



ENTREPRENEURIAL DRIVE

**HOW TO DEVELOP THE GRIT, DRIVE, AND
HUSTLE TO MAKE YOUR ENTREPRENEURIAL
GOALS A SUCCESS**

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Introduction

Every year in the United States, more than 627,000 new businesses open, according to estimates from the Small Business Administration, SBA. That's more than half a million people deciding to leave their 9 to 5 job and set out on their own. Unfortunately, not everyone is cut out to be a small business owner, as evident by the nearly 595,000 businesses that close every year. To those companies that are able to get off the ground and running, only 51 percent are able to remain in business for more than five years.

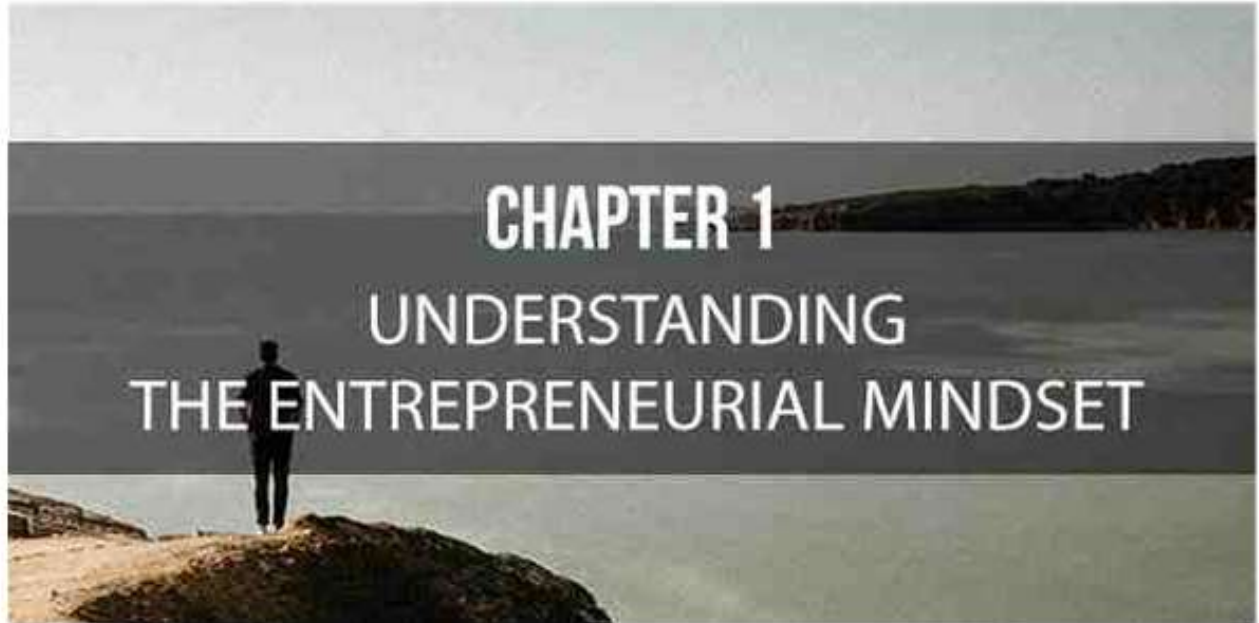
With such disheartening numbers, you may be wondering if you should venture out on your own and start a business, and whether or not you would succeed as an entrepreneur. The good news is, anyone can become a successful entrepreneur with the right mindset. The mindset of successful entrepreneurs is different from everyone else. There are many ways in which they think and act differently. When you know what you are looking for, you can begin to think and act like a successful entrepreneur.

When it comes to creating a successful business, like any journey, you need to have a map. Having a plan of where you need to go will help you get to your destination in the fastest time possible. This book is meant to be your map and help you become a successful entrepreneur, as fast as possible. To be truly successful, in anything that you do, you have to have the right mindset. This is true whether you are an elite athlete, a world champion, or a billionaire business owner. All of these people share a specific mindset, and if you want to be a successful entrepreneur and be successful in life, you will need to develop this same, robust and focused mindset.

The more important question that you will have to ask yourself at the beginning of your journey to entrepreneurial success is why are you doing this? The answer that you give is one that will have to last you for the majority of your life, so the answer better be good. It has to be good enough that you won't falter, even at the worst of times.

Staying focused and driven to reach your goals and find success will require you to rewire your brain. However, if you've never reached a low point or a turning point, how are you going to do this? How can you get into the zone and stay there, all the time, no matter what? Finding the zone and staying there month after month, year after year isn't an easy task. That's why the question of why you're doing this is so important.

Chapter 1 – Understanding the Entrepreneurial Mindset



Who you are, what you think, your personal habits, your attitude, your thoughts and your beliefs will determine the results you get, regardless of what you do in your life. Developing an entrepreneurial mindset is one of the best things you can do. It helps you to challenge yourself to recognize, overcome, and change what isn't working in your life.

As a business owner, you have to quickly come to the understanding that your mindset is your business. It represents the path you'll take and how quickly you'll achieve success. The entrepreneur's mindset begins with your excitement about the success that is still to come. Successful entrepreneurs can see the opportunity put before them and spend hours daydreaming about the success they will achieve and how it will feel when it becomes a reality. It's what fuels the fire. Without it, the motivation for any entrepreneurial venture will quickly fade.

Many people believe that a successful business relies solely on the business model. However, there is more to it than this. To truly find success as an entrepreneur, you have to develop an entrepreneurial mindset. So, what does having an entrepreneurial mindset entail?

The Spirit of an Entrepreneur

When you envision what an entrepreneur is, you probably think of a hard-working individual, who is smart and knows how to network. Someone

that is creative and is able to take calculated risks. They might have outstanding leadership skills and other qualities that make them successful. While these qualities are integral parts of every entrepreneur, not all successful entrepreneurs have these qualities in abundance. The fact of the matter is that some entrepreneurs will lack some qualities altogether while having a wealth of others. So, what is the commonality between all entrepreneurs; what is the one thing that all entrepreneurs possess?

For 99 percent of successful entrepreneurs, they have the spirit of entrepreneurship in common. This means they are unable to accept the status quo. Deep down, successful entrepreneurs are rebels. They are rebels who are unwilling to conform to standards set by others. They push themselves past these set boundaries. It is this spirit that allows them to face a plethora of problems and see the solutions and opportunities presented. It is the same spirit that allows them to rise above the fear of failure and overcome doubts. It allows them to improvise, innovate, invent, and create new paths and businesses, where none exist. The entrepreneurial spirit is the undying belief in one's own ability. It is the resolute belief that we all have a role to play in shaping society through the creation of business solutions for some of life's most common problems.

Most of the qualities that entrepreneurs possess are a manifestation of the entrepreneurial spirit. When faced with a problem, entrepreneurs will exercise resourcefulness. When faced with a situation that they can't immediately control, a successful entrepreneur will always persevere. As a budding entrepreneur, one thing that you must understand is that the entrepreneurial spirit transcends business.

How to Nurture Your Entrepreneurial Spirit

If you are continually looking at the world around you and seeing it the way you want it to be rather than how it is, this is your entrepreneurial spirit waiting to be unleashed. This is because at the core of the entrepreneurial spirit is the ability to wonder what's possible.

The entrepreneurial spirit can be boiled down to the six P's:

Passion, Path, Positivity, People, Perseverance, and Productivity.

These are the quintessential tools that will make it possible for you to reach your goals and find entrepreneurial success.

Passion

Passion is the fire that drives you. It is why you want to become an entrepreneur. It is what gives you the motivation to engage in whatever venture you wish to participate in. It is the need that you have to make a difference in the world around you. As you set out on your entrepreneurial journey, you need to take the time to figure out what you are genuinely passionate about.

When you tie your passion to a business idea, it will help to fuel your drive to succeed. Without passion, you will never find real entrepreneurial success or freedom. In fact, if you start a business that you aren't passionate about, you are no better than the person staying at a job they hate. The idea behind every successful business is the need to solve a problem. By tying your passion to that problem, you will set yourself up for entrepreneurial success.

Path

While it is your passion that motivates you to work on your business, a path provides you the map for actualizing your business idea to ensure that when you run into challenges and experience setbacks, you will persevere. When you have a path to follow, you will be able to obtain the success that you desire, because it allows you to take impactful action and be productive.

Business success doesn't come easy. When you have a roadmap, taking action is more natural, which results in being able to achieve business success easily. Your path should detail all the things that you need to do to achieve business success.

Positivity

Positivity touches and influences everything we do in business, as well as life. If you establish a company and expect and anticipate it to fail, you've ultimately created a self-fulfilling prophecy, because you attract what you manifest through your thoughts. If the views about your business are negative, you will see negative growth as a result.

Practicing the power of positivity, especially when you face challenges and setbacks, will permeate every aspect of your business. Your positive thoughts will help you to find innovative solutions to even the most demanding problems.

People

To be a successful entrepreneur, you have to look for and build strong networks. Your success as an entrepreneur hinges on your ability to connect and interact with people. This includes suppliers, employees, business colleagues, mentors, and other people around you. Without a support system, your passion for your business will falter, along with your motivation to implement the

steps on your path. Your support system will help keep you motivated, cheer you on during difficult times, hold you accountable, and mentor you. This will help make your journey to entrepreneurial success all worthwhile.

Throughout your entrepreneurial journey, you need to build a robust support system that consists of more than your employees and immediate family. You need to learn how to become a proficient networker and understand the importance of attending social networking events. Networking like a pro takes a ton of practice, but with enough time you can become a networking star and build a strong group of connections for your business success.

Perseverance

Entrepreneurs who are successful, got that way because they have never given up on their dreams. The very nature of an entrepreneur is not complementary to the spirit of giving up or giving in. If you lack the ability to stare hardships in the face and shrug off challenges you encounter, you will never achieve business success because hard work and perseverance are what it takes to be successful. Your business success hinges on your ability to look failure in the face and find the courage to trudge forward until you've accomplished your goals. This requires you to increase your grit and perseverance.

Productivity

The one thing that will determine how fast or slowly you achieve business success is your ability to use time well. If rather than working on the steps outlined in your path, you aimlessly surf your social media networks, watch videos on YouTube, or spend your day surfing the web, it will take you years to achieve success as an entrepreneur.

Achieving success as an entrepreneur takes a lot of hard work. The hard work that you do has to be laser-focused because if you lack focus, achieving success will take longer. You have to focus on completing one task at a time, along with minimizing distractions and procrastination. When you foster these six tools, you will begin to see business opportunities everywhere around you and be able to capitalize on these opportunities because you will be in the right mindset.

Chapter 2 – 7 Common Traits of an Entrepreneur



Not everyone is cut out to be an entrepreneur. There are specific traits that you have to have in order to find success as an entrepreneur. To see the results that you are looking for in your entrepreneurial journey, you have to begin to develop some of the same characteristics that are commonly found in successful entrepreneurs.

Successful people have certain habits and ways of conducting themselves. This provides them with the ability to accomplish more during the day and allows them to have the right mindset. While some people are born with these characteristics, most people who dream of becoming successful entrepreneurs have to work to develop these traits and incorporate them into their daily lives. Here are the seven characteristics that you need to possess if you want to find success as an entrepreneur.

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