The Leap Journal™

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Instructions

The Leap Journal™ is designed to help you go deeper into the content of *Entrepreneurial Leap*. To help you anchor it and internalize it. The idea is to write. Countless studies show the power of writing and that it helps you learn and retain better and faster.

It is vital that you have read *Entrepreneurial Leap* once already, from cover to cover. Once you have done that, it is time to take the Leap Journal 16-Day Challenge. Here is the process:

Step 1: Make sure you have read *Entrepreneurial Leap* cover to cover.

Step 2: Download and print the Leap Journal and either bind, staple, clip or 3-hole punch and put in a 3-ring binder.

Step 3: Commit to the next 16 days, carving out and scheduling a 30-minute appointment with yourself. Ideally, the same time every day, based on when you typically have the most energy (morning, afternoon, evening).

Step 4: Day 1, take 30 minutes and read or listen to the prescribed pages/chapter. Once complete, go to The Leap Journal and read the days "thought prompts" and then write for 10-20 minutes whatever comes to mind. There is no right or wrong answers. These are your thoughts, just write them.

Step 5: Repeat Step 4 each day with the corresponding day/chapter until you complete all 16 days/chapters.

Step 6: Read your entire Leap Journal notes and thoughts as often as you'd like until you take your entrepreneurial leap.

Step 7: Take your entrepreneurial leap (if you believe you are an entrepreneur-in-the-making).

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Day 1

Chapter 1 – Know Thyself (read pages 13-25 first)

Thought Prompts: write what comes to mind

- On a scale of 1 to 10, how certain are you that you are an entrepreneur-in-the-making?
- Quote "True entrepreneurs don't chase becoming an "entrepreneur." They instead chase their ideas and dreams, and work hard to make them a reality. And as a by-product, they are considered entrepreneurs."
- Quote "An entrepreneur is someone who sees an opportunity, and then takes a risk to start a business to fulfill it."
- Where are you on the entrepreneurial range? Put a dash on the line.

  Self-employed ├──────────────────────┤ True Entrepreneur
- Do you exhibit 80% of the characteristics? How so?
- Do you exhibit 80% of the challenging characteristics? How so?
- Do you have any of the psychological issues? Write about them/admit them.
- What has you excited, scared or overwhelmed from this chapter?

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Day 2

Chapter 2 – The Six Essential Traits of an Entrepreneur (read pages 27-44 first)

Thought Prompts: write what comes to mind

- How do you exhibit the visionary trait?
- How do you exhibit the passionate trait?
- How do you exhibit the problem solver trait?
- How do you exhibit the driven trait?
- How do you exhibit the risk taker trait?
- How do you exhibit the responsible trait?
- Do you believe you possess all six essential traits?
- Do you see how having these six essential traits will lead people to see you as "quirky" or different?
- What has you excited, scared or overwhelmed from this chapter?

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Day 3

Chapter 3 – What If You're Missing an Essential Trait? (read pages 45-54 first)

Thought Prompts: write what comes to mind

- Are you sure you are not an employee or manager having an entrepreneurial seizure?
- If you have all of the other essential traits but not the Visionary trait, you might make a great sales person.
- Quote "If you don't have absolute passion for your product or service, you'll never survive the tough times."
- Quote "There are many "idea people" who are extremely passionate, but just can't solve problems.
- Quote "Being driven means you never take your foot off the gas. You have a burning desire to succeed."
- If you have all of the other traits but you are not a risk taker, you might want to consider partnering with a true entrepreneur.
- Looking at your history, when things go wrong, do you tend to blame yourself or others?
- One last check-up before moving forward. Are you confident that you possess all six essential traits?
- What has you excited, scared or overwhelmed from this chapter?

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Day 4

Chapter 4 – Second-Generation Entrepreneurs (read pages 55-61)

Thought Prompts: write what comes to mind

- Do you know any second or third-generation entrepreneurs?
- Do you see them exhibiting the six essential traits?
- What inspired you about the real-life second and third-generation stories you read about?
- Are you a second or third-generation entrepreneur?
- If you are, where else could you go succeed first before taking over the family business?
- If you are, are you prepared to work harder than anyone else in the family business?
- What has you excited, scared or overwhelmed from this chapter?

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Day 5

Chapter 5 – The Entrepreneur-in-the-Making Assessment (read pages 63-70)

Thought Prompts: write what comes to mind

- Were you completely honest when taking the Entrepreneur-in-the-Making Assessment?
- What was your score?
- How do you feel about your score?
- How would you describe how you felt about taking the assessment?
- Did Amy Bruske's description of a high quick-start describe you?
- Are you convinced that you are an entrepreneur-in-the-making?
- Are you ready to take your entrepreneurial leap?
- What has you excited, scared or overwhelmed from this chapter?

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Day 6

Chapter 6 – Businesses, Industries, and Sizes (read pages 71-93)

Thought Prompts: write what comes to mind

- What is your perfect business?
- What industry or industries are you drawn to?
- Do you like service or product businesses?
- Do you prefer selling to businesses or to consumers?
- Do you like having a handful of clients or hundreds of customers?
- Do you like selling a premium product or service? Or do you prefer a low-cost solution?
- What is the perfect revenue size for your business?
- What is the perfect profit size for your business?
- How many employees are you comfortable having?
- Please write one all-encompassing statement that describes the ideal business you'd like to build. Include industry, product or service, B2B or B2C, high end or low cost, and size of business (revenue, profit and number of employees).
- What has you excited, scared or overwhelmed from this chapter?

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Day 7

Chapter 7 – Real-Life Entrepreneurial Stories (read pages 95-108)

Thought Prompts: write what comes to mind

- What is your favorite entrepreneurial story?
- Why is it your favorite?
- What did you like about the real-life stories you read?
- What thoughts, a-ha's and insights came to you when reading these stories?
- What story did you enjoy the most? Why?
- What has you excited, scared or overwhelmed from this chapter?

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Day 8

Chapter 8 – Living the Dream: A Day in the Life (read pages 109-114)

Thought Prompts: write what comes to mind

- Do you know any entrepreneurs living the dream? Describe them.
- Write your dream scenario in great detail. What does your ideal life look like as an entrepreneur? Ten years from now, what does your life look like?
- What excites you about your dream scenario?
- What scares you about your dream scenario? Do you feel any guilt or do you feel you deserve it?
- What has you excited, scared or overwhelmed from this chapter?

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Day 9

Chapter 9 – Living the Nightmare: A Day in Hell (read pages 115-122)

Thought Prompts: write what comes to mind

- Do you know any entrepreneurs living the nightmare? Describe them.
- How does the nightmare scenario make you feel?
- How can you avoid the nightmare scenario?
- Which of the eight critical mistakes resonates with you the most?
- Which do you feel you have the biggest challenge with?
- Do any of the eight critical mistakes surprise you? Why?
- Please write how this chapter made you feel.
- What has you excited, scared or overwhelmed from this chapter?

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Day 10

Chapter 10 – College or Not? (read pages 123-139)

Thought Prompts: write what comes to mind

- What are your thoughts, feelings and beliefs about college?
- Do you believe it is necessary to go to college to become an entrepreneur?
- What is your reaction when you read about successful entrepreneurs who did or did not go to college?
- How will you educate yourself over the next ten years?
- How do you best learn?
- How much money will you spend educating yourself over the next ten years?
- Do you have ADHD, OCD or dyslexia?
- What insights, a-ha's did you glean from this chapter?
- What has you excited, scared or overwhelmed from this chapter?

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Day 11

Chapter 11 – Discover Your Passion (read pages 141-150)

Thought Prompts: write what comes to mind

- Do you know your passion?
- What are you passionate about?
- Quote "Building a business around something you have deep passion for will be one of the main reasons you will succeed."
- What are your thoughts, a-ha's and insights from this chapter?
- Is there another word you like better than passion? (Purpose, cause, calling, your why, obsession, mission or reason for being)
- What did you love to do when you were younger? What do you love to do now? On what topic do your friends ask your advice?
- Do the three steps exercise:
    1. What are your top three successes?
    2. What are your top three failures?
    3. What has life prepared you for?
- What has you excited, scared or overwhelmed from this chapter?

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Day 12

Chapter 12 – Find A Mentor (read pages 151-158)

Thought Prompts: write what comes to mind

- Do you have a mentor?
- Have you ever had a mentor?
- Do you want a mentor? Why?
- List all of the people in your life that might make a good mentor.
- Write a description of the person who would be the perfect mentor for you.
- What do you believe having a mentor would do for you?
- What is the number one area or skill in your life where a mentor would help you the most?
- Are you comfortable asking someone to be your mentor?
- What has you excited, scared or overwhelmed from this chapter?

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Day 13

Chapter 13 – Take Action and Be Patient (read pages 159-174)

Thought Prompts: write what comes to mind

- What is the next step you can take toward your entrepreneurial leap?
- Are you capable of remaining patient over the next ten years?
- Do you subscribe to ten-year thinking?
- Quote "It takes 20 years to become an overnight success."
- Which of the "lightbulb moments", list of businesses and real-life stories were you drawn to the most? Did you get an inspiration?
- Did you get your lightbulb moment yet?
- What are some ideas that you have?
- What has you excited, scared or overwhelmed from this chapter?

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Day 14

Chapter 14 – Taking the Leap: Starting Your Business (read pages 175-197)

Thought Prompts: write what comes to mind

- Are you ready to take your leap?
- What is your idea?
- What is your vision? Please answer the eight questions on pages 177 and 178.
- Are you a partner person?
- How big of a problem are you going to solve?
- What are your customers saying about your idea?
- What is your Plan B?
- Are you ready to work really hard?
- Can you handle criticism?
- Do you see it in your mind every night?
- What has you excited, scared or overwhelmed from this chapter?

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Day 15

Chapter 15 – Building Your Business: The Nine Stages (read pages 199-222)

Thought Prompts: write what comes to mind

- How will you generate cash quickly?
- Do you understand the Integrator role and how it can help you?
- What are your core values?
- What are your three most important numbers you must hit every week?
- Why is it so important to communicate frequently with employees?
- What is your Plan B, C and D?
- What is your personal sweet spot?
- Do you know exactly what you want to build? (so that it doesn't get away from you)
- What are your a-ha's, insights and take-aways from the coaching, training and mentoring section of Chapter 15?
- What has you excited, scared or overwhelmed from this chapter?

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Day 16

Chapter 16 – A Lifetime of Growth, Learning, and Motivation (read pages 223-233)

Thought Prompts: write what comes to mind

- Quote "You are the culmination of the books you read and the people you hang around with."
- How do you like to learn?
- Which of the options in Chapter 16 resonate with you the most?
- What is at least one book, podcast, blog, video or resource you will utilize from the lists in the next seven days?
- What is your philosophy on saving money?
- How do you feel about the five points of the ideal life?
- Please make the commitment to yourself. Fill in the blank. In ten years I will _____.
- What has you excited, scared or overwhelmed from this chapter?

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For access to all of the *Entrepreneurial Leap* resources and to stay up-to-date, go to e-leap.com to:

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