















#### You are AWESOME!

**A**mazing Woman (or man) **Embarking on a journey** Specific to you and only you, One that will Motivate you and Empower you to be ALL you are meant to be!





# Entrepreneurship, The BEST Career Option EVER!

Sandi Boucher, Owner

Traditionally Speaking.ca Speaker's Network

# Entrepreneurship, Living the Dream!

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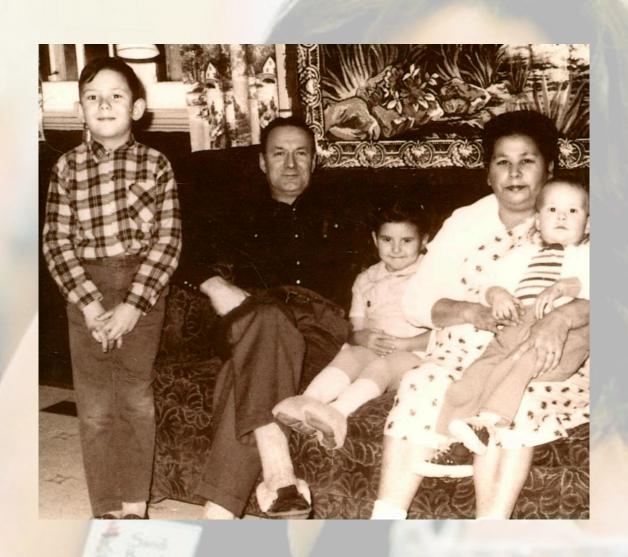


### How many of you?

 Have ever hid from the landlord because you didn't have the rent?

 Had to eat whatever was in the cupboard because there wasn't enough money to buy anything else?

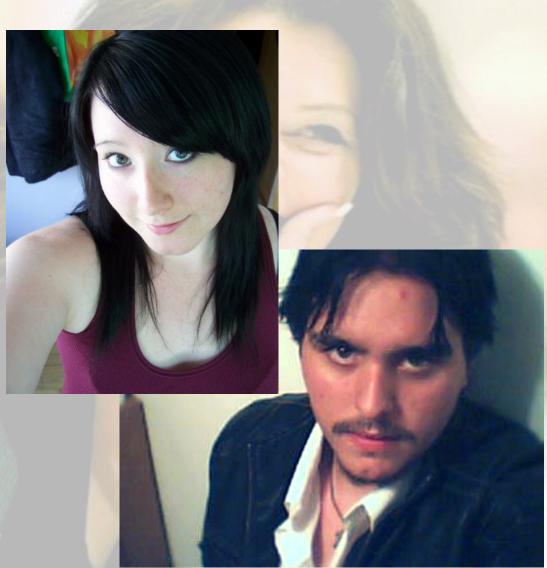
Have had to sell furniture for food?















#### Long journey ...

- Born and raised in poverty
- Married young
- Divorced young
- 10 year domestic abuse survivor
- Struggled with poverty, violence and alcohol
- But through it all held on to my base teachings as instilled in me by my Mom ...

#### Base Teachings ...

Creator did not put me here to fail ...

 That if things were going to change it was going to be up to me ..

 That I wanted and deserved and could have SO MUCH MORE THAN THIS!!



# And I had my Dad's teaching ...

"You can be whatever you want to be, IF and ONLY IF you are willing to work hard enough to get it."

- Leo Boucher



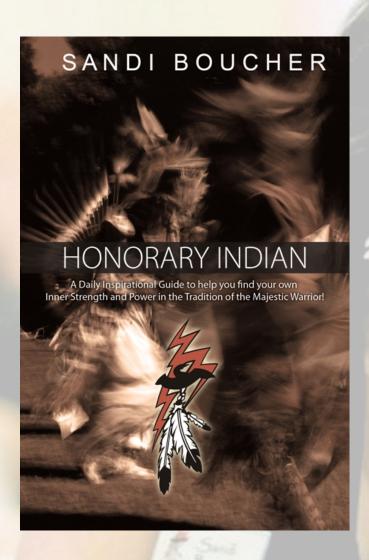
#### So I worked ...

- Secretary
- Program Manager
- Department Manager
- Back to school 3 different times ...
- Executive Director of a 4.2 million dollar company in downtown Toronto
- The last 2 and most important puzzle pieces ...



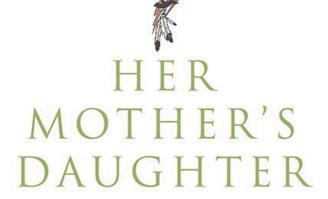


#### **Published Author**



THE LESSONS ARE EVERYWHERE, IN EACH DAY, IN EACH CONVERSATION, IN EACH ENTRY ...

L I S T E N , L E A R N , L O V E .



SANDI BOUCHER

Author of the Bestselling Book Honorary Indian

# **Motivational Speaker**



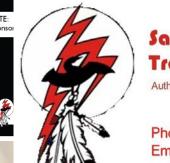
#### Workshops and Seminars











#### Sandi Boucher Traditionally Speaking w.

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#### **Business Owner**



Our Speakers ...











#### 5 years in ...

- 6 speakers in the Network
- Work inspires men and women of all races internationally
- Love every second of every day
- Love every challenge, every failure and every success.
- CONTROL MY OWN DESTINY!







# An entrepreneur ...

 An entrepreneur seizes an opportunity often with little or no regard to resources currently controlled.

 It is chasing a dream even if you don't have money in the bank or the knowledge RIGHT NOW to take it all the way to the end!

# An entrepreneur ...

 An entrepreneur is the person who has the spirit, determination, and courage to pursue that opportunity!

 We ride on SHEER GUTS sometimes, on the fact that we REFUSE to give up, on the fact that we believe in our dreams!

# An entrepreneur ...

 Identifies a need and strives to fill that need, usually by doing something they absolutely love doing.

- Do it better
- Do it faster
- Do it cheaper







# Optimistic!

- We know we will have to work hard to reach our goals but WE BELIEVE THAT WE EVENTUALLY WILL.
- Set backs are just that ... We don't quit, we try again because we just KNOW it will work eventually if we just keep going!



#### We are Visionaries!

We can picture our future success.

 We can almost taste what that next sale will be like, or that next big contract, or what our bank statement will look like.

We dream ... often.



#### Initiative

- We don't wait for someone else to tell us that this is a good idea.
- We see an opportunity and we go for it.
- We work because it needs to be done, not because someone else says we should work.
- WE HAVE INITIATIVE BECAUSE WE LOVE WHAT WE DO!



#### Self-Determination

 We want to decide how much we make, when we will work, what contracts we will take.

 We want to live and work in line with our teachings and values.

We want to do this OUR WAY!



#### Persistence ...

 We know we are going to fail at times, but we know that is how we learn.

We know we want this THAT BAD!

 And we KEEP GOING even when we are scared!



### Risk Takers!

- We DARE to start our own business.
- We DARE to follow our dream.
- We DARE to offer something new.
- We DARE to do it our way.
- We have figured out we only have one life to live ... and we are doing it our way!



# **Ability to Sell**

- As an entrepreneur we are ALWAYS selling ...
- Selling our business idea to potential funders or partners
- Selling our company to potential staff
- Selling our product to customers
- Selling our employees on why they should stick it out with you!
- IF YOU BELIEVE IN WHAT YOU ARE SELLING, YOUR ENTHUASIASM WILL DO THE REST!









Do you consider yourself optimistic?

 You think most things you try will turn out in a good way. You try to find the good in everything even the bad stuff. You believe your future is bright.

Are you able to imagine your future?

- You have a clear picture of what you would like your future to look like or you could come up with one.
- When you start something new, you imagine how it is going to turn out in your mind.

 Do you start to do whatever needs to be done without having to be told to start?

 Other people have to be told, YOU jump in and get the job done!

 Do you have a desire to be in control of your life?

 You like to be the boss. You want to be the one making decisions. Others like to be told what to do. You like to figure it out or do what you want to do with your life.

 Is it true that when you want to do something, NOTHING can stop you?

You keep going until you get what you want.
 You keep trying and even if you fall, you get back up and try again. You aren't going to let anything stop you. You do not fail.

You are okay with taking risks.

 You don't do goofy things but you are okay with trying new things, and taking a risk because you know that is the only way you can learn.

 You are good at convincing people to do what you want to do.

- Can you talk your friends into going to the movie you want to see?
- Can you talk your partner into going to your favourite restaurant?



#### SCORE OUT OF 70

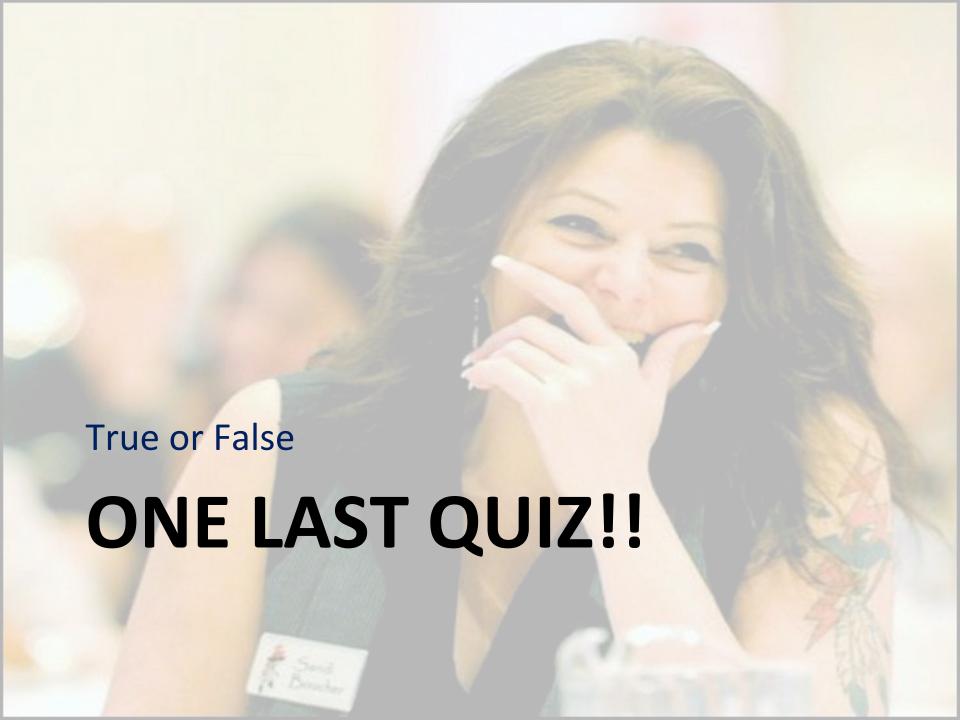
# Entrepreneurs ...

- Are Optimistic!
- Are Visionaries!
- Take Initiative
- Have a Desire for Control
- Have Drive and Persistence
- Have a HIGH Risk Tolerance
- Are good at selling our ideas/products



# 8 Skills Every Entrepreneur Needs

- Learn how to sell
- Finish what you start Commit!
- Get comfy with making decisions
- Be confident! Have faith!
- Time management & planning skills
- Communication skills
- Courage to take Risks
- Adopt Life Long Learning as a goal!







#### True or False

- An entrepreneur sets their own hours.
- Entrepreneurs are not hard workers.
- Entrepreneurs love what they do.
- A business plan is essential to starting a business.
- A smart entrepreneur finds a mentor.

#### True or False

- An entrepreneur is in control of how much money he/she makes.
- An entrepreneur learns to be okay with making mistakes.
- An entrepreneur does everything on their own.
- Being an entrepreneur is the EASIEST job ever!
- Being an entrepreneur is the BEST career ever!

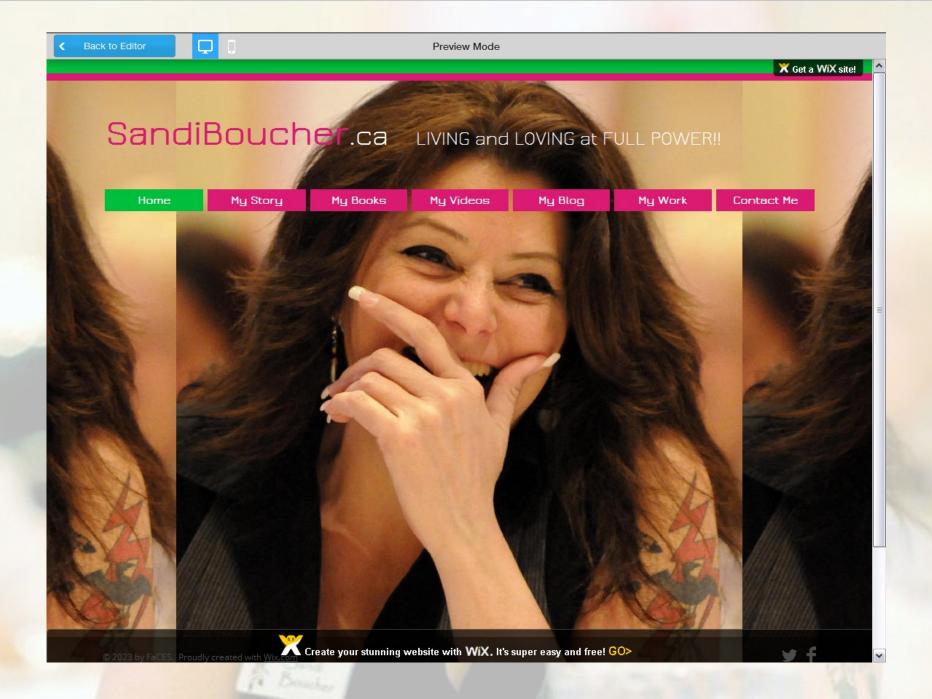


#### Remember ...

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## IT'S UP TO YOU ...

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