

## Top ten ways to answer the ultimate question

### *Do I want to become an entrepreneur?*

Together with Jane, our fictional joint friend who is doing the course with us, take a quick look at this list of ten questions that will help you answer the ultimate question 'Do you want to become an entrepreneur?'

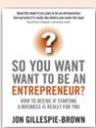
There is no right or wrong answer at this time; just write whatever comes into your head. Keep your list to hand. We will then revisit it towards the end of our time together with what I promise to be surprising results!

Do this set of questions after you have taken the quiz and note your quiz score first.

<b>Your name:</b>	<b>EQ score:</b>
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<b>1.</b>	<b><i>What characteristics do you share with successful entrepreneurs?</i></b>
You	

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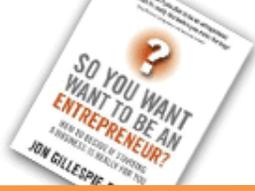
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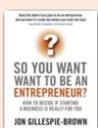
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<b>2.</b>	<b><i>What are your reasons for wanting to become an entrepreneur?</i></b>
You	
<b>3.</b>	<b><i>How would your family and friends react to you becoming an entrepreneur?</i></b>
You	
<b>4.</b>	<b><i>What do you think your life would be like on a day to day basis?</i></b>
You	

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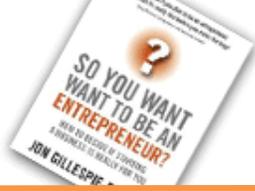
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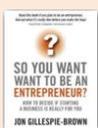
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<b>5.</b>	<b><i>What do you think the downsides are and how would you cope with them?</i></b>
You	
<b>6.</b>	<b><i>What is your ultimate vision or goal</i></b>
You	
<b>7.</b>	<b><i>What are your core personality traits?</i></b>
You	

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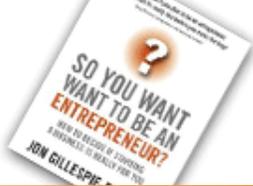
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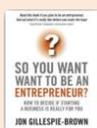
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<b>8.</b>	<b><i>What life stage are you at and how do you think this will affect your chances?</i></b>
You	
<b>9.</b>	<b><i>What resources do you have available to you?</i></b>
You	
<b>10.</b>	<b><i>What can you see yourself doing for the rest of your life?</i></b>
You	

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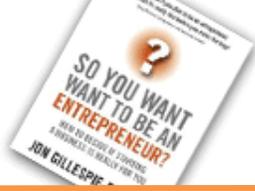
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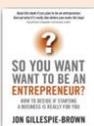


**So what did you learn from this process? Make a few notes below:**

Your Notes:

Keep the very first version of this you do for comparison later, it will be very helpful to try this again at the end of the book as you will have learned a great deal more about yourself at that point!

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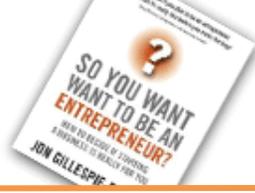
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**Now let's** see how Jane did hers to give you a few hints on how to complete the form.

Below is how the fictional character Jane answered on her very first attempt at the questions.

**Name:** Jane Toomey

**EQ score:** 68%

**1. What characteristics do you share with successful entrepreneurs?**

At this point I think, very little. I work as a logistics manager for a local catering firm and don't get much of a chance to put my own ideas into action. Although, I do have lots of dreams and ideas, I am not the most gregarious or 'risk hungry' person you will ever meet - I don't think that sounds like an entrepreneur.

**2. What are your reasons for wanting to become an entrepreneur?**

I'm not sure I really do want to be an entrepreneur, I mean I like the idea of working for myself and I know I have good ideas but I need to understand more about what the lifestyle would actually entail.

**3. How would your family and friends react to you becoming an entrepreneur?**

Would it impact them very much if I chose to become an entrepreneur? I'm not sure. They know even less than I do about real entrepreneurs. I suppose they would worry about the risks involved and my mum would say 'let someone else take the headache of running the businesses. My friends wouldn't believe I could do it!

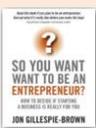
**4. What do you think your life would be like on a day to day basis?**

I suppose no one day would be the same and I would have to attend a lot of meetings about funding and revenue but I know there will be much more to it. I'm tempted to say 'sit and count all my money' 'because they seem to be focused on making as much money as possible but again I may be surprised with the reality.

**5. What do you think the downsides are and how would you cope with them?**

From what I understand about entrepreneurs I think they tend to make a lot of money then lose it all and then build it up again- Can I cope with the risk of losing it all? I'm renting an expensive flat and it's not just me. I have promised to put my brother through college next year and he would suffer if it all went wrong. Entrepreneurs also seem like big egos who like to do it all themselves - I think I would miss support of team members around me supporting me, celebrating and commiserating with me.

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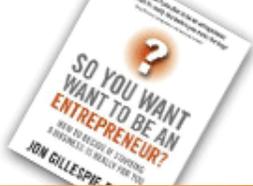
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### 6. What is your ultimate vision or goal

I don't really know yet...I would like a family and a job related to my love of cooking, recipes and good healthy food that allowed me lots of time to spend with loved ones.

### 7. What are your core personality traits?

I am not sure. I am good with people I guess and I am a good organizer. I also come up with good ideas but beyond that I am not sure. I also don't know if those skills would stand up on their own without the support of a big company around me.

### 8. What life stage are you at and how do you think this will affect your chances?

I am four years out of school. I never went to college because I did a summer job in a catering firm and they agreed to take me on as an assistant straight out of school. I have a real passion for food and catering in general and I think they spotted that. I have only worked for this one company and haven't seen much of the world. I think it might work against me. I have moved out of home and I am renting a flat - so I don't really own anything.

### 9. What resources do you have available to you?

That would be a problem I think - I have a very small amount of savings which were meant to go towards buying a flat. They wouldn't really be enough to start a business with. I don't think a bank would give me any money and my friends are all paying off college debts.

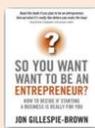
### 10. What can you see myself doing for the rest of your life?

That is an easier question. I can see myself being around food, cooking and catering of some kind for the rest of my life. I don't know if that is the right answer but right now, there is nothing else.

#### Jane Notes:

I feel a bit vague in my answers but I don't really know what it means to be an entrepreneur and I don't really know what I want to do with my life. Hopefully by the time I look at these questions again I'll know exactly what I am going to do next, whatever path I choose.

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