

Preface

I have always said I should write a book. Everywhere I go I talk to people about being in business for themselves, I mentor people almost daily on how to become an Entrepreneur, it's my passion, and so it is time to put my story down on paper.

I have always been interested in business and making money, I guess everyone learns certain things about themselves that seem to become more evident as time passes, and as one matures. Making money and being in some sort of business has always been in my DNA. I remember after lunch on Sunday afternoon, I would line up my coins and play Army with them, giving each denomination a rank from Private to Colonel, lining them up and marching them off to war.

It seemed that everything I did was focused on money, and while you may find this a bit odd, bear with me as I show how this all played a part in my development regarding my passion for Entrepreneurship. You can call it strange, but everyone has something they love to do and for me it's always been about creating enterprise and making money. This book will outline my path and share my insights into being an Entrepreneur, what that has meant to me and how it has shaped my life for the better. As I hope to show how Entrepreneurship has changed my life and the life of my wife and hopefully my children's lives as well.

I hope you will find it interesting, and more importantly inspiring, perhaps for you to also follow your dreams and seek for yourself the many opportunities that present themselves to us each day through being in control of our own destinies. I have come to learn that business and

entrepreneurship open the doors to financial freedom that do not exist when you work for someone else, the saying goes “you can work hard to create your own dream or continue to work for someone else helping them fulfill their dream”, so which will it be for you? Statistics show that 80% of business is “small businesses” the definition of “small business” ranges from \$50,000- \$5,000,000 in yearly revenues, but nonetheless the backbone of our society is the small “Mom & Pops” who are struggling daily to put bread on the table and pay the bills through the sweat of their brow, in their own businesses.

But we, the Entrepreneurs of the World, would not have it any other way. We prefer to sweat and work if it is in the interest of making a better life for our families and our communities.

What I will share with you will be insight into how that process can make us successful regardless of what industry or profession we choose. and that is the beauty of

Entrepreneurship, it does not have a color, gender, age, social position, education or any other qualification tied to it. Simply put, if you want to become successful then who is holding you back? Who? The only person holding you back is yourself! You determine your own future, your race, gender, economic background, location, nothing else determines that for you, no one can hold you back but yourself. Isn't it time you decided to stop making excuses and start living? In this book I hope to share with you the characteristics of what makes a person “Successful”, those characteristics that play an important part the development of an Entrepreneur. I will share with you many insights and details into avoiding mistakes that could hold you back from succeeding. It's worth saying here, don't skip ahead and read only those chapters that interest you, but rather read the book in its entirety and see how you can achieve long term success.