

# **Entrepreneurship After High School**

(or any other time)

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## **INTRODUCTION**

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## **STEP #1 – Just Start and Remove the Doubt**

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Owning a business is the most \_\_\_\_\_ thing to do.

## The Three Lies

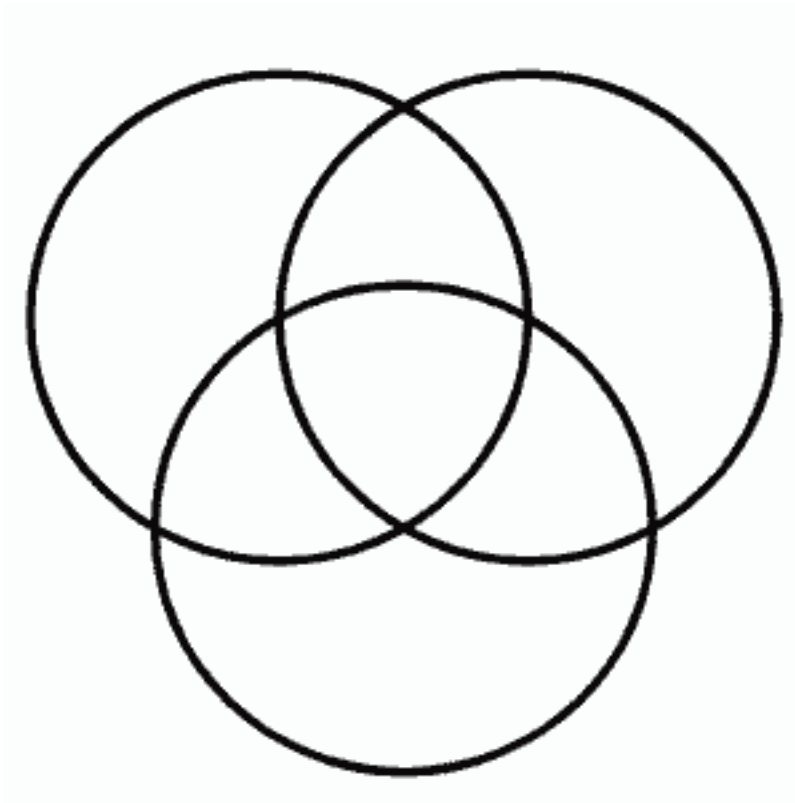
1. Most businesses \_\_\_\_\_.
2. I have to have a \_\_\_\_\_ or \_\_\_\_\_.
3. I do not have \_\_\_\_\_.

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## **The Magic Formula of Business**

Define what \_\_\_\_\_, who you want to \_\_\_\_\_, and  
then \_\_\_\_\_ to them.

The customer will tell you what they \_\_\_\_\_.

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## **Action Steps**

What do you \_\_\_\_\_?

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Who do you want to \_\_\_\_\_?

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Where do you \_\_\_\_\_ those people?

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## STEP #2 – From Launching to Profit

Once you have an idea – you need to \_\_\_\_\_.

\_\_\_\_\_!!!!

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But focus on a \_\_\_\_\_ products and services.

\_\_\_\_\_ is better!

Example:

Gutter Cleaning - \$99  
Replace Floodlights - \$15  
Clean windows - \$200

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Be simple and focus on the \_\_\_\_\_.

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## Action Steps

What can you offer \_\_\_\_\_ to serve your desired \_\_\_\_\_?

What is the \_\_\_\_\_ for your product/service?

What is the \_\_\_\_\_ way to get in front of potential  
customers \_\_\_\_\_?

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## STEP #3 – Going Pro and Growing

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The minute you take in cash, you are \_\_\_\_\_  
\_\_\_\_\_.

## Two Exceptions

1. \_\_\_\_\_
2. High \_\_\_\_\_

## Taxes

Save \_\_\_\_\_ of your profit each month for possible tax implications.

Revenue = \_\_\_\_\_

- Expenses = \_\_\_\_\_

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Profit = \_\_\_\_\_

x \_\_\_\_\_%

Taxes = \_\_\_\_\_

## Action Steps

1. Do you fall under the \_\_\_\_\_? Yes / No
2. If not, wait – make \_\_\_\_\_ first and then worry about these later.
3. If yes, \_\_\_\_\_ and get setup. Cost ~\$500.

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## **STEP #4 – Overcome the Challenges**

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Most challenges are in fact \_\_\_\_\_.

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We will always be learning and seeking counsel \_\_\_\_\_.

## **Conclusion**

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# Building YOUR OWN Business



Enroll Now

[www.dalecallahan.com/leebinz](http://www.dalecallahan.com/leebinz)

"I live where I want, have the time to do the things that I love, and get to grow my team every day. My life is forever changed for the better, I am living the life that I want and doing what I was born to do. Thank you Dale from the bottom of my heart." *Brian, Provo, UT*

Need help? [support@askdrcllahan.com](mailto:support@askdrcllahan.com)