

# NAVIGATING ENTREPRENEURSHIP

*11 PROVEN KEYS TO SUCCESS*



## ACTION GUIDE



BY  
**LARRY JACOBSON**

ENTREPRENEUR COACH • AWARD WINNING AUTHOR • SPEAKER

THE HUFFINGTON POST

msnbc.com



Forbes

YAHOO! FINANCE



## 1. Dreaming

Here is the place to write down your big dream. Put in some details, the sand dripping between your toes, the stockholders applauding their CEO, you name it.

All effective leaders use visioning to see themselves achieving their dreams and goals.

### MY BIG DREAM

### DETAILS OF MY BIG DREAM

## 2. Goals and Priorities

This is the longest section in the Action Guide, but it's important because it builds your foundation. The rest will grow out of this: Let's try to help you figure out what you want and let's do it by category:

### FINANCIAL

How much money you want to make, what investments you would like, what about real estate, savings?

### PERSONAL

What would you like to see in a Relationship—maybe you don't have one, and want one. Maybe you're in one, and want to get out. What about your health such as your weight, eating habits, exercise? Add material things you want such as: beach house, sailboat, new car, new set of dishes, a bicycle?



## CAREER

Are you Happy? Do you want a new direction? New promotion, switch to a new company, start a business? Sometimes Career and Financial overlap. If they do for you, that's fine. But for some, your current career doesn't coincide with your financial goals. Only you can assess that.

Now look at the timeframe for each category and each goal:

What do you want financially, personally, and with your career over

- 6 months
- 1 year
- 5 years
- 10 years

Once you've written your goals down, and they can be one word. Don't complicate this, just do it. Then write down 3 action items needed to accomplish each goal. This may take a bit of time, be patient, and keep at it. Really think out each step and write them down. These can include things that you need to do, people you need to help you, or skills you need to learn. For example, if you want to write a book, but can't type, it might be helpful to learn... or, to buy the software that translates your voice into the written word. Or, you can record your book and send it to someone and they'll type it for you. There's more than one way to get something done! It's so easy for all of us to come up with reasons not to do things. Sometimes we have to tell ourselves: No excuses.

Now label these action items by their priority. We'll talk more about priorities later, but for now, just label them with an A for higher priority, B for next, etc.

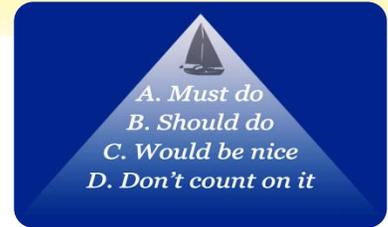
### 3. Taking Risks

For each goal you have, write down a risk you'll have to take in order to pursue the action steps you have listed. Identify any risks as you see them. They can be very simple. For example, if you want to open that bakery we discussed, the risk would be missing your kids' Saturday morning soccer games.

Now you have to ask yourself "am I willing to take that risk?" and write down your answer. Committing your answer to paper can have a very powerful effect on your attitude about the risk when it's staring you in the eye. If you said that you were willing to take the risk and you put it on paper, it's going to be easier to do.

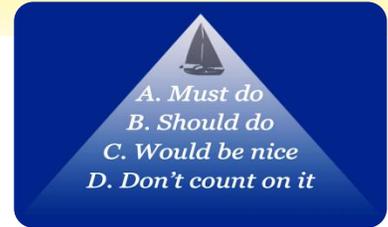


# Personal Goals



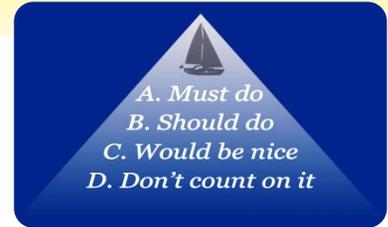
Priority	Personal Goals	Action Steps	Risks of Goal or Action Steps	Priority of Goal or Action Step	Take Risk?
<b>6 MONTHS</b>					
					<input type="checkbox"/> Yes
					<input type="checkbox"/> No
<b>1 YEAR</b>					
					<input type="checkbox"/> Yes
					<input type="checkbox"/> No
<b>5 YEARS</b>					
					<input type="checkbox"/> Yes
					<input type="checkbox"/> No
<b>10 YEARS</b>					
					<input type="checkbox"/> Yes
					<input type="checkbox"/> No

# Financial Goals



Priority	Financial Goals	Action Steps	Risks of Goal or Action Steps	Priority of Goal or Action Step	Take Risk?
<b>6 MONTHS</b>					
					<input type="checkbox"/> Yes
					<input type="checkbox"/> No
<b>1 YEAR</b>					
					<input type="checkbox"/> Yes
					<input type="checkbox"/> No
<b>5 YEARS</b>					
					<input type="checkbox"/> Yes
					<input type="checkbox"/> No
<b>10 YEARS</b>					
					<input type="checkbox"/> Yes
					<input type="checkbox"/> No

# Career Goals



Priority	Career Goals	Action Steps	Risks of Goal or Action Steps	Priority of Goal or Action Step	Take Risk?
<b>6 MONTHS</b>					
					<input type="checkbox"/> Yes
					<input type="checkbox"/> No
<b>1 YEAR</b>					
					<input type="checkbox"/> Yes
					<input type="checkbox"/> No
<b>5 YEARS</b>					
					<input type="checkbox"/> Yes
					<input type="checkbox"/> No
<b>10 YEARS</b>					
					<input type="checkbox"/> Yes
					<input type="checkbox"/> No

## 4. Making Decisions

Go back to your goals and set priorities next to them A-D. Your priorities will guide you in so many decisions, so take your time, and think about them.

The Next Exercise is to practice making decisions.

Here's how to practice making decisions and demonstrate to yourself that you are a decisive person. Write down three things you have been considering doing or not doing. I don't care what they are, big or small. It could be what you're going to prepare for lunch. Now DECIDE on those three things. I mean NOW. Right Now. There! Done! You're decisive. Once you've made the decisions, tell yourself that you're decisive. Look at you: you made a decision.

Do this three days in a row.

Practice sticking to your decisions. It will make you a more decisive person. You will learn to trust in your decisions.

### DAY ONE

I've been considering doing:

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_

### DAY TWO

I've been considering doing:

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_

### DAY THREE

I've been considering doing:

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_



## 5. Expecting and Accepting Change

Proactively change something very small in your life today. Change your drink, change something that you eat, change something that you wear. Change your blouse, your shirt, change your socks, I don't care, just change something and recognize that you proactively did it.

Three things I changed proactively:

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_

The next exercise is going to take some more awareness on your part. I want you to react to something that changes and be okay with it.

Three reactions I changed:

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_

## 6. Fear

Write down one thing you are afraid of doing, seeing, or experiencing.

Under that, write the 3 elements that make you afraid of it.

I am afraid of \_\_\_\_\_

I am afraid of this because:

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_

Next, provide the solution to those fears.

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_

Recognize and Embrace your fears. Remember that they make you focused on the task at hand; they make you sharp and alert. And you can use those fears to your advantage.



## 7. Do something new today.

Something you don't already know how to do. It could be a new exercise in the gym. It could be looking for a virtual assistant online. You could try writing a short 3-line poem. How about writing your company mission statement or re-writing it. Today, I did this, and it was new to me:

Learn something new. I don't care what it is. Your goal here is to prove to yourself that you can learn something new. Today, I learned this, and it was new to me:

## 8. Perseverance

Looking back at your goals, where will you need strength and perseverance? Staying power? With just your top three goals, write down what type of strength you're going to need. Emotional, physical, new skill sets, practice of your art or presentation, patience, someone else to do it for you?

Goal #1 \_\_\_\_\_

Strength I'm going to need \_\_\_\_\_

Goal #2 \_\_\_\_\_

Strength I'm going to need \_\_\_\_\_

Goal #3 \_\_\_\_\_

Strength I'm going to need \_\_\_\_\_



## 9. Passion

For three days, write down one thing you did to bring more passion into your life.

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_

Don't forget to give! It'll make both giver and receiver feel so good!

## 10. Leading Others

Re-listen to Chapter 10 and take notes here:



## 11. Choose to Lead!

Repeat to yourself: I choose to lead. I choose to lead. I choose to lead. I choose to lead.

Congratulations! You have now begun to navigate the choppy waters of leadership. It takes practice and experience. Use these 11 proven keys the way we have discussed them and your leadership skills will soar! For questions, please free to email me at [larry@larryjacobson.com](mailto:larry@larryjacobson.com)

And, don't forget to go to the website, [www.LarryJacobson.com](http://www.LarryJacobson.com) and download your free Passion Quiz.

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