

Session 2

Entrepreneur Traits

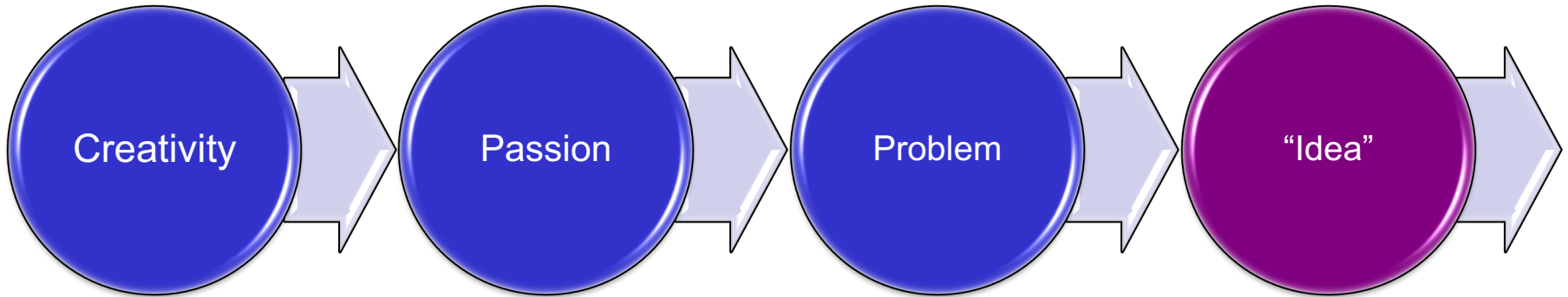
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Master Agenda

Session 1	April 23 rd	What is creativity? What is my passion?
Session 2	April 30th	Behavior traits for a successful entrepreneur.
Session 3	May 7 th	Turning your passion into a business opportunity.
Session 4	May 14 th	Steps needed for your startup ... 1, 2, 3 GO.
Session 5	May 21 st	Financials of the business opportunity.
Session 6	May 28 th	Presentation skills, successful pitches, what ideas got funded.
Session 7	June 4 th	Filing your patent, patent gotchas, successes and failures.
Session 8	June 11 th	Creating a business plan to pitch to VCs.
Pitch Fest	June 20 th	Annual Tech Day (Business Plan to VCs, Successful Entrepreneurs).

Week 1 Recap



Asked to submit as a team: "Save our Planet" homework

Who Inspires You ?

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Marc Zuckerberg
(Facebook)

Lori Greiner
(QVC, Shark Tank)

Jack Dorsey
(Twitter & Square)

Coco Chanel
(Chanel)

Richard Branson
(Virgin Group)

Elon Musk
(Tesla & SpaceX)

Oprah Winfrey
(OWN Network)

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A Successful Entrepreneur is a Leader

What Makes A Leader?



Key Leadership Traits

10 Things to Look for in a Leader

By
David
Ogilvy

High standards of personal ethics.

Big people, without pettiness.

Guts under pressure, resilience in defeat.

Brilliant brains — not safe plodders.

A capacity for hard work and midnight oil.

Charisma — charm and persuasiveness.

A streak of unorthodoxy — creative innovators.

The courage to make tough decisions.

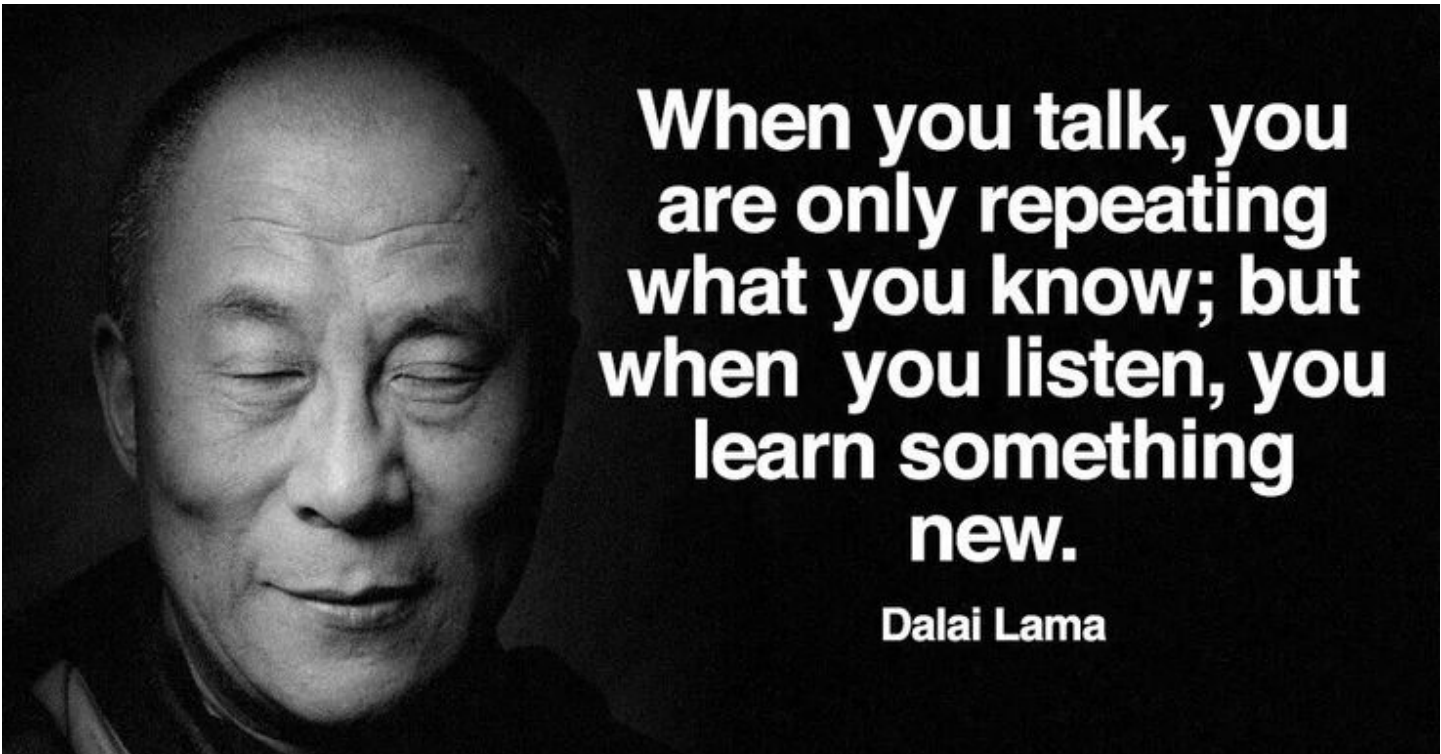
Inspiring enthusiasts — with trust and gusto.

A sense of humor.

Ogilvy

FACEBOOK.COM/OGILVY

Most Importantly - Leaders Listen More Than They Speak



**When you talk, you
are only repeating
what you know; but
when you listen, you
learn something
new.**


Dalai Lama

It's About Building and Working as a Team

Teamwork



Build and Advance your Team



“GOOD LEADERSHIP ISN’T
ABOUT ADVANCING
YOURSELF. IT’S ABOUT
ADVANCING YOUR TEAM.”

— JOHN C. MAXWELL

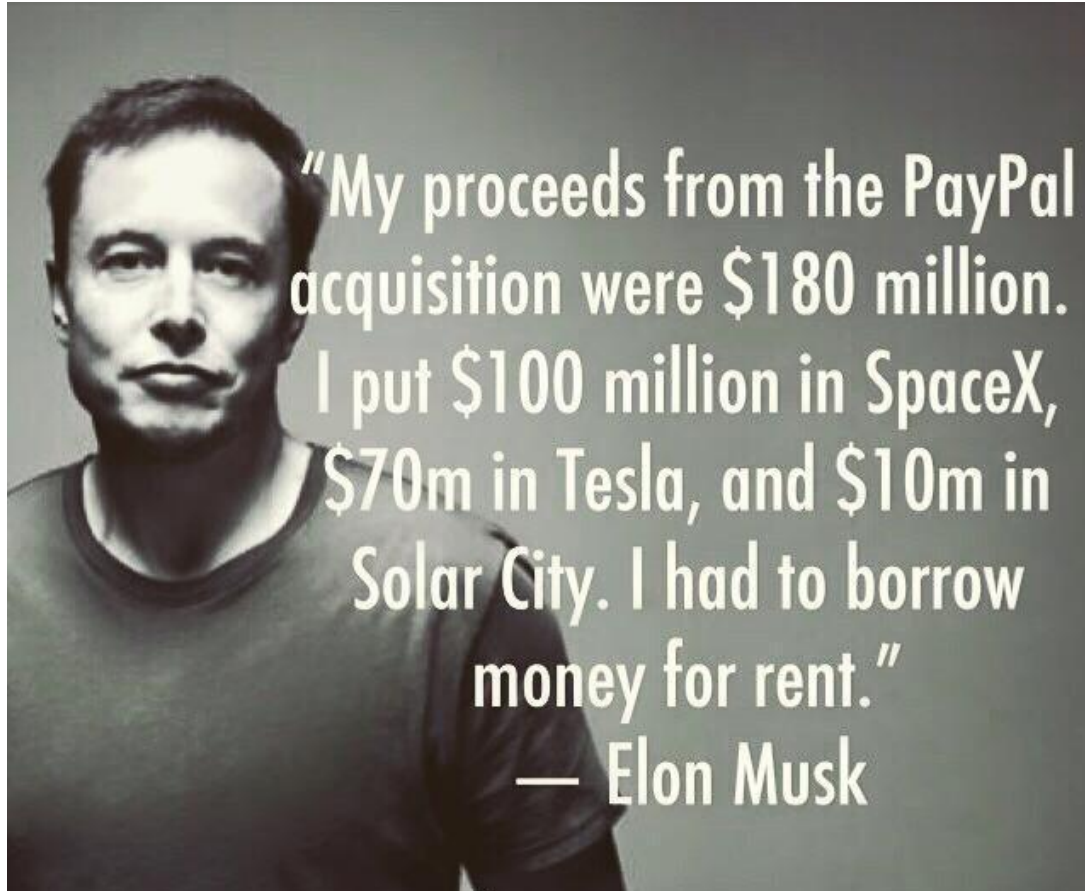


Entrepreneurs are Risk Takers

Risk Taking



Risk Taking – All In



“My proceeds from the PayPal acquisition were \$180 million. I put \$100 million in SpaceX, \$70m in Tesla, and \$10m in Solar City. I had to borrow money for rent.”
— Elon Musk

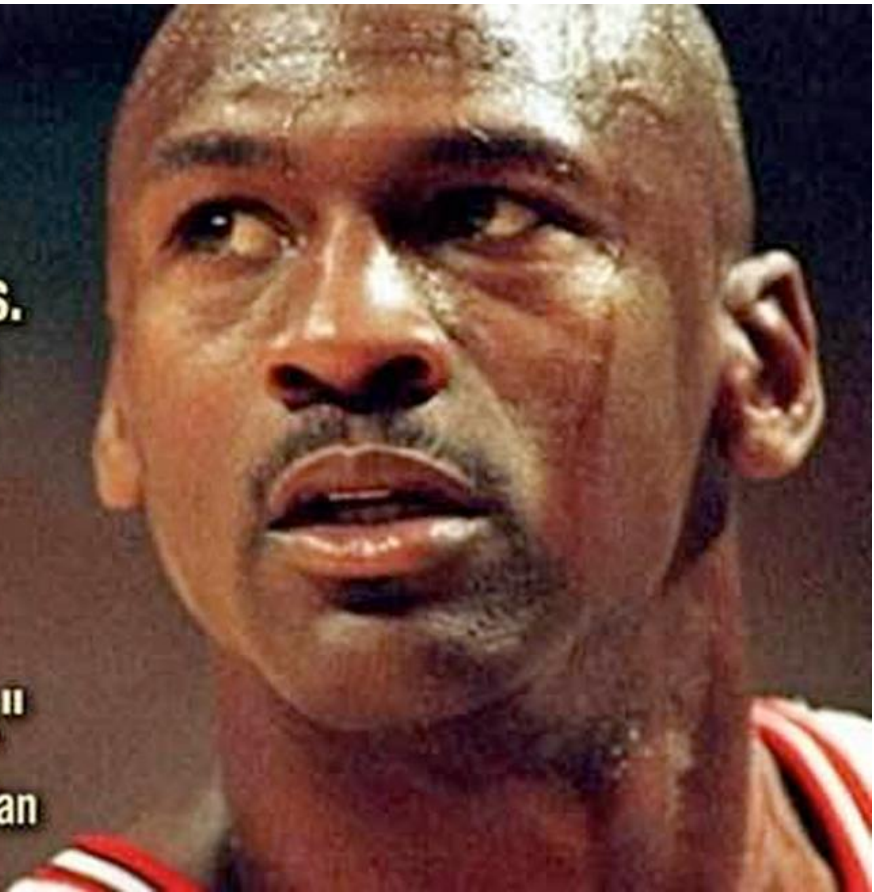
Other Key Traits ...

Conquer Fear

EVERYTHING
YOU WANT IS
ON THE OTHER
SIDE OF FEAR

JACK CANFIELD

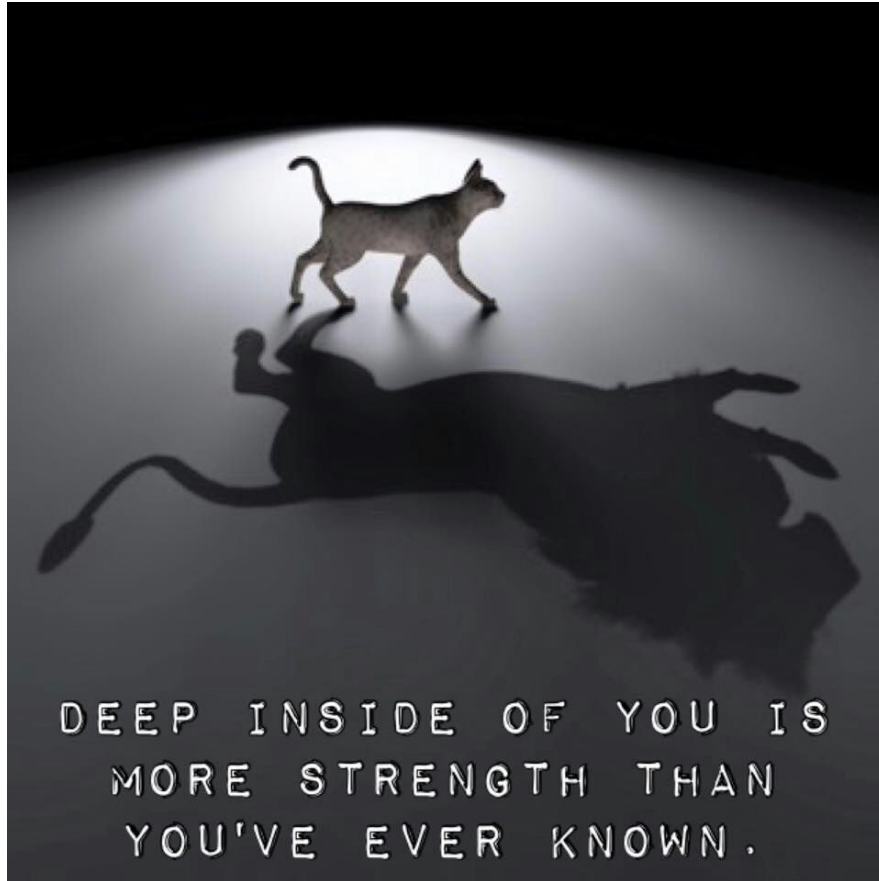
Perseverance

A close-up photograph of Michael Jordan, looking upwards and to the right with a focused expression. He is wearing a red and white striped jersey. The background is dark and out of focus.

**"I've missed more than
9,000 shots in my career.
I've lost almost 300 games.
26 times I've been trusted
to take the game winning
shot and missed.
I've failed over and over
and over again in my life.
And that is why I succeed."**

~ Michael Jordan

Being Strong ... Under All Circumstances



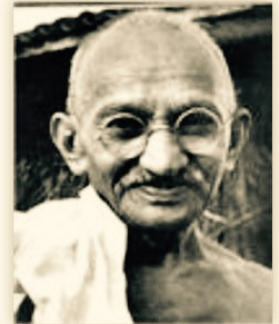
DEEP INSIDE OF YOU IS
MORE STRENGTH THAN
YOU'VE EVER KNOWN.

Values

Your beliefs become your thoughts, your thoughts become your words, your words become your actions, your actions become your habits, your habits become your values, your values become your destiny.

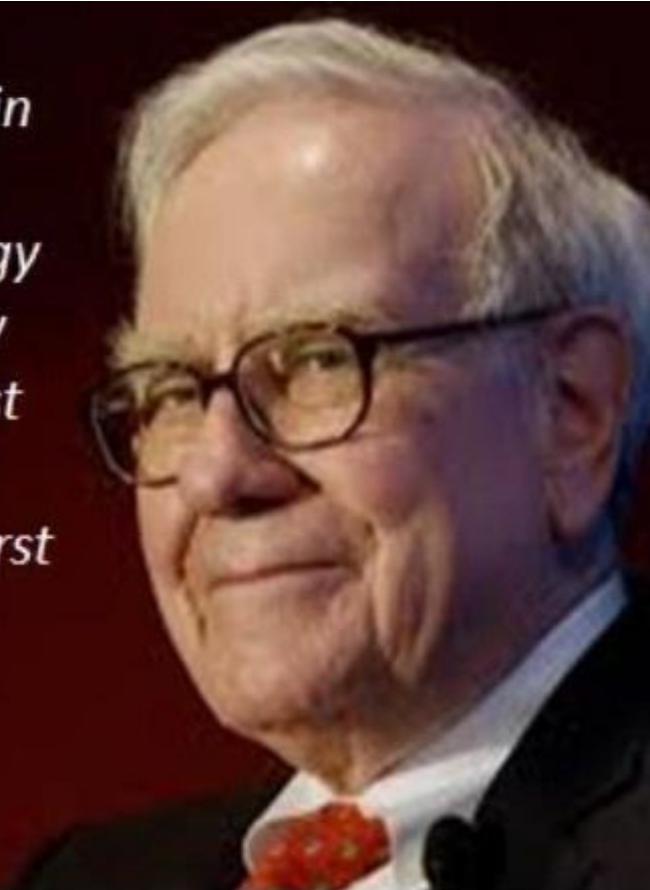
Mahatma Gandhi

Indian Leader



Integrity

Look for 3 things in a person- intelligence, energy & integrity. If they don't have the last one, don't even bother with the first two. ~W. Buffet



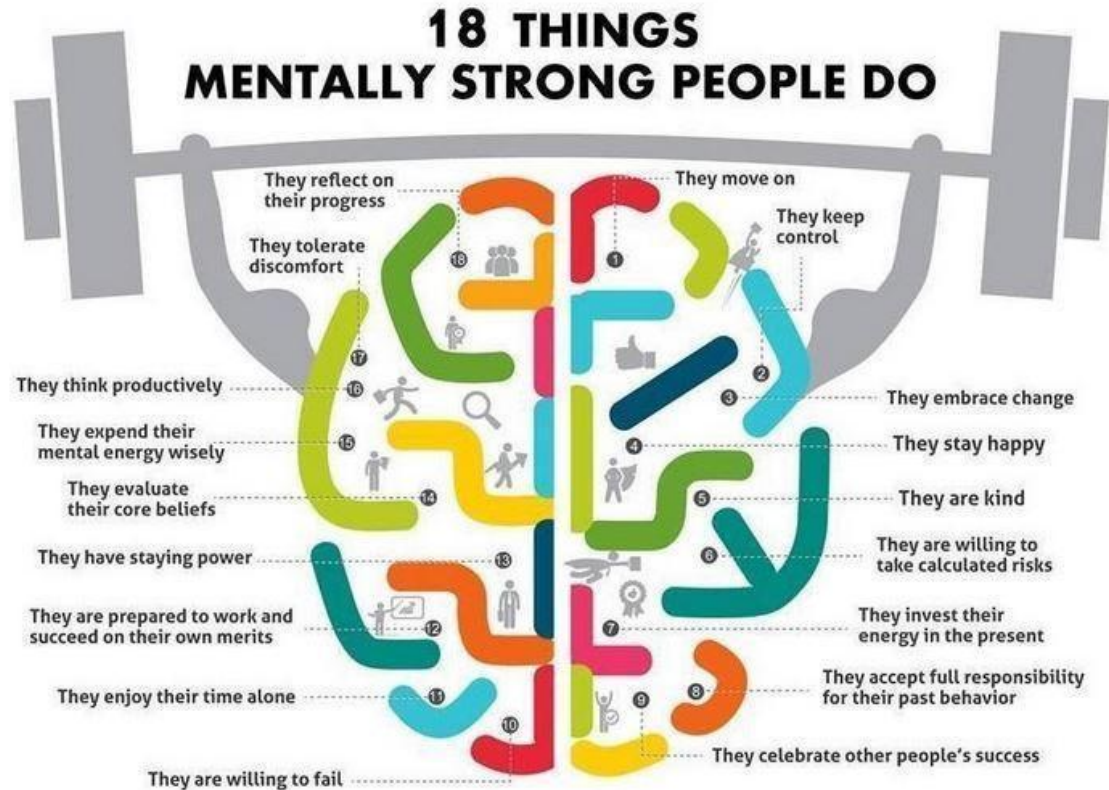
Social Good



**Help people,
even when you
know they can't
help you back.**

In Conclusion

Entrepreneurs are Mentally Strong People



Homework

Exercise: An Entrepreneur Who Inspires You

- Research your favorite entrepreneur (anyone except Mark Zuckerberg, Bill Gates, or Steve Jobs).
- Uncover 3 interesting facts that make them successful as entrepreneurs.
- Submit via "Direct Message" on Slack.