

## INTEGRATED MANAGEMENT & SALES CONSULTING

## Entrepreneurship *Is it in your blood?*

Is entrepreneurship hereditary? Does it run in your family? Business experts are always wondering who makes a good entrepreneur. Is it a personality trait? Did you learn how to be an entrepreneur from your family members or your boss?

Whatever it is, I do believe that if you are surrounded by entrepreneurs, whether they are family members or your business circle, it is contagious! Some people are attracted to this type of work atmosphere. The typical entrepreneur is focused on succeeding (at all costs, sometimes), has a high tolerance for risk, is always striving for the big reward and will work day and night to make it happen!

If you are surrounded by family members that were entrepreneurs, you can't help but to learn that type of work ethic. I grew up in a family of entrepreneurs – my dad, my two uncles, my aunt and a few cousins. Everyone worked hard at a very young age in the family businesses. That is just what you did! As I got older, I was attracted to these hard- working entrepreneurs and went to work for two of them. I just felt more "at home" in that atmosphere. I was used to the "work hard mentality", the "high risk, high reward" atmosphere and the "do it yourself" workplace.

Now I am not just an entrepreneur running my own business, I also coach entrepreneurs. They have certain characteristics. I have watched them for so many years. I feel like I know what drives them to succeed. My goal is to guide them in that direction.

Hereditary, maybe, or maybe it's a personality trait! Or maybe it's just the thrill!