

Sean Mize 60 Day Coaching
Day 15
Traits Of Entrepreneurs
Audio Length: 36 Minutes

Sean opens with quotes about entrepreneurs. These thoughts about the process really resonate with Sean. He notes that he's not talking about the average entrepreneur, he's talking about successful entrepreneurs.

He loves and recommends this book:

The Genius Behind Apple's Greatest Products- Leander Kahney

Read this book cover to cover.

Jony Ive

He typifies the successful entrepreneur.

Don't just buy the book and read one chapter. Mark it up, highlight it, take notes and ask yourself if this is what being a successful entrepreneur is.

Ask yourself what you can do to pick up some of these traits.

He notes this isn't about him—it's about everyone who becomes a successful entrepreneur.

Very few are willing to do what it takes.

He gives a lot of examples from Jony Ive's life that demonstrate how entrepreneurial he is.

If you don't take the time to be the best, why should someone take the time to purchase from you?

Sean gets a lot of questions about what it takes to become a successful entrepreneur. He wants you to really dig deep. He reads a paragraph of text out of a book that has really changed his life.

Sean notes that successful people put their focus on the work. Jony was always perceptive and doing what he could to make things better.

You should never just be going through the motions. Sean wants this lesson to be raw and real for you.

Sean challenges you to be able to say that your strength is that you quickly grasp the essentials of a challenge.

He wants you to be able to say the traits of Jony Ive about yourself by next year.

When you can own some of these paragraphs that Sean is reading, you'll be moving toward massive success.

Live And Breathe The Product

The process is exhilarating and exhausting. Entrepreneurs give everything to the product.

There's a time for hard work and a time for the other things in your life.

Can you give everything to the work for a period of time?

Sean notes that there are successful entrepreneurs who take it too far... they lose the other things in their life.

Can you periodically break it and disconnect from the work?

Folks that are successful, during the time that they are working, they give everything to the work.

Give everything to your work when you're in work. He's not suggesting that you ignore everything else for the sake of your work.

Sean again recommends that you read the work.

Sean loves reading about innovation. This is what separates successful entrepreneurs from others.

"If I'm going to do this, I'm going to do it right."

You Can Innovate In Your Industry

There were many engineers who told Jobs that certain things couldn't be done. But they did it.

You can do it! You can set your mind to innovate in your industry.

Your heart and soul have to be in it.

Sean really recommends that you buy the book and read it.

Most success comes after failure. Success comes at the point after most people would have thrown it the towel and stopped.

You can allow yourself to have a hard time in business knowing that you're not going to stop. You're going to push forward to success no matter what.

You might have to give everything to make it happen. You might not be able to give everything and there's nothing wrong with that. You must dig into yourself and you must be able to say that you gave it everything. You need to see lives changed. You'll be able to look back years from now and know that you have changed lives.

Go into this eyes wide open. You're not the only one experiencing pain. You can move up to the next level, take more pain, and come out the other side.

Don't throw in the towel if you want to change lives.

Here's how you change lives... you start with one.