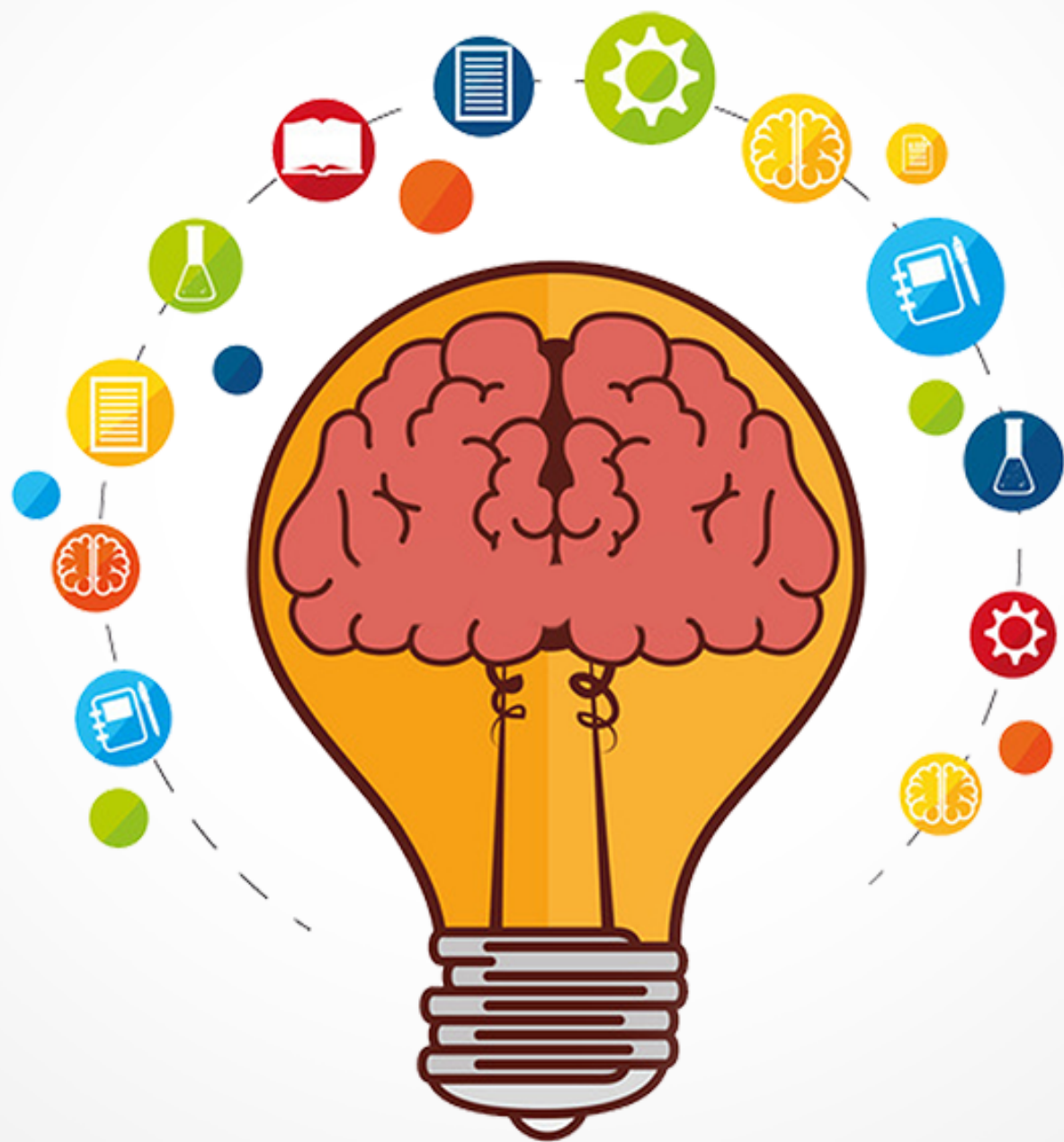


Entrepreneurial Success



CHECKLIST

Checklist and Guide

So, you've read the book and you're feeling pretty psyched and ready to get started?

But wait, did you pay careful attention? Do you remember all the points we covered? Before you rush ahead and potentially miss some crucial steps, let's take a look at the key points again.

Wanting success isn't always enough, especially if you don't have the right mindset. It's important that you make efforts to improving your mindset and yourself before you can make efforts to improve your life.

In the book we covered a huge amount of material, so this checklist will help you to look back over some of the key points, giving you a plan to follow towards your success.

Checklist

Change your mindset.

- Find out what your current mindset is.
- Change it if it needs changing.
- Continually track your mindset and do maintenance.
- Convince the mind, get past barriers to change.

Evaluate your strengths

- What do you do better than just about anyone else you know?
- What are you passionate enough about to have an advantage working with?
- Add positive aspects of your personality that will help you be successful.
- Add skills and abilities that you have developed or are in the process of developing.

- Make a list of all the attributes of successful people that you can think of.
- Cross-reference this list with the list of attributes and abilities you made for yourself.

Determine your weaknesses

- Figure out what is your personal kryptonite; what weakness is most keeping you from success?
- Make a list of weaknesses that might be eating and failure.
- Differentiate between physical impediments, interpersonal and mental.
- Make a game plan for getting to the bottom of these weaknesses.
- Evaluate the beliefs that are causing the disadvantages and change them.
- Make sure you rinse and repeat the process for any future weaknesses that you discover.

Develop healthy mindset habits

- Understand what habits are, how they are formed and begin to create new habits in your life.
- If you have habitual negative self-talk, start your day with positive affirmations.
- Spend some time each day thinking about and evaluating your feelings so you can get to know yourself better.
- When you have doubts, take a step back and evaluate them objectively.
- Make it a goal to learn something new every single day.
- Especially focus on learning things to help you become a better entrepreneur or motivate you.
- Don't forget the past, but focus on the present.
- Understand there is value in remembering a past mistake, but there is no reason to dwell on it or live in the past.
- Realize and get confidence from knowing that other people don't remember your mistakes nearly as vividly as you do and most will not remember them at all.

- Turn failures into successes, first in your mind then in reality.
- When you think “what if,” consider the possibility that you’ll be wildly successful instead of a failure.
- Make your goals and ensure that they are as clear as possible.
- Create specific goals that have an end result that is measurable and realistic.
- Aim higher with your goals than you think you can achieve but not so much as to be unrealistic.
- Put your goals into action by creating several long-term goals but you’ll be striving for over a certain period of time.
- Develop milestones along the way and continue breaking down those goals until you can see what exactly you need to do daily to achieve the next milestone.
- Make a commitment to be the best self you can possibly be.
- Set a time to work and be there at the beginning and work until the end just as if it were a job, which it is.
- If someone needs your help be willing to assist if you can.

- Develop relationships with other entrepreneurs, industry professionals and anyone who can advise you or motivate you and your business.
- Be patient, flexible and always use integrity in all your business dealings.
- Don't multitask. You'll get a lot more done if you focus on one thing at a time.
- Make the time you spend working on your business or top priority.
- Be stingy with your time when it comes to the period you've set aside for working on your business.
- Don't price items to undercut competitors; price products and services which you feel their worth.
- Learn how to manage your time more effectively.

Be willing to serve

- Remember, you are there to serve your customers. Good customer service is one of the most important keys to success.

- Be willing to mentor others when the opportunity arises and serve that way as well.

- Develop a reputation as someone who is willing to go above and beyond for people.

- Be grateful.

- Be thankful for the opportunities that you have and any success that you achieve.

- If you have a hard time being grateful practice until you get it right.

- Take opportunities to pay it forward when you get the chance.