

The Entrepreneurial Mindset CHECKLIST



ABOUT WORKSHOP IN BUSINESS OPPORTUNITIES

Founded in 1966 in Harlem, the Workshop in Business Opportunities (WIBO) is a private non-profit organization that is committed to assisting men and women with the drive to become successful entrepreneurs. Our mission is to enable small business owners and budding entrepreneurs from underserved communities to obtain financial success by starting, operating, and building successful businesses that develop economic power, provide jobs, and improve communities.

Our flagship program is the WIBO 16-Week Workshop, *"How to Build a Growing Profitable Business."* Upon completion of the Workshop, WIBO Alumni have access to additional resources including business coaching, mentoring, webinars, networking, and other business support services. Since 1966, we have trained nearly 18,000 entrepreneurs who have created over 34,000 jobs.

Learn more about WIBO at <https://wibo.works> Follow us on Facebook at <https://www.facebook.com/WIBO.org/>

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BEING AN ENTREPRENEUR CAN BE HARD AND DIFFICULT WORK.

Being an entrepreneur can also be the most satisfying work of your life, especially when your dream and passion becomes alive and your customer base is growing. We at WIBO believe that anyone with the passion and desire to own a growing profitable business can do so with our 16-week workshop. In addition to the workshop skills you will learn it's important for you to begin developing the mindset of an entrepreneurial. This checklist is to help you plan out your actions in different scenarios that entrepreneurs face.

Do you have a mindset that gives you the best chance for success? Here are a few characteristics that many entrepreneurs share. Write a few sentences about how you will adopt that mindset and if you have that mindset talk about that mindset helps you now.

Once finished place this document somewhere that you can review it often and update your progress.

This is not homework for you to submit to WIBO staff. This is designed for you to use and review throughout your entrepreneurial journey.

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I WILL SUCCEED IF I WORK HARD ENOUGH AND SMART ENOUGH.

I know that perseverance is the key to success, but I can't just work long and hard. I must work long and hard on the right things.

THE VALUE I PROVIDE EVENTUALLY COMES BACK TO ME.

I am focused on providing as much value as I can to the world. I understand that the more value I provide, the more income I receive. I do my best to increase the amount and the quality of value I create.

I INVEST MY TIME AND MONEY WISELY.

My time and financial resources have limits, so I allocate them intelligently. I know which things in my business most require my time and money.

IT'S IMPORTANT TO KNOW AND UNDERSTAND THE TRUTH OF THE SITUATION.

I avoid making assumptions and I keep my ego out of my decisions. I am open and committed to understanding the reality of every situation I face. I make intelligent decisions based on the facts.

MY CHOICE OF EMPLOYEES CAN MAKE ME OR BREAK ME.

One bad employee can create significant challenges. The right employees can free my time and take my business to the next level.

I WILL BE BETTER TOMORROW THAN I WAS TODAY.

I use what I learn each day to improve myself and my approach to my business. I am getting better and stronger each day.

 **I CAN FIND A SOLUTION TO ANY OBSTACLE.**

It doesn't matter what has gone wrong. I know that I can find a way to resolve the situation.