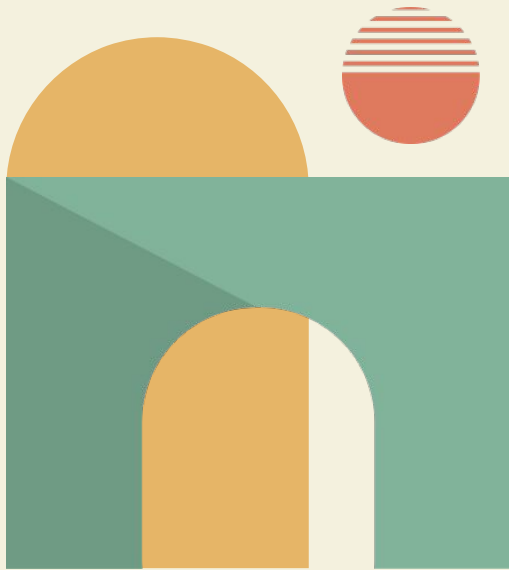


Y STEM & Chess

Training Session





Starting

Our mission is to build strong, intelligent,
and well-rounded young adults with the
right tools to succeed in life.



Repeat Mantra

"I respect myself.

I respect others and I respect my environment.

I'm here to learn to become something greater if I work hard.

I believe I achieve."

Class Schedule

15
minutes

- Exercise
 - Focused Thinking
- Talking about Creativity
- Personal Development

25
minutes

- Recap & Questions from Previous Sessions
- Lesson & Snack

25
minutes

- Playing the Instructor (moves & coding)
- Chess or Code Puzzle



Are You
Ready?



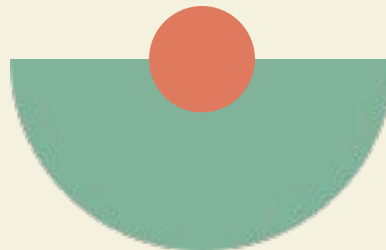
Exercise Time!

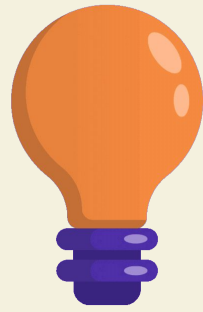
5 Jumping Jacks

10 High Knee Kicks

5 Push Ups

5 Burpees





Focused Thinking

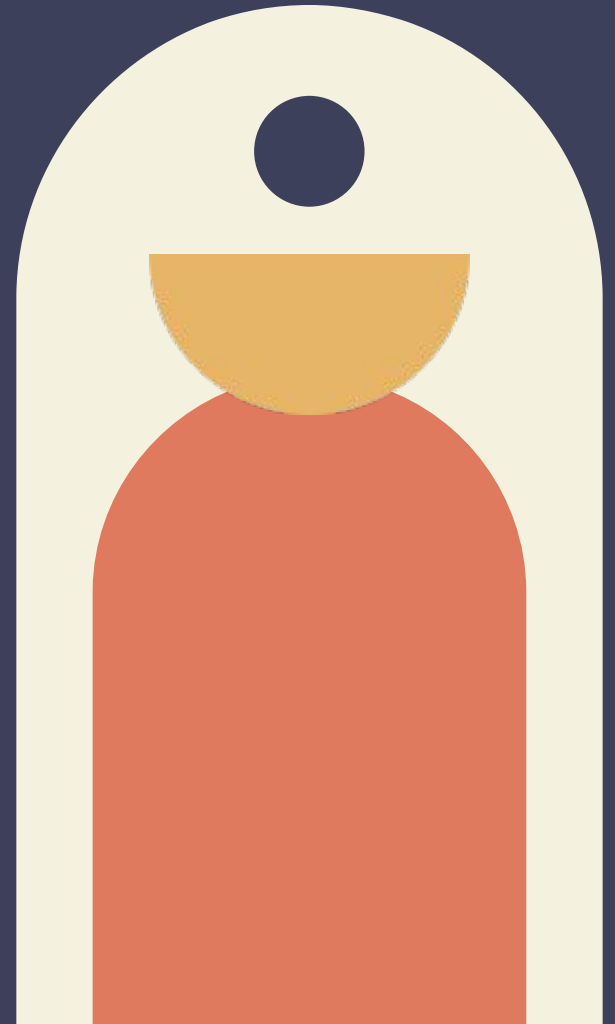
What to expect in this class, future learning,
being successful, coping skills, etc.

Let's Discuss

The importance of drawings.

Drawing instills the creativity needed for chess
and coding.

It also allows a creative space for self expressions.

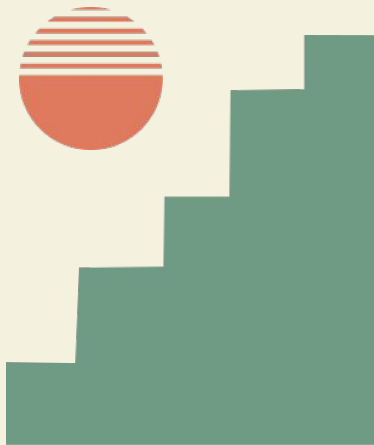




Personal Development

Habits of Successful People

Careers and Degrees in Computer Science



Personal Development

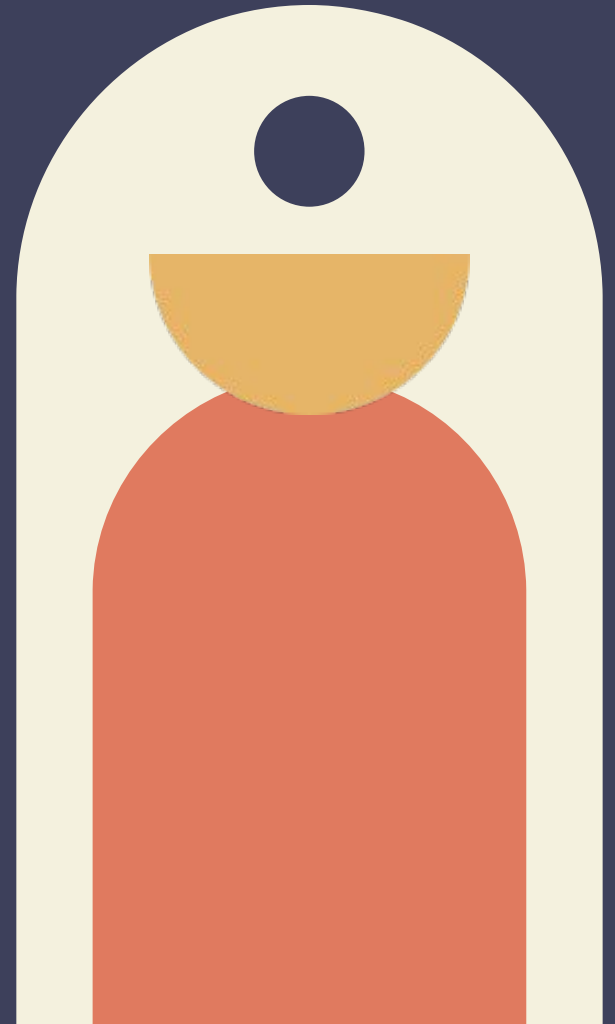
Let's set some goals!



Let's Discuss

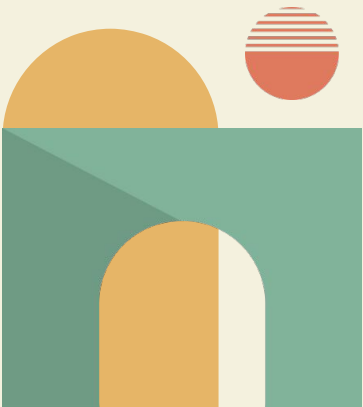
Recap questions from previous lessons.

Any new questions?



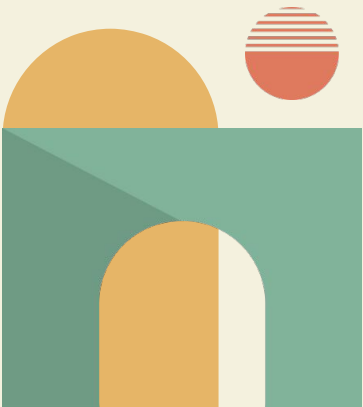
Learning Activities

- | | |
|---|--------------|
| 1. The Importance of the Mantra. | Slides 14-16 |
| 2. The Importance of Meditation. | Slides 17-19 |
| 3. The Importance of Sportsmanship. | Slides 20-22 |
| 4. The Process of Chess, Math, Coding & Mentoring. | Slide 23 |
| 5. The Importance of Fundamentals. | Slides 24-25 |
| 6. The Importance of Buying into the Process. | Slides 26-27 |
| 7. Who you want to be. | Slides 28-29 |
| 8. Understanding STEM is for Everyone! | Slides 30-31 |
| 9. The Importance of Deliberate Practice. | Slides 32-35 |
| 10. The Habits of Psychology and Success (6 weeks). | Slides 36-42 |
| 11. How to Build and Maintain Self-Confidence. | Slides 43-53 |
| 12. 16 Girls Who Changed the World | Slides 54-70 |



Learning Activities

- | | |
|--|----------------|
| 13. The Importance of Grit and Perseverance | Slides 71-73 |
| 14. Hard Work the Greatest Competitive Advantage | Slides 74-80 |
| 15. How the Most Successful People Conquer Burnout | Slides 81-87 |
| 16. How to Deal with Stress | Slides 88-93 |
| 17. Where Creativity and Innovation Comes From | Slides 94-97 |
| 18. Where Does Innovation Come From? | Slides 98-107 |
| 19. Building a Better Mental Health | Slides 108-111 |
| 20. Ten Things You Can Do to Boost Self-Confidence | Slides 112-122 |
| 21. What is Entrepreneurship and why is it Important | Slides 123-129 |
| 22. STEM Skills to Turn Engineers into Entrepreneurs | Slides 130-133 |
| 23. Employee or Entrepreneur | Slides 134-142 |
| 24. Six Entrepreneur Strategies | Slides 143-149 |





Learning Activity

The Importance of the Mantra



The Mantra

01

"I respect myself."



02

"I respect others."



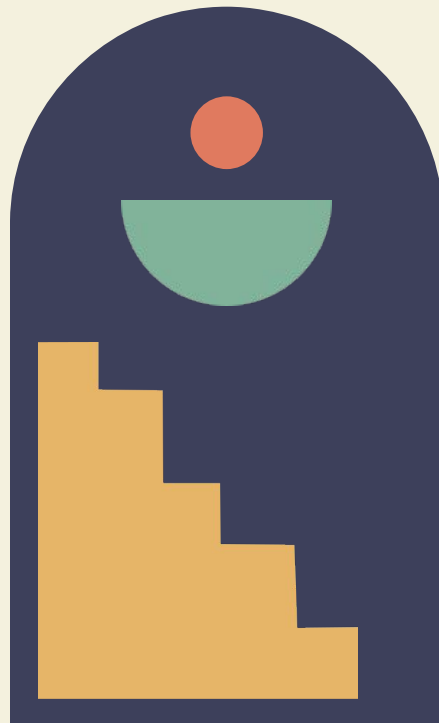
03

"I respect my environment."





Mantra



"I'm here to learn how to become something greater if I work hard. I believe I achieve."

This mantra allows us to focus on our purpose of our sessions.

Respect is also key to success.

Without respect for self, others and your environment, people will not listen to you, follow you, and/or help you.

We must respect ourselves, others, and our environment in order to find success in life. Every student has the right to be here, to discover their hidden potential, and to learn about STEM.



Learning Activity

The Importance of the Meditation



Meditation

01

Meditation helps you gain new perspectives on stressful situations.



02

Meditation helps you build skills to manage stress.



03

Meditation reduces negative emotions.





Let's Meditate

**Sit in a comfortable position
and close your eyes**

Clear your mind and only think of the numbers 1-10.

Imagine the number "1" slowly flashing in front of you and then fading away.

Now count in your head, from 2-10, slowly you visualize the numbers pass by. If you lose focus or think of something else, start over at one.

When you make it to the number 10, then visually count down and repeat. After a few minutes, you may enter a calm state and will no longer need to count.

Be patient! Meditation takes practice.



Learning Activity

The Importance of the Sportsmanship



Sportsmanship

01

Every game must begin and end with the players shaking hands.



02

Never do anything to distract any other player in the tournament, especially your opponent.



03

If an illegal move is made, the tournament director should be summoned.



Sportsmanship



O4

In a tournament using a "Sudden Death" time control, the other player receives an extra two minutes when one player makes an illegal move.

O5

Never gloat over a victory, or become despondent or hostile following a defeat. It is always best to analyze the game with your opponent, after the game ends, and in a different room from where you played. Leave the playing room quietly when you finish so as not to distract the other people

O6

Never comment on a game that is in progress, whether the game is yours or one that you are just watching.

Learning Activity

Here I will explain how the process of chess, math, coding, and mentoring will help each student reach their hidden potential.





Learning Activity

The Importance of Fundamentals.





The Importance of the Fundamentals

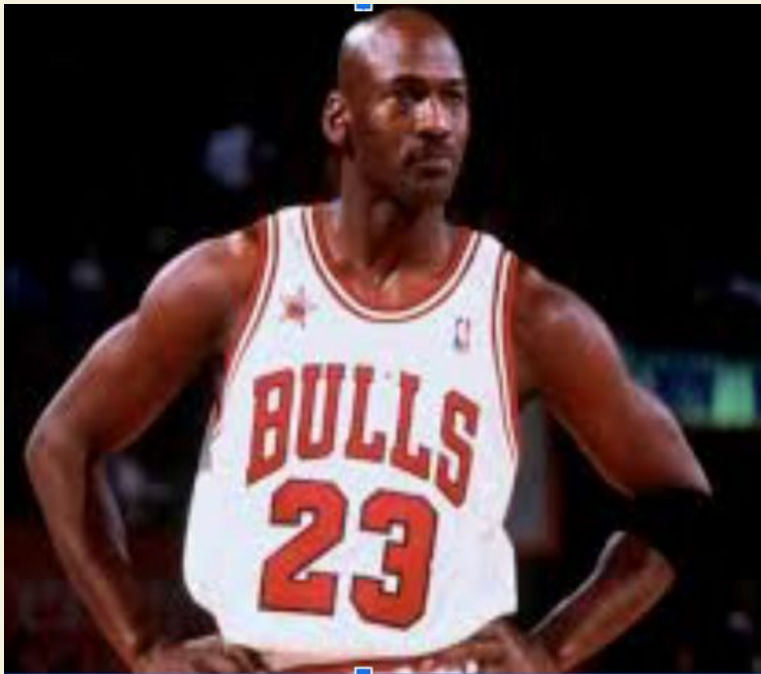
Michael Jordan once said that the reason he was so successful was because he relied on his fundamentals.

He knew the reason why because no matter how tired he got, or how sick he became, he could rely on his fundamentals to get through the game.

One game in particular was the famous “Flu Game” that took place in the NBA finals against the Jazz. Jordan’s fundamentals led him to “Jordan recorded an unbelievable 38 points, 7 rebounds, 5 assists, 3 steals and 1 block, including a 3-pointer with less than a minute left that gave the Bulls a lead they did not relinquish”

The fundamentals led to one of the greatest games in history and cemented Jordan as one of the greatest.

The same thing applies to Y STEM classes. We will teach you





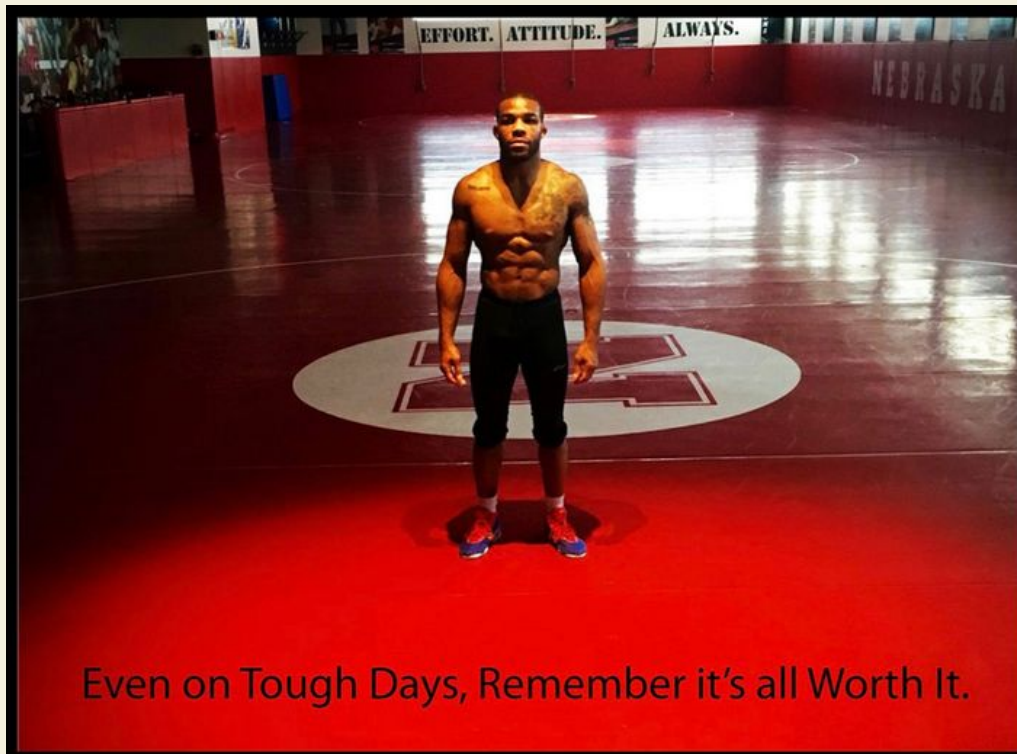
Learning Activity

The Importance of Buying into the Process.





Buying into the Process



This is the Greatest American Freestyle Wrestling Champion. Jordan Burroughs is Omplian and has won 5 world championships over the 12 years. He is two time NCAA wrestling champion and a Dan Hodge Trophy winner (awarded to the best college wrestler annually). Burroughs is also a high school state champion. Wrestling is one of the most challenging sports in the world.

Burroughs talked about his growth in transitioning from high school to college wrestling. It was tough. He credits his success to BUYING INTO THE PROCESS. Burroughs trusted his coaches. He put in the work and had the discipline to show up every day, even when tired.

If you do the same, trust your mentors, work hard, and show up even when you are tired, you will change your life and your family's. Your future will only be limited by how much you dream, plan,

Embrace
who you
are

Learning Activity

Write down who you want to be.



"I want to be an engineer, scientist, or mathematician."

01

Write a message down on a
sheet of paper.



02

If you don't know what you
want to be, then "I want to
be STEM!"



03

Draw on your paper when
you get home and have your
parents send us a photo.
Hang up your message!

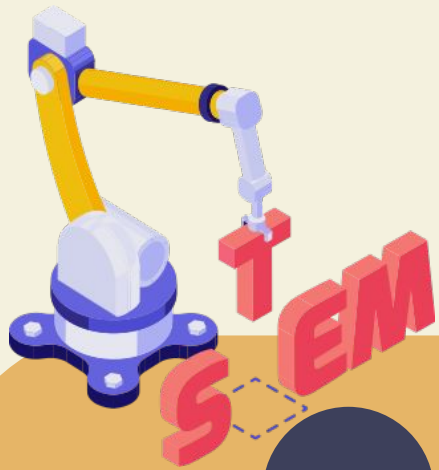




Learning Activity

Understanding STEM is for Everyone!





STEM IS FOR EVERYONE

01

Girls; Explain how girls like you can do STEM. How is STEM for everyone?



02

Boys; Explain how everyone fits in regardless of gender, background, or ethnicity.



03

Y STEM and Chess Inc. is not discriminatory.
Either is STEM in general.





Learning Activity

The Importance of Deliberate Practice



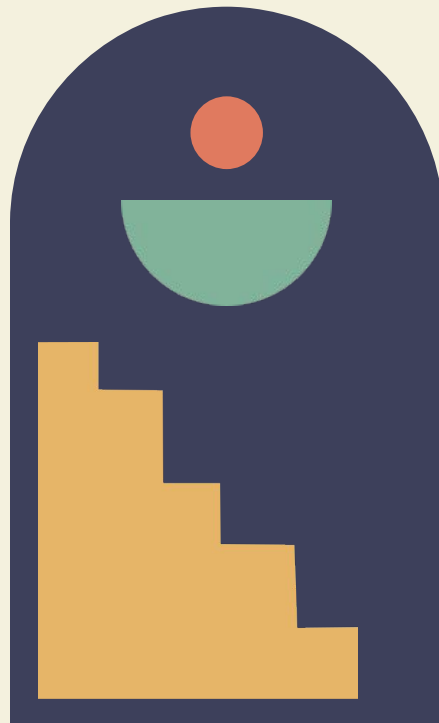


Deliberate Practice

**The Road to Extraordinary by By
The Quiet Leadership Institute**

Based on Peak:

Secrets of the New Science of Expertise, K. Anders Ericsson



Deliberate practice is the breakdown of expertise into a series of smaller, attainable practices. A deliberate practitioner engages in structured activities that improve performance in a specific area. The goal of deliberate practice is not just to reach your potential but to build it, to make things possible that were not possible before. It takes a long time, and it's hard. But to quote one of today's great philosophers, "It's supposed to be hard. If it wasn't hard, everyone would do it. The hard...is what makes it great." Thank you, A League of Their Own Jimmy Dugan.

Keys to Engaging in Deliberate Practice

01

Have the willpower to continue when its hard.



02

Have the motivation to develop the habits by focusing on your goal/dream.



03

General physical maintenance:
Getting enough sleep and keeping healthy.



Keys to Engaging in Deliberate Practice

O4

Participate in general physical maintenance: getting enough sleep and keeping healthy. If you're tired or sick, it's that much harder to maintain focus and that much easier to slack off.

O5

Limit practice to hour segments, work then take a break. As you get used to this you can push it beyond.

O6

Believe that you can do what you have set your mind to. You can improve, you can accomplish your goal. This will make it easier to succeed. Make an agreement with yourself that you will do what it takes to get back to where you were or to get beyond the plateau,

O7

Create and sustain social motivation is to surround yourself with people who will encourage and support and challenge you in your endeavors. Surrounding yourself with supportive people is easiest in activities that are done in groups or teams.



Learning Activity

The Habits of Psychology and Success

Six Week Course





Habits of Psychology and Success

First Lesson

1. Get Up Early.

You will get more done because you won't hold tasks until the next day.

2. Read, A Lot. Fiction and Nonfiction:

Specifically read to learn. Expand your perspective, grow your vocabulary.

3. Spend 15 to 30 Minutes Each Day on Focused Thinking and Meditation.

Many of the self-made millionaires Corley interviewed said they make time to process everything that's going on in their lives. Having quiet time to analyze your thoughts is associated with stress reduction.



Habits of Psychology and Success

Second Lesson

4. Make Exercise a Priority.

Working out regularly clears your head and makes you feel more motivated, and happy.

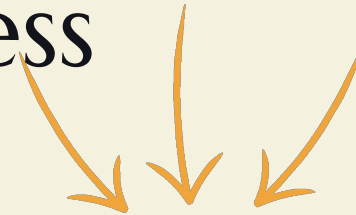
5. Spend Time with People who Inspire You.

You are only as successful as those you frequently associate with.



Habits of Psychology and Success

Third Lesson

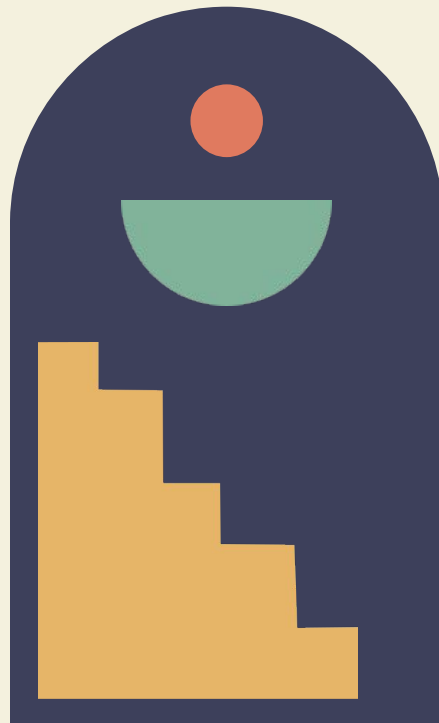


Write down goals for the day and goals for the week.

This helps keep you focused.

One year, 3 years, 5 years 10 years and life goals.
Update them regularly.

- Develop a plan with steps to accomplish them.
- Start with easy steps. Day after day.
- Make your goals measurable so you know if your plans are working.
- Mark off every completed task you'll find making each tick very satisfying.
- Write down what success means for you year by year along with in life.





Habits of Psychology and Success

Fourth Lesson



Talk about their goals and how they will achieve them.



Habits of Psychology and Success

Fifth Lesson

7. Get Enough Sleep.

It helps you heal, grow and prepare you for success. Some people need a lot and others do not.

8. Avoid Time-Wasters and Toxic People.

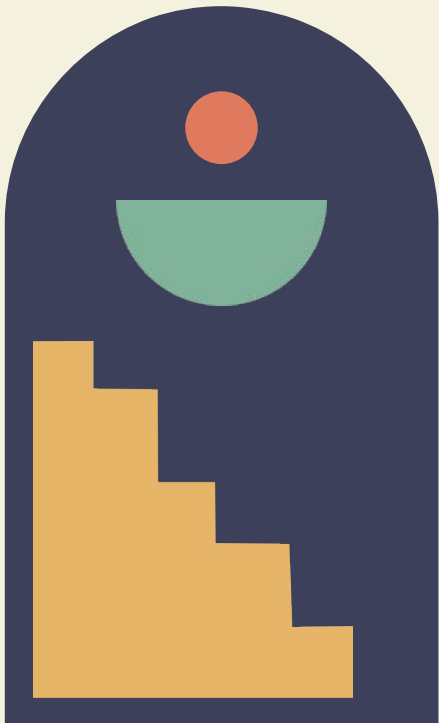
Time is crucial too. You have 24 hours in day, how you use them is critical for success. People who gossip are better left alone. Successful people also make a point to limit their exposure to toxic, negative people.

9. Keep a Journal and Draw.

It is good for you. Let your mind release the thoughts of the day. Similarly, let your mind wonder. It will help in the long run with creativity which a principle skill of computer science that is not taught.

Write down every single idea you have, no matter how big

Habits of Psychology and Success



Sixth Lesson

10. Be Comfortable with Failing.

Everything is a learning experience. Sometimes you learn more when you fail than when you succeed. You learn, you accept, you adapt, you plan, you execute your plan and fail again until you succeed. Repeat over and over again.

11. Question Everything and Find Your Own Answers.

The most difficult part of CompSci is learning to ask the right questions. Google is your best friend. It won't change

12. Think About What You're Thankful for Everyday.

This will help keep you happy in tough times.

13. Find and Meet People Not Like You.

"Seek out people that are different from you. It leads to a much richer experience because you will just gain a whole range of people with different upbringings. Be a leader, but only if you want to be. You can lead.

13. Lastly, Work Really Hard and Focus on Your Goals.

By working hard on goal oriented path, allows you to focus on what

believe you
CAN,
and you
WILL

Learning Activity

How to Build and Maintain Self-Confidence





9 Powerful Habits That Will Boost Your Confidence





How to destroy self-doubt and replace it with unshakable self-belief.

Whether you're a small-business owner or the COO of Facebook, self-doubt can creep up and hold you back. It's even become a full-blown syndrome, dubbed Impostor Syndrome, and it can make the best of us wonder if our fantastic abilities and contributions are real or if we've been faking it the whole time.

Learning how to evaporate that self-doubt will allow you to keep having your best traits shine, and boost your success and leadership in the process. Here's how some incredibly successful people overcame their feelings of self-doubt, and you can, too.



Keep it about the work

Even former President Barack Obama admits to battling moments of deep uncertainty in the course of his career. In a candid interview with Humans of New York, Obama talked about how he tries to get out of his own way and focus on the important work at hand in order to cope with self-doubt, and that's advice anyone can follow:

“If you’re worrying about yourself—if you’re thinking, ‘Am I succeeding? Am I in the right position? Am I being appreciated?’—then you’re going to end up feeling frustrated and stuck. But if you can keep it about the work, you’ll always have a path. There’s always something to be done.”



Trust your own voice

Ursula Burns, the first African American female CEO of a Fortune 500 company, found that staying true to her own individual vision and voice offered a way to tackle self-doubt when she felt out of place:

“I realized I was more convincing to myself and to the people who were listening when I actually said what I thought, versus what I thought people wanted to hear me say.”

If you present your best ideas and provide value, you can feel confident that you aren't fooling anyone and that you do deserve every bit of success that comes your way.



Failure is an option

Paralyzing self-doubt often springs from the fear of failure. However, the most successful people of our time have found failure to be an important stepping stone on the path to success.

Take a page from massively successful tech entrepreneur Elon Musk, for example. When working on SpaceX, he said, “Failure is an option here. If things are not failing, you are not innovating enough.” By being practical and accepting that failure will happen at some point in everyone’s career, you can stop being crippled by its inevitability and keep trucking forward instead.



Focus on what you can control

Sheryl Sandberg, the COO of Facebook and author of *Lean In*, gave a commencement speech at Barnard College encouraging the graduating class to not be stopped by self-doubt or forces we can't control.

“Let the barriers you face—and there will be barriers—be external, not internal. Fortune does favor the bold, and I promise that you will never know what you're capable of unless you try.”

When you're an entrepreneur, there are a million and a half things that will be completely out of your control every day, no matter how much effort you put in. Instead of getting paralyzed by this, take a tip from Sandberg and only focus on what you can control.

Look at those other times you had self-doubt

We've all encountered unfounded self-doubt over a past task, and then gone on to tackle that project with flying colors. That's why it's helpful to record those achievements that were thought “impossible” and revisit them when self-doubt creeps up again. Psychologists call this journaling, and it's a proven way to boost your self-image and get rid of the feelings



6

Seek the support of others

Seeking the support of others can help flesh out those fantastic traits that you're having trouble recognizing. As Oprah Winfrey wisely said, "A mentor is someone who allows you to see the hope inside yourself." A mentor who has walked in the same shoes as you can prove beyond valuable in these cases, so don't be afraid to reach out to others. Mentors often have a larger vision for us than we have for ourselves, and their confidence inspires us to reach higher than we could have imagined on our own.



Make self-doubt work for you

Believe it or not, not all self-doubt is a bad thing. A healthy, manageable amount of it can be valuable in keeping you sharp, focused, and inventive. Actor Denzel Washington was quoted as saying, “That last five minutes before you go on that first [Broadway] preview, if you don’t have that what the hell am I doing here[feeling], if you don’t have that, then they say it’s time to quit.”

So let self-doubt motivate you to keep improving on the things you do best, while staying humble in the process. You don’t have to let it bring you down.

A stylized sun with a red-orange face and yellow rays, with the number 8 in the center.

8

Own your accomplishments

Amanda Palmer, punk musician, TED speaker, and author of the *The Art of Asking*, said it best when she wrote, “When you’re an artist, nobody ever tells you or hits you with the magic wand of legitimacy.

You have to hit your own head with your own handmade wand.” In today’s busy world, others often won’t take the time to shower you with praise. So just like Palmer, you need to become your own best cheerleader. Don’t be afraid to give yourself a pat on the back for all the great things you’re doing. No award or promotion will make you feel confident about your professional contributions unless you can admire yourself first.

A stylized sun with a red-orange center and yellow-orange rays. The number 9 is prominently displayed in white in the center of the sun.

9

Bye-bye, Comfort Zone

Leadership expert Brian Tracy once said, “You can only grow if you are willing to feel awkward and uncomfortable when you’re trying something new.” He’s right—think about the first time you rode a bike. It was scary, right? But now biking is probably a breeze. The same goes for anything in life—once you embrace that self-doubt as a feeling that will go away eventually, and one that actually marks progress, you can take baby steps out of your comfort zone to tackle new challenges.



16 Girls Who Changed the World



Following is a list of women who changed the world
when they were young girls and teens.

From promoting girls' education to raising money for
meaningful causes to marching for civil rights, their
accomplishments are impressive and inspiring.

Ruby Bridges

In 1960 at the age of 6, Ruby Bridges became the first black student to attend William Frantz Elementary School in New Orleans.

The first-grader faced protests and riots and had to walk to school accompanied by federal marshals. She became an icon and inspiration in the Civil Rights Movement.



Malala Yousafzai

Malala Yousafzai is a Pakistani human rights advocate known for her activism in promoting education for girls. In 2012, when she was just 15 years old, a Taliban gunman shot her in an assassination attempt in retaliation for her work. At the age of 17, she received the Nobel Peace Prize, becoming the youngest Nobel laureate.



Anne Frank

A German-born Jewish girl who moved to the Netherlands during the Nazi regime, Anne Frank rose to fame following the publication of the diary she kept while hiding from the Gestapo. After her family was discovered and arrested, Frank died at Bergen-Belsen concentration camp in 1945 at the age of 15. Her father Otto — the only surviving family member — was moved reading her diary after the war and published it posthumously.

It has been translated into more than 60 languages.



Alexandra Scott

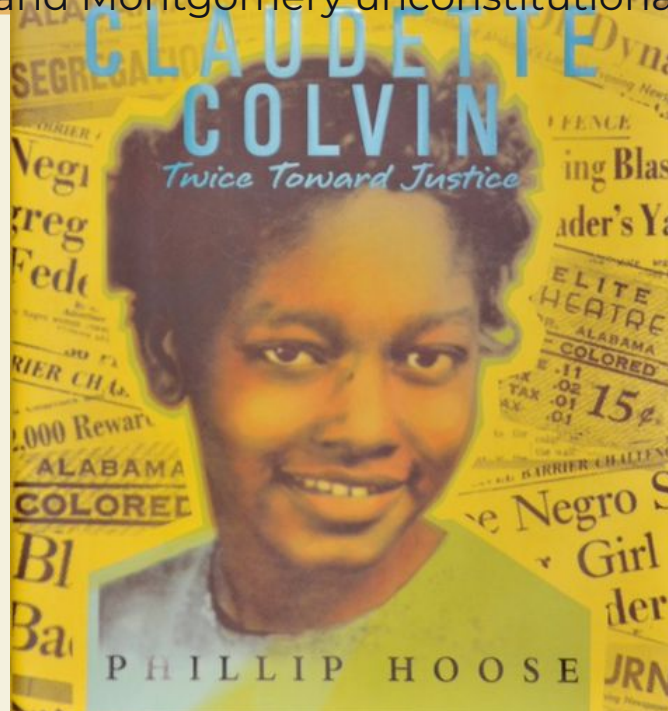
Alexandra Scott was diagnosed with a form of pediatric cancer called neuroblastoma shortly before her first birthday. When she was just 4 years old, she set up her first lemonade stand in her front yard to raise money for childhood cancer research.

Inspired by her story, people around the world set up their own lemonade stands to raise money for her cause. By the time she died in 2004, she had raised \$1 million. Her family continues her legacy through Alex's Lemonade Stand Foundation.



Claudette Colvin

Nine months before Rosa Parks' famous arrest, 15-year-old Claudette Colvin stood up against segregation in Alabama by refusing to give up her seat on a bus in Montgomery. She was arrested, and a year later was one of the original plaintiffs in *Browder v. Gayle*, a case that led the U.S. Supreme Court to declare bus segregation laws in Alabama and Montgomery unconstitutional.



Bana Alabed

A Syrian girl named Bana Alabed grabbed the world's attention with her series of heartbreaking tweets from inside the besieged city of Aleppo starting in 2016.

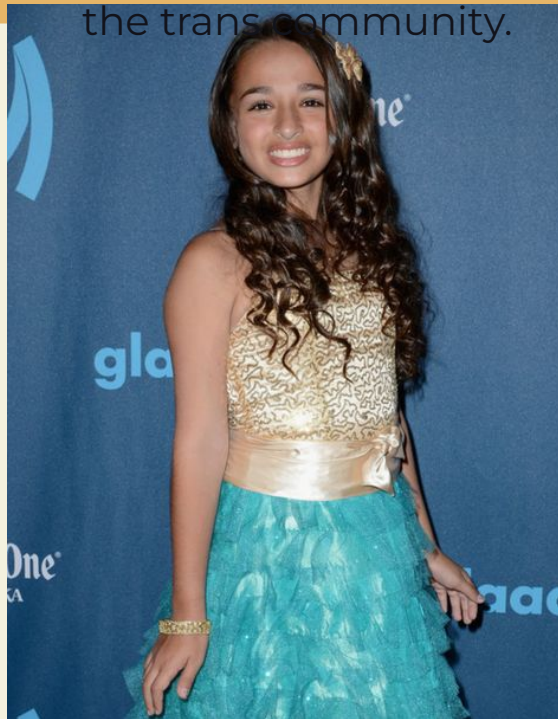
Now 8 years old, Alabed continues to advocate for the people of Syria and draw attention to conditions in the war-torn country.



Jazz Jennings

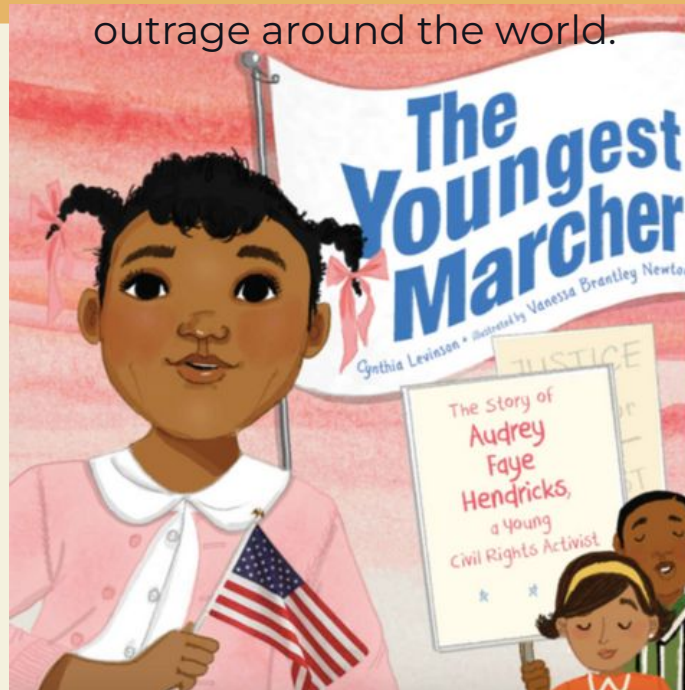
Jazz Jennings was just 6 years old when she gave an interview to Barbara Walters for a television special about transgender children. Since that time, she's continued to educate the world about what it means to be transgender. The LGBTQ activist and YouTube star has a TLC show called "I Am Jazz" and co-wrote a children's book by the same name. Now 17, she regularly speaks out about issues affecting

the trans community.



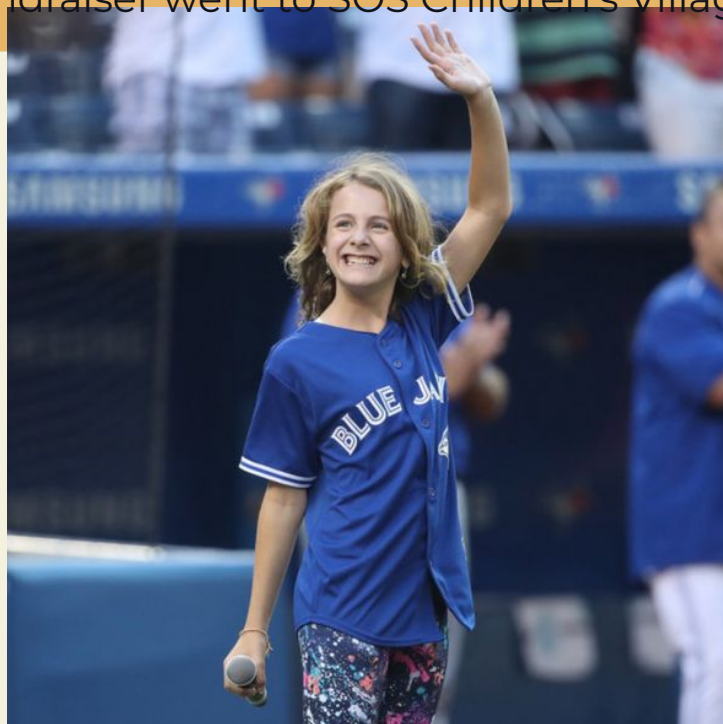
Audrey Faye Hendricks

In 1963, 9-year-old Audrey Faye Hendricks joined thousands of fellow kids and teens in the Children's Crusade, a nonviolent demonstration in Birmingham to stand against segregation. Hendricks was among the hundreds of students arrested and spent about a week in jail for her activism. Images from the Children's Crusade — which highlighted the violent response from local authorities — caused outrage around the world.



Capri Everitt

At the age of 11, a Canadian girl named Capri Everitt set out to raise money for orphaned and abandoned children. She achieved this by traveling with her family to 80 countries, where she sang each national anthem in the national language. Proceeds from her fundraiser went to SOS Children's Villages.



Mary Shelley

English author Mary Shelley was just 18 years old when she wrote Frankenstein, which many credit as the origin of science fiction.

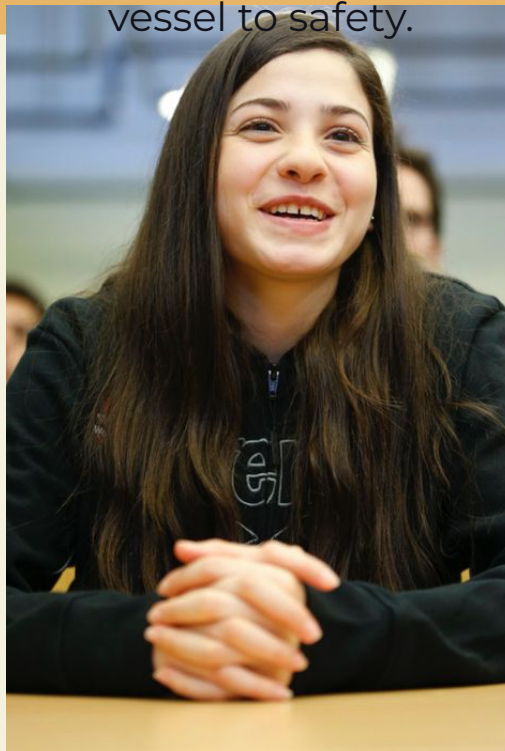
Thus, Shelley has been called
“the teenage girl who invented science fiction.”



Yusra Mardini

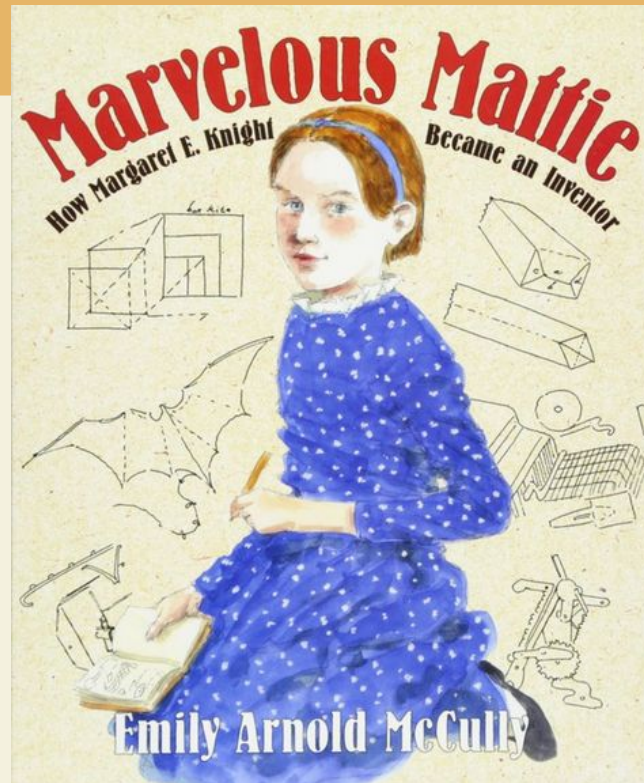
At the age of 18, Yusra Mardini made history as one of the members of the first Olympic refugee team in Rio de Janeiro. While fleeing Syria the previous summer, she helped save the lives of fellow refugees after the overloaded dinghy taking them to Greece started to sink. She jumped into the Aegean Sea and helped push their

vessel to safety.



Margaret E. Knight

When she was 12 years old, Margaret Knight witnessed a horrific accident involving a mechanical loom at a cotton mill. To prevent harm from befalling other mill workers, she invented a safety device for the machine, which many other mills adopted.



Amariyanna Copeny

When she was 8 years old, Amariyanna aka “Mari” Copeny of Flint, Michigan, wrote a powerful letter to President Barack Obama asking him to meet with her and others from the city during their visit to D.C. for the congressional hearings on the water crisis. Obama responded by saying he would be going straight to Flint to learn more about the public health crisis and see what could be done. Over the past years, “Little Miss Flint” has become a well-known activist working to better her community. “Letters from kids like you are what make me so optimistic for the future,” Obama wrote in their correspondence.



Yuan Yuan Tan

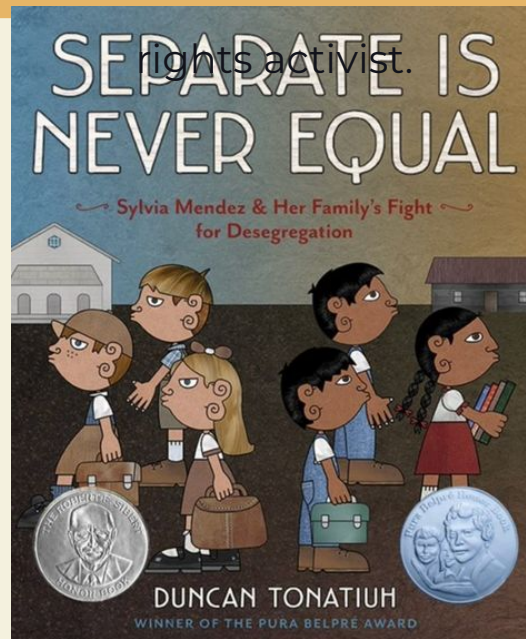
Chinese ballet dancer Yuan Yuan Tan started representing her country in international competitions as a young teen. At 17, she became the the youngest ever principal dancer at the San Francisco Ballet, as well as the first Chinese dancer to earn that title in a major Western company. She gives talks around the world, inspiring young dancers to follow their artistic dreams.



Sylvia Mendez

At 8 years old, Sylvia Mendez was instrumental in a landmark 1946 desegregation case, which helped pave the way for the civil rights movement and future integration. Mendez v. Westminster challenged the policy that Latino students like Mendez, who was of Mexican and Puerto Rican descent, couldn't attend "whites-only schools" and had to go to so-called "Mexican schools." Following the success of the case, Mendez became one of the first Latino children to attend a previously all-white school and grew up to become an acclaimed civil

rights activist.



Bindi Irwin

Bindi Irwin carried on her father Steve Irwin's conservation legacy following his death in 2006. When she was 8 years old, she launched "Bindi the Jungle Girl" to encourage more kids to get interested in animals and wildlife conservation. She has continued to make TV appearances, published books and furthered her father's causes.





Learning Activity

The Importance of Grit and Perseverance



Grit is passion and perseverance for long-term and meaningful goals.

01

How to Boost Grit!

Research indicates that the ability to be gritty—to stick with things that are important to you and bounce back from failure—is an essential component of success independent of and beyond what talent and intelligence contribute


02

Why is grit important?


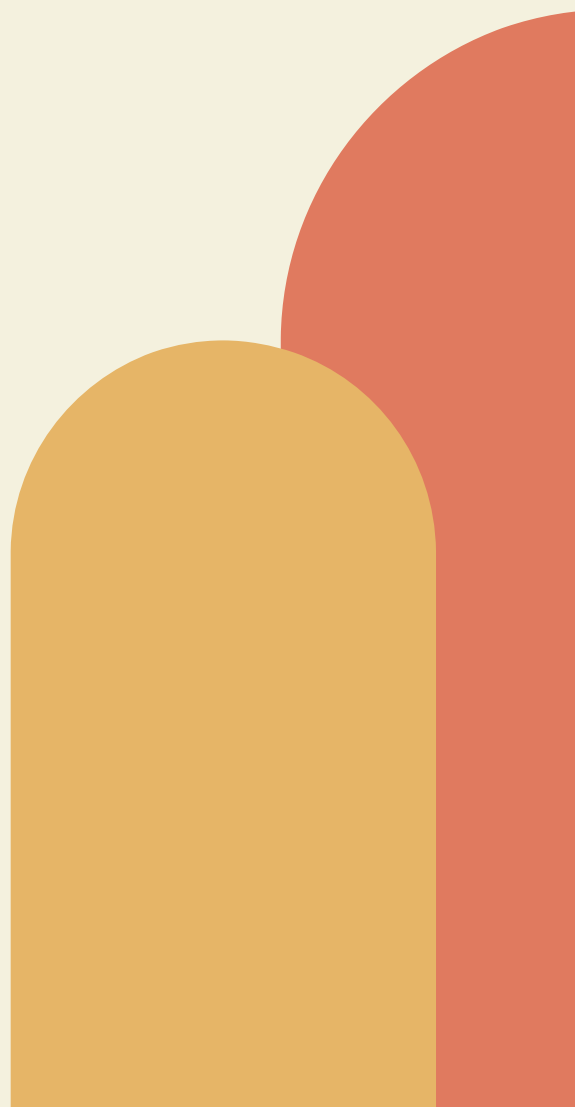
I'm going to say it again because it's worth repeating, and goes against what we're taught in school and in our social circles. Grit is important because it is a driver of achievement and success, independent of and beyond what talent and intelligence contribute

03

Being naturally smart and talented are great, but to truly do well and thrive, we need the ability to persevere. Without grit, talent may be nothing more than unmet potential. It is only with effort that talent becomes a skill that leads to success (Duckworth 2016).



Without grit,
talent may
be nothing
more than
unmet
potential.





Learning Activity

Hard Work is the Single Greatest

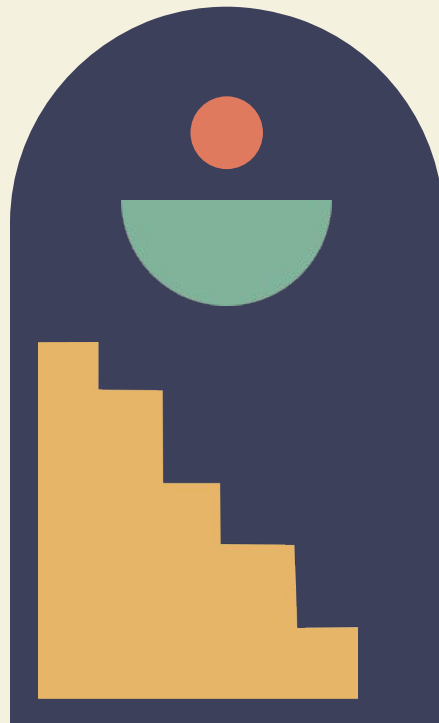
Competitive Advantage,

By Thomas Oppong





There's only one way to the top: Hard Work



Nobody is great without work. Hard work is always the baseline of great achievements. Nothing spectacular comes without it.

Getting organized is hard work. Setting goals, making plans to achieve them, and staying on track is hard work.

Very few have ever failed with the hard work approach to making it in life. You may rise slowly, but you are sure to rise.

There are no shortcuts to lasting success, only smartcuts. Many people will do what's easiest and avoid hard work — and that's precisely why you should do the opposite. Lasting success can only be achieved if you put in the work. Jim Rohn says

“Don't wish it were easier. Wish you were better.”



There's only one way to the top: Hard Work



There's no evidence of high-level performance without experience or practice. The most accomplished people needed years of hard work and smart choices before becoming world-class.

Greatness isn't handed to anyone; it requires a lot of hard work. The best people in any field are those who devote the most hours to their crafts.

Hard work is challenging, painful and uncomfortable. But it's the only way to the top. In fact, a major key to success is to learn to enjoy challenging work and to enjoy working hard at it.

For most people, work is hard enough without pushing even harder. Those extra steps are so difficult and painful they



There's only one way to the top: Hard Work



If you want to achieve some really big and interesting goals, you have to learn to fall in love with hard work. Hard work makes the biggest difference.

You have probably heard this phrase a hundred times, “you have to work smart not hard to succeed”. Being smart is about making the right choices. Smart people move up the ladder real fast. But they also value the importance of hard work. Your idols, heroes, and every successful person you know worked hard and made important and calculated choices before they reaped the rewards of success.

As they reached the pinnacle of success, they grew more experienced, made less mistakes, improved their decision-making skills and made the most of selected opportunities. And this resulted in something that saved



There's only one way to the top: Hard Work



Work hard in making smart choice and work even harder to learn how to make smart choices.

Don't wait for opportunities, create them. When you learn to embrace hard work instead of running from it, you gain the ability to execute on your big goals, no matter what it takes to achieve them.

You blast through obstacles that stop others who have less resolve. But what is it that gets you to this point? What gets you to embrace hard work? A truly successful man will keep trying and keep struggling until he perfects his art.



There's only one way to the top: Hard Work



The greater your capacity for hard work, the more rewards fall within your grasp. If you've chosen a significant purpose for your life, it's going to require hard work to get there — any meaningful purpose will require hard work.

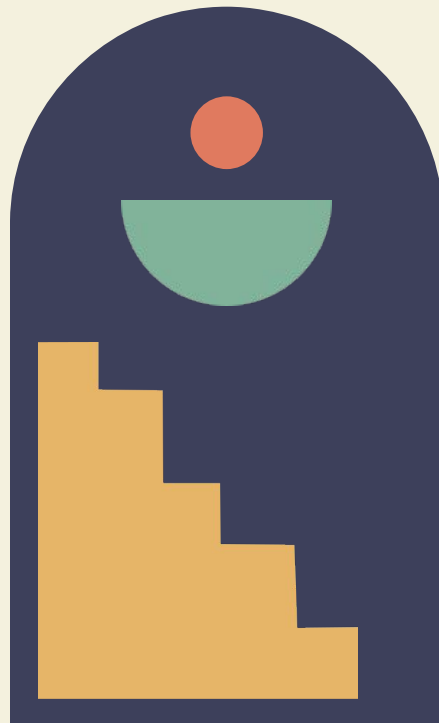
If you are willing to show up everyday, you will make incremental progress.

The power of progress is fundamental to human nature. Most people completely neglect progress because they're so focused on achievement. If you need to write, the main thing you need to do is just to sit down in front of your text editor and write.

It doesn't even have to be a full page. Half a page or even less. Call that a success. What matters is that you make time to



Famous Quotes



The big secret in life is that there is no big secret. Whatever your goal, you can get there if you're willing to work.

— Oprah Winfrey.

“Work hard, and you will earn good rewards. Work smart, and you will earn great rewards. Work hard and work smart, and you will earn extraordinary rewards.”

— Matshona Dhliwayo

“Don't ever, ever, believe anyone who tells you that you can just get by, by doing the easiest thing possible. Because there's always somebody behind you who really wants to do what you're doing. And they're going to work harder than you if you're not working hard.”

— Maria Bartiromo



Learning Activity

How the Most Successful People

Conquer Burnout





FOCUS ON YOUR PURPOSE AND STAY CENTERED

“Burnout is a big issue, particularly for entrepreneurs, mainly because the culture in being in a startup, especially tech startups, is ‘go go go,’” Benton tells Fast Company. “You have to be ‘on’ 100% of the time. When you’re running a startup, most people know you’re not going to have overnight success ... you’re in the trenches for a

Angela Benton,
cofounder of
NewME



KNOW THAT EVERY OPPORTUNITY HAS AN OPPORTUNITY COST

“I think having a conversation with yourself about what’s important, taking a step back to look at your life holistically ... it becomes easier to channel those things that matter more and it’s easier to see when you’re about to be on the brink of burnout.”

“If you’re doing one thing, you’re foregoing something else.”

Tina Martini,
partner at DLA
Piper



RESET, RECHARGE, AND REST

I don't believe 'burnout' is a function of the amount or intensity of work one takes on. Feeling burned out is a misalignment between the individual and their daily tasks.

To reset, Wurwand suggests taking walks or simply go outside; to recharge, she takes long baths with stress relief oils; to rest, she loads up on water and turns off all smart

Jane Wurwand,
founder of
Dermalogica and
FITE



TAKE SOME TIME OFF AND IMAGINE YOURSELF STEPPING BACK INTO IT

“When you work on adrenaline for weeks or months at a time, eventually your body says, ‘I need a break,’”

“You learn the routine, the ebbs and flow of how you’re feeling,” she says. “I know when I’m reaching my tipping point, I take some time off and reimagine myself stepping back into it.”

Michelle Bernard,
CEO of the Bernard
Center for Women



MIX UP YOUR ROUTINE

“Everyone at one point in their life has been at their wit’s end but I found, for business and for your personal life, that pushing yourself to that brink isn’t healthy but also isn’t productive,” she says. “It doesn’t yield better results. It doesn’t help you think strategically or creatively.”

To stave off burnout, Bates practice flex-time at Eastwick. She also encourages her employees to do the same. She believes that in a business where most people have classic type-A personalities, the best way to prevent burnout is

Barbara Bates,
CEO of Eastwick



INTEGRATE YOUR WORK AND LIFE

“When I first started at Google, I and the rest of my colleagues worked 15 to 20 hour days and were always available on the weekends. We did this because we were all working toward the common goal of making Google successful.

Stress or burnout was not a factor, I think, because we cared about Google’s success and we knew Google cared about us.”

“More generally, I don’t believe ‘burnout’ is a function of the amount or intensity of work one takes on. Rather, feeling burned out is usually caused by a misalignment between the individual and their daily tasks. If you’re plugged in—and are fully committed to, and believe, in the

Bismarck Lepe
CEO of Wizline



Learning Activity

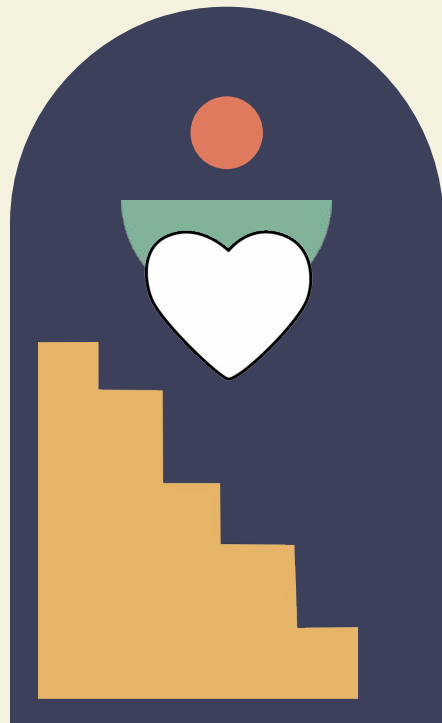
How to Deal with Stress

By Carol Peitzsch





How to Deal with Stress



Get Pumped

You know the signs of stress: a faster beating heart and breathing along with sweaty palms. This is your body trying to give you energy – and this energy can help you do better under stress. Your body knows how to prepare you for the challenge and transform you into a corporate warrior!



How to Deal with Stress



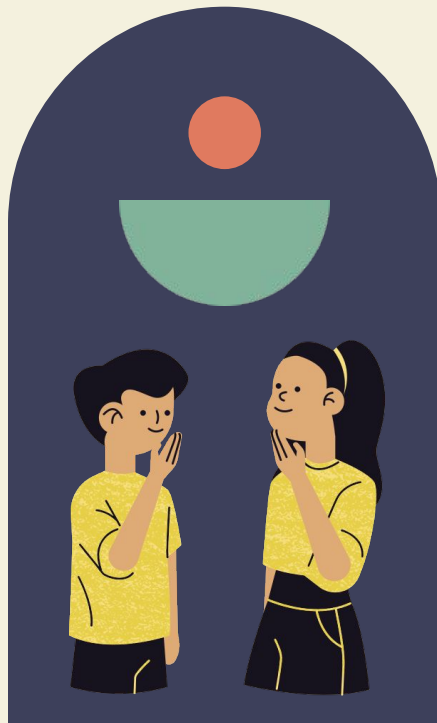
SEE THE POSITIVE

The physical harm from stress is related to the restriction of blood vessels. The simple way to avoid this reaction is to see the stress as a positive – which actually prevents the blood vessels from constricting. This is your life and your situation. YOU get to choose how to see it. This mental shift not only protects the body, but also empowers you into action instead of paralyzing you in fear.





How to Deal with Stress



TALK IT OUT

Stress makes you social – since the neural hormone that helps build strong relationships, Oxytocin, is also released. It's what makes you want to share your day with your spouse, or grab a beer after work for a gripe session with a pal. And the more you do, the more Oxytocin you'll release. This "sharing hormone" strengthens, heals and protects the heart from the effects of stress. So listen to that natural instinct to share your challenges with those closest to you.



How to Deal with Stress

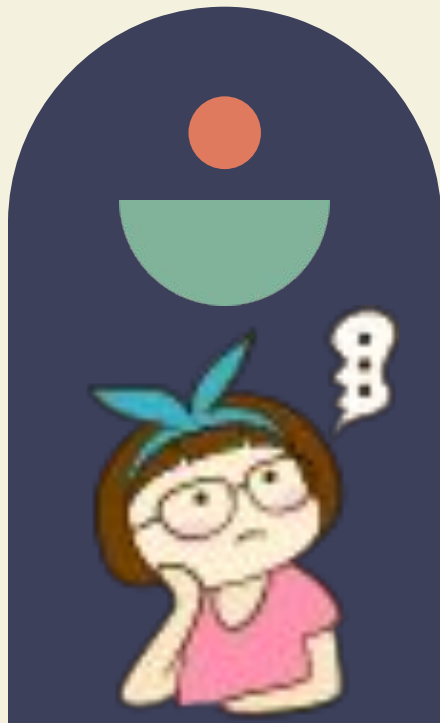


TAKE A BREAK

During times of stress it is especially important to take a break and put your focus on something else; even if only for a quick workout session, walk around the block or coffee break with a colleague. These moments when you are not “working on your mental knot” give you clarity and perspective to freshly tackle the problem when you return to it. Try having a quick laugh with someone in the office that is also under pressure. This not only breaks the tension, but also helps to create a positive work atmosphere – which benefits everyone.



How to Deal with Stress



REFLECT AND REJOICE

Once the stressful event or situation is over, it is human nature to replay the negative parts over and over in your head. That's ok... but also remember to savor the experience itself and see what you've gained from it. That's right! You survived this. You are awesome.



Learning Activity

Where Creativity and Innovation Comes From



Michael Jordan was asked if his desire to win cost him a nice-guy reputation.

His emotional response is being touted as one of the best quotes on leadership.



Michael Jordan's emotional response is great advice for CEOs. Michael Jordan is one of the greatest basketball players of all time, noted as one of the most influential players today despite retiring from the NBA in 2003.

The name "Michael Jordan" is synonymous with one of the greatest players of NBA history, who competed in 15 seasons and led the Chicago Bulls to six championship wins. And with all eyes on ESPN's documentary highlighting his illustrious career with the team, Jordan's leadership skills are in the spotlight, nearly 17 years after his retirement.

ESPN's "The Last Dance," a 10-part series following Jordan's final season with the Bulls, showcases the trials, tribulations, and successes of the 1997-1998 season — the last time the Bulls won the NBA title. When asked whether his drive to win ruined any chance of having a reputation as a nice guy, Jordan — holding back tears — responded with what is now being called one of the best pieces of

Here's the full quote from Episode Seven of "The Last Dance"

"Winning has a price. [Success has a price.] And leadership has a price. So I pulled people along when they didn't want to be pulled; I challenged people when they didn't want to be challenged. And I earned that right because my teammates who came after me didn't endure all the things that I endured."

"Once you joined the team, you lived at a certain standard that I played the game at, and I wasn't gonna take anything less. Now if that meant I had to go in there and get [on your back] a little bit, then I did that. You ask all my teammates: 'The one thing about Michael Jordan was he never asked me to do something that he didn't do.'"

"When people see this, they're gonna say, 'Well, he wasn't really a nice guy, he may have been a tyrant.' Well, that's you: Because you never won anything. I wanted to win, but I wanted them to win and be a part of that as





Learning Activity

Where does Innovation Come From?

By Steve Tobak





Innovation comes from inside you.

Ideas, inspiration and innovation only seem to come from outside you, but they don't. They always come from inside you. The only exception is small teams...but only intimate groups in real time in the real world, never large-scale or online collaborations.





It comes from obsession.

Albert Einstein believed light was special, unique. He was obsessed with light. Elon Musk is obsessed with manned space travel and electric cars, among other things. Every successful founder I've ever known was inspired by obsession. If you're obsessed, you never need to be inspired by anything else.



Innovation comes from history.

Microprocessor architecture comes almost entirely from the way mainframe and minicomputers were designed decades ago. So much innovation comes from ancient history it isn't funny. Why reinvent the wheel when you don't have to?



It comes from perseverance.

According to my literary agent, authors tell her success is a matter of keeping yourself in the chair. Steve Jobs said, "You've got to have an idea or a problem or a wrong that you want to right that you're passionate about, otherwise you're not going to have the perseverance to stick it through. I think that's half the battle right there."



Innovation comes from focus, discipline and patience.

These days, everyone is obsessed with squeezing every ounce of personal productivity and self-improvement out of themselves.

That only takes you further away from innovation. Innovation comes from focusing on one thing and letting everything else fade to black. It's the big picture that drives you and that's also what drives you to come up with unique solutions to tough problems.





It comes from the need to prove yourself.

The human mind is surprisingly powerful, especially in terms of the need to prove yourself. While it usually manifests early in life, the motivation tends to stick with us and often becomes a self-fulfilling prophecy. It doesn't even seem to matter if you know to whom you're proving yourself – your father, yourself or teachers who said you'd never amount to anything.



Innovation comes from your subconscious.

Brilliant ideas often come when you least expect them or when you're not even paying attention. They may come to us in dreams, during meditation, in the shower, or when we're otherwise preoccupied with some menial or repetitive task that allows our deeper emotions and thoughts to engage. And no, distracting yourself with games or social media does not qualify.





It comes from identifying problems.

Over the course of my career I've noted how innovation comes from how people identify problems. Granted, there has to be a solution but the problem comes first and foremost. The reason is simple. Without a pressing problem, there's no real need of a solution. And until you correctly identify the problem, your solution is suspect and lacking innovation. Always focus on the problem. What do people need or want to do that they can't currently do or



The most important thing to know
about innovation is that it's not the
same as invention.

I might even go as far as to say that,
in the world of startups, invention is
sort of immaterial.

Just come up with problems that
need to be solved and solutions that
are unique and that people can
actually use.

More often than not





Learning Activity

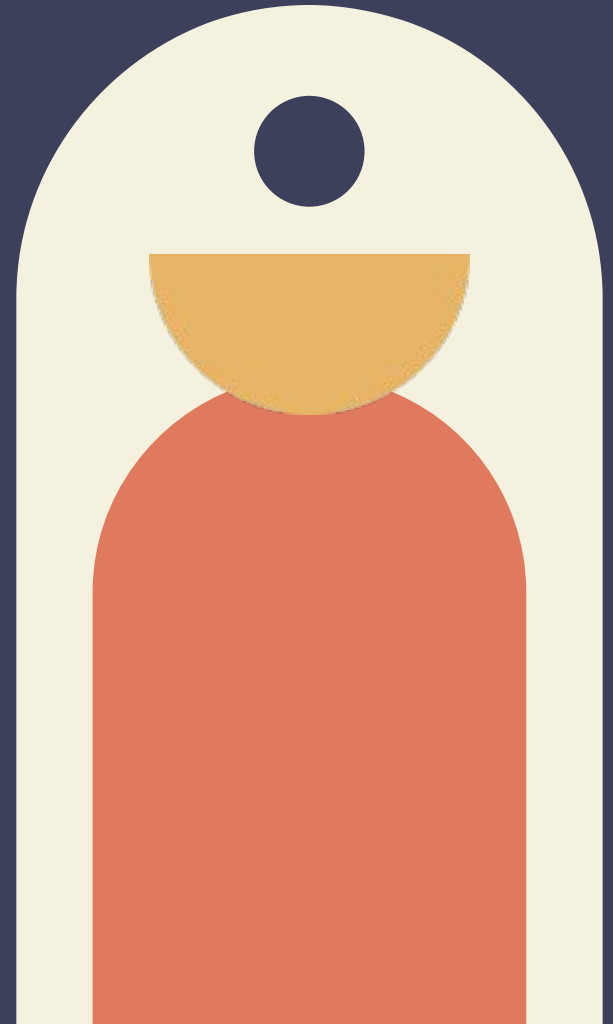
Building Better Mental Health





6 Life-Changing Strategies to Boost Mood, Build Resilience, and Increase Happiness

Your mental health influences how you think, feel, and behave in daily life. It also affects your ability to cope with stress, overcome challenges, build relationships, and recover from life's setbacks and hardships. Whether you're looking to cope with a specific mental health problem, handle your emotions better, or simply to feel more positive and energetic, there are plenty of things you can do to take control of your mental health—starting today.





HEALTHY
- mind -
HAPPY
• life •

What does it mean to be mentally healthy?

Mental health refers to your overall psychological well-being. It includes the way you feel about yourself, the quality of your relationships, and your ability to manage your feelings and deal with difficulties.

Good mental health isn't just the absence of mental health problems. Being mentally or emotionally healthy is much more than being free of depression, anxiety, or other psychological issues. Rather than the absence of mental illness, mental health refers to the presence of positive



According to [mentalhealth.org](https://www.mentalhealth.org), these characteristics are:

- A sense of contentment.
- A zest for living, the ability to laugh and have fun.
- The ability to deal with stress and bounce back from adversity.
- A sense of the meaning of meaning and purpose in both their activities and their relationships.
- The flexibility to learn new things and adapt to change.
- A balance between work and play, rest and activity.
- The ability to build and maintain fulfilling relationships
- Building self-confidence and self-esteem.

These positive characteristics of mental and emotional health allow you to participate in life to the fullest extent possible through productive, meaningful activities and strong

you are
BRAVER
than you believe,

Learning Activity

10 Things You Can Do to

Boost Self-Confidence

By Chris W. Dunn



10 Things You Can Do to Boost Self-Confidence **by Chris W. Dunn**

1. Visualize yourself as you want to be.

“What the mind can conceive and believe it can achieve.” -- Napoleon Hill

Visualization is the technique of seeing an image of yourself that you are proud of, in your own mind. When we struggle with low self-confidence, we have a poor perception of ourselves that is often inaccurate. Practice visualizing a fantastic version of yourself, achieving your goals.

10 Things You Can Do to Boost Self-Confidence **by Chris W. Dunn**

2. Affirm yourself.

"Affirmations are a powerful tool to deliberately install desired beliefs about yourself." -- Nikki Carnevale

We tend to behave in accordance with our own self-image. The trick to making lasting change is to change how you view yourself.

Affirmations are positive and uplifting statements that we say to ourselves. These are normally more effective if said out loud so that you can hear yourself say it. We tend to believe whatever we tell ourselves constantly. For example, if you hate your own physical appearance, practice saying something that you appreciate or like about yourself when you next look in the mirror.

To get your brain to accept your positive statements more quickly, phrase your affirmations as questions like, "Why am I so good in making deals?" instead of "I am so good at making deals." Our brains are biologically wired to seek answers to

10 Things You Can Do to Boost Self-Confidence **by Chris W. Dunn**

3. Do one thing that scares you every day.

“If you are insecure, guess what? The rest of the world is too. Do not overestimate the competition and underestimate yourself. You are better than you think.” -- T. Harv Eker

The best way to overcome fear is to face it head-on. By doing something that scares you every day and gaining confidence from every experience, you will see your self-confidence soar. So, get out of your comfort zone and face your fears!

10 Things You Can Do to Boost Self-Confidence **by Chris W. Dunn**

4. Question your inner critic.

“You have been criticizing yourself for years, and it hasn’t worked. Try approving of yourself and see what happens.” -- Louise L. Hay

Some of the harshest comments that we get come from ourselves, via the "voice of the inner critic." If you struggle with low self-confidence, there is a possibility that your inner critic has become overactive and inaccurate. Strategies like cognitive behavioral therapy help you to question your inner critic, and look for evidence to support or deny the things that your inner critic is saying to you. For example, if you think that you are a failure, ask yourself, “What evidence is there to support the thought that I am a failure?” and “What evidence is there that doesn’t support the thought that I am a failure?” Find opportunities to congratulate, compliment and reward yourself

10 Things You Can Do to Boost Self-Confidence **by Chris W. Dunn**

5. Take the 100 days of rejection challenge.

“No one can make you feel inferior without your consent.” -- Eleanor
Roosevelt

Jia Jiang has become famous for recording his experience of “busting fear” by purposefully making crazy requests of people in order to be rejected over 100 days. His purpose was to desensitize himself to rejection, after he became more upset than he expected over rejection from a potential investor. Busting fear isn’t easy to do, but if you want to have fun while building up your self-confidence, this is a powerful way to do it.

10 Things You Can Do to Boost Self-Confidence by Chris W. Dunn

6. Set yourself up to win.

“To establish true self-confidence, we must concentrate on our successes and forget about the failures and the negatives in our lives.” -- Denis Waitley

Too many people are discouraged about their abilities because they set themselves goals that are too difficult to achieve. Start by setting yourself small goals that you can win easily.

Once you have built a stream of successes that make you feel good about yourself, you can then move on to harder goals. Make sure that you also keep a list of all your achievements, both large and small, to remind yourself of the times that you have done well.

Instead of focusing only on “to-do” lists, I like to spend time reflecting on “did-it” lists. Reflecting on the major milestones, projects and goals you’ve

10 Things You Can Do to Boost Self-Confidence **by Chris W. Dunn**

7. Help someone else.

Helping someone else often enables us to forget about ourselves and to feel grateful for what we have. It also feels good when you are able to make a difference for someone else.

Instead of focusing on your own weaknesses, volunteer to mentor, practically assist or teach another, and you'll see your self-confidence grow automatically in the process.

10 Things You Can Do to Boost Self-Confidence **by Chris W. Dunn**

8. Care for yourself.

“Self-care is never a selfish act -- it is simply good stewardship of the only gift

I have, the gift I was put on earth to offer to others.” -- Parker Palmer

Self-confidence depends on a combination of good physical health, emotional health and social health. It is hard to feel good about yourself if you hate your physique or constantly have low energy.

Make time to cultivate great exercise, eating and sleep habits. In addition, dress the way you want to feel. You have heard the saying that “clothes make the man.” Build your self-confidence by making the effort to look after your own needs.

10 Things You Can Do to Boost Self-Confidence **by Chris W. Dunn**

9. Create personal boundaries.

“Never be bullied into silence. Never allow yourself to be made a victim. Accept no one’s definition of your life, but define yourself.”-- Harvey Fierstein

Learn to say no. Teach others to respect your personal boundaries. If necessary, take classes on how to be more assertive and learn to ask for what you want. The more control and say that you have over your own life, the greater will be your self-confidence.

10 Things You Can Do to Boost Self-Confidence **by Chris W. Dunn**

10. Shift to an equality mentality.

“Wanting to be someone else is a waste of the person you are.” -- Marilyn

Monroe

People with low self-confidence see others as better or more deserving than themselves. Instead of carrying this perception, see yourself as being equal to everyone. They are no better or more deserving than you. Make a mental shift to an equality mentality and you will automatically see an improvement in your self-confidence.



Learning Activity

What is Entrepreneurship
and why is it important?





What Is an Entrepreneur?

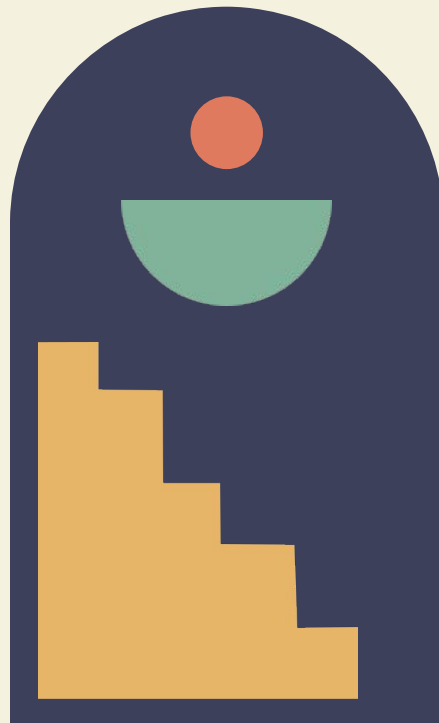
An entrepreneur is an individual who creates a new business, bearing most of the risks and enjoying most of the rewards. The process of setting up a business is known as entrepreneurship. The entrepreneur is commonly seen as an innovator, a source of new ideas, goods, services, and business/or procedures.

Entrepreneurs play a key role in any economy, using the skills and initiative necessary to anticipate needs and bring good new ideas to market. Entrepreneurship that proves to be successful in taking on the risks of creating a startup is rewarded with profits, fame, and continued growth opportunities. Entrepreneurship that fails results





Key Takeaways



- A person who undertakes the risk of starting a new business venture is called an entrepreneur.
- An entrepreneur creates a firm to realize their idea, known as entrepreneurship, which aggregates capital and labor in order to produce goods or services for profit.
- Entrepreneurship is highly risky but also can be highly rewarding, as it serves to generate economic wealth, growth, and innovation.
- Ensuring funding is key for entrepreneurs: Financing resources include SBA loans and crowdfunding.
- The way entrepreneurs file and pay taxes will depend on how the business is set up in



How Entrepreneurship Works



Entrepreneurship is one of the resources economists categorize as integral to production, the other three being land/natural resources, labor, and capital. An entrepreneur combines the first three of these to manufacture goods or provide services. They typically create a business plan, hire labor, acquire resources and financing, and provide leadership and management for the business.

Entrepreneurs commonly face many obstacles when building their companies. The three that many of them cite as the most challenging are as follows:



Economists have never had a consistent definition of "entrepreneur" or "entrepreneurship" (the word "entrepreneur" comes from the French verb *entreprendre*, meaning "to undertake"). Though the concept of an entrepreneur existed and was known for centuries, the classical and neoclassical economists left entrepreneurs out of their formal models: They assumed that perfect information would be known to fully rational actors, leaving no room for risk-taking or discovery. It wasn't until the middle of the 20th century that economists seriously attempted to incorporate entrepreneurship into their models.

Three thinkers were central to the inclusion of entrepreneurs: Joseph Schumpeter, Frank Knight, and Israel Kirzner.¹ Schumpeter suggested that entrepreneurs—not just companies—were responsible for the creation of new things in the search for profit. Knight focused on entrepreneurs

Types of Entrepreneur

Builders

Builders seek to create scalable businesses within a short time frame. Builders typically pass \$5 million in revenue in the first two to four years and continue to build up until \$100 million or beyond. These individuals seek to build out a strong infrastructure by hiring the best talent and seeking the best investors. They have temperamental personalities that are suited to the fast growth they desire but can

Opportunist

Opportunistic entrepreneurs are optimistic individuals with the ability to pick out financial opportunities, get in at the right time, stay on board during the time of growth, and exit when a business hits its peak. These types of entrepreneurs are concerned with profits and the wealth they will build, so they are attracted to ideas where they can create residual or renewal income. Because they are looking to find well-timed opportunities, opportunistic entrepreneurs can

Types of Entrepreneur

Innovator

Innovators are those rare individuals that come up with a great idea or product that no one has thought of before. Think of Thomas Edison, Steve Jobs, and Mark Zuckerberg. These individuals worked on what they loved and found business opportunities through that. Rather than focusing on money, innovators care more about the impact that their products and services have on society. These individuals are not the best at running a business as they are idea-generating individuals, so often

Specialist

These individuals are analytical and risk-averse. They have a strong skill set in a specific area obtained through education or apprenticeship. A specialist entrepreneur will build out their business through networking and referrals, resulting in slower growth than a builder entrepreneur.

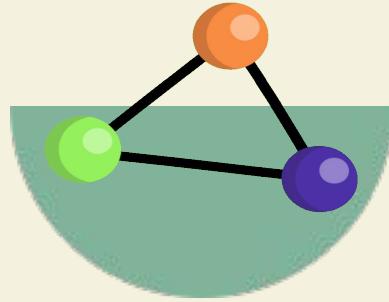




Learning Activity

The STEM Skills that
Turn Engineers into Entrepreneurs

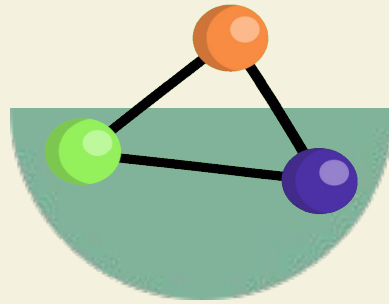




Teamwork and Collaboration

Working in STEM is all about working together. As engineering teaches, a well-oiled machine can run efficiently only when all moving parts are in sync and producing no friction. The greater the efficiency, the greater the momentum.

When Satya Nadella began as Microsoft's CEO three-and-a-half years ago, he recalled noticing teamwork being replaced by internal politics; he saw the need for a deeper understanding among team members. In this context, Nadella has made the point that working with people and working together are vastly different concepts and that a company's success depends on its teams' collaboration and mutual understanding.

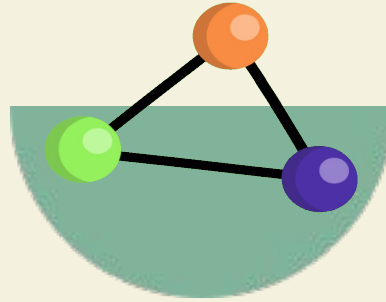


Resilience

Practitioners of STEM are all essentially trying to do one thing: face a problem that's both challenging to understand and solve. Therefore, to begin an experiment, a researcher must first create a hypothesis.

Analyzing a problem from an "if ... then" point of view allows this researcher to face a challenge with an open mind and to reach an educated solution. If the solution is not met, the experiment is not a failure; it is simply restarted.

Entrepreneurs are constantly faced with problems. Keeping an open mind to constant learning will allow the growth needed to adapt and continuously take on new challenges with energy. There is an endless list of successful entrepreneurs who have failed, sometimes many times, before they've been successful. This includes people like Evan Williams, co-founder of Twitter; Vera Wang, the famous fashion designer; and Arianna



Establishing Relationships Between Disparate Areas of a Project

Just as happens in engineering, entrepreneurs start with a big goal they have to break down into smaller, more achievable parts.

If you are a computer scientist building a website, you have to imagine the final site, but in order to begin, you need to first break down the javascript line by line, class by class, in order to eventually reach the final goal. Just look at The Walt Disney Company, which started with a cartoon animation and grew into a worldwide entertainment empire. Entrepreneurs need the ability to connect seemingly unrelated topics to create one coherent solution.



Learning Activity

A Guy Who Runs an 8-Figure Business
Explains How to Tell if you Should be an
Employee or an Entrepreneur

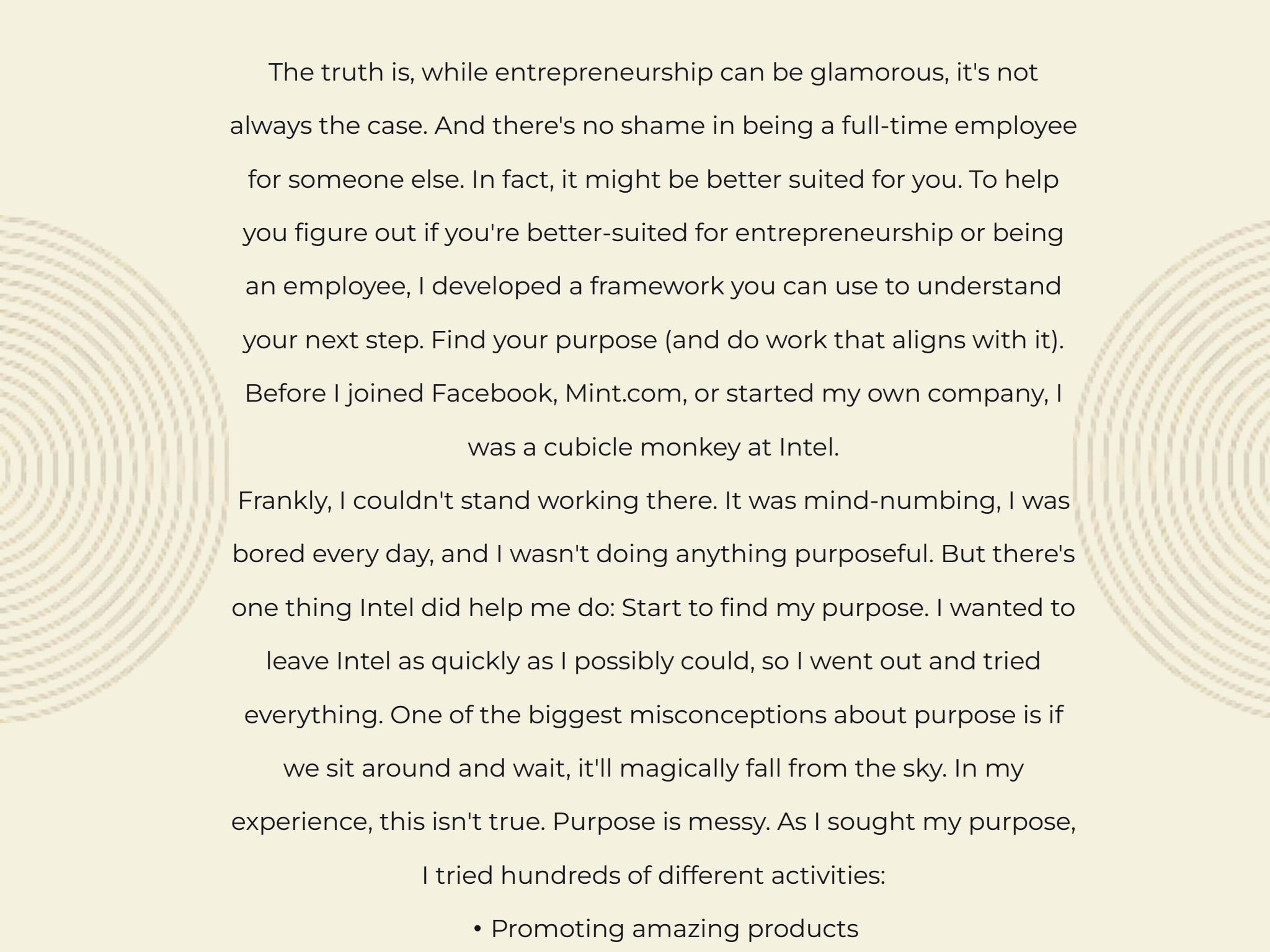


A Guy Who Runs an 8-Figure Business Explains How to Tell if you Should be an Employee or an Entrepreneur by Noah Kagan, Contributor

Being an entrepreneur sounds great —
except when it isn't. I speak from experience.

While sharing top marketing tips on OkDork, I founded AppSumo and Sumo, which is now an 8-figure business. (Before that, I saw what it's like to build a business as employee #30 at Facebook and employee #4 at Mint.com.)

For all the freedom to choose your own schedule, there are 90+ hour workweeks. For every day working from the beach, there are months spent grinding away in a small apartment. For every product or service you dream of creating exactly how you want, there are bad reviews, customer complaints, and months with low sales. I've learned a lot from my jobs, businesses I built, and fellow entrepreneurs I help. One thing I learned from teaching entrepreneurship: Entrepreneurship isn't for everyone.



The truth is, while entrepreneurship can be glamorous, it's not always the case. And there's no shame in being a full-time employee for someone else. In fact, it might be better suited for you. To help you figure out if you're better-suited for entrepreneurship or being an employee, I developed a framework you can use to understand your next step. Find your purpose (and do work that aligns with it). Before I joined Facebook, Mint.com, or started my own company, I was a cubicle monkey at Intel.

Frankly, I couldn't stand working there. It was mind-numbing, I was bored every day, and I wasn't doing anything purposeful. But there's one thing Intel did help me do: Start to find my purpose. I wanted to leave Intel as quickly as I possibly could, so I went out and tried everything. One of the biggest misconceptions about purpose is if we sit around and wait, it'll magically fall from the sky. In my experience, this isn't true. Purpose is messy. As I sought my purpose,

I tried hundreds of different activities:

- Promoting amazing products

After lots of trial-and-error, I learned I loved testing out new product ideas. My new obsession with building product ideas helped me start defining my purpose and re-focus my career. I quit Intel and joined Facebook as employee #30, where I was responsible for building new product ideas as a Product Manager for the company.

After I was fired from Facebook, I focused on doing more work aligned with my purpose of helping market new products. I became the marketing director of Mint.com and helped grow the company from zero users to 100,000 users in 6 months.

There are likely hundreds — or thousands — of companies you could use your purpose to help grow. Even better, you don't have to go through the ups-and-downs of entrepreneurship to bring your purpose to the world.

- If you want to work for a startup, have you searched on Small Cos.?
- If you are crazy about new product ideas, have you browsed

ProductHunt?

- If you want is to work remotely and travel the world, have you checked

RemoteOk?

And if you don't know what your purpose is, get out and start trying things. Becoming an entrepreneur isn't the only path. Working on a project or with a company aligned with your purpose is possible. Believe in the product you're building

There are countless teams working on products they love:

- Product and software designers at Apple making amazing devices — including the iPhone or Macbook you're reading this from
- Salesman and saleswoman bringing more incredible, inexpensive products to Amazon (so you can order everything you need from Amazon without going to the store)
- Elon Musk and the team at SpaceX designing rockets to send humans to Mars

The truth is, being founder and CEO brings a lot of boring administrative work — like meetings, hiring, and coordinating between teams. If you're someone who enjoys getting your hands dirty on products you love, it might be more fulfilling working for a company where you deal with less administrative tasks.

Ask yourself:

- What are some products you're using every day?
- What are new ideas you like that you can help building?

Instead of creating your own product, think about contributing your expertise to an existing business with the product you love. Not sure where to start? Go check out Kickstarter and reach out to people behind the products you love. Work with people smarter than you. The "solopreneur" dream is much less fun than what the media portrays. In reality, you're locked away in a studio apartment, eating ramen noodles and trying to execute an idea all by yourself.

The truth is, we ALL need a support network. Here's the team behind the Sumo Group.

Motivational speaker Jim Rohn once said, "you're the average of the five people you spend the most time with." Who's in your inner circle? When we surround ourselves with brilliant people, we reach heights we couldn't get to on our own. For example...

- The "PayPal Mafia" was a group of early PayPal employees who pushed each other every day. Four group members — Peter Thiel, Elon Musk, Reid Hoffman, and Ken Howery — and now billionaires
- Before Malcolm Gladwell wrote his first book, he was a journalist for the Washington Post, covering topics about business and sciences. In his own words, his 10 years at the Post contribute to his success as a writer now
- Some early employees at Facebook used their experience to create startups. Steve

When I was with Facebook as employee #30, I felt like the dumbest person on the team. But it was also the time where I grew the most. Without the support, motivation, and learnings from our all-star team of early employees at Facebook, I wouldn't have pushed myself to where I am today. You NEED to make money to survive It's sensitive to talk about money, but you NEED to get paid!

Here's something most people don't know: the first 3 years I built AppSumo, I paid myself only \$40,000 per year. It sucked. And it definitely flies in the face of what many people thought I was making, and what's often portrayed in the media for running your own business. I'm not the only one. Here are some other famous entrepreneurs and what they went through in their first few years in business:


- When Elon Musk started his first startup, Zip2, he borrowed \$28,000 from his father and slept in the office for the first three months.
- When Jeff Bezos launched Amazon selling books, he packed hundreds of books by hand.
- Arianna Huffington, the founder of Huffington Post, had her first book rejected 36 times — and first launched HuffPo to mixed reviews.

And these are just the successful entrepreneurs. What if you're scraping by, trying to make it big... but your startup fails? Instead, if you're more risk-averse (like me) it can be smart to join a company, get a stable income, learn everything you can — and create your business idea on the side.

Problems (who said it would be easy?) Bill Gates started his software company and became the richest man on the planet. Mark Zuckerberg built a website with users' photos and became the largest social media site ever. Elon Musk has his eyes set on Mars with SpaceX.


On the surface, it sounds great. But here's what else entrepreneurs have to deal with:

- Taxes
- People quitting
- Technical issues
- Non-stop emails, phone calls, and messages
- 20 hours worth of meetings every week



I get it. It's attractive to start a business from the outside. But being an entrepreneur only sounds great, until you get the problems. An entrepreneur is constantly dealing with the less sexy issues like taxes, recruiting, solving team fights, and more. If you're falling into the limbo of deciding which path you should take, this framework will guide you to the right direction. Remember: you don't need to be an entrepreneur to find work which gives you purpose, helps you create a great product, surrounds you with amazing people, and pays you well.

Noah Kagan was the 30th employee at Facebook and 4th at Mint. He has created four multimillion dollar businesses.





Learning Activity

6 Entrepreneurs Share Strategies
for Staying Relentlessly Persistent



Take the Punches

by Gary Vaynerchuk



Most people claim to be "entrepreneurs" but aren't. I don't pretend to be an NFL quarterback. But that's what's happening in the startup space. After getting an F on my fourth grade science test, I remember sitting in my small bedroom, making the mental decision to screw school and become a businessman. (This was long before becoming an entrepreneur was "cool.") I was prepared to eat the pain ahead. I would win by honing my selling skills, which started with baseball cards and evolved into wine.

My inside voice said, "Listen, Gary. I've got some great news. You're going to be 100% right. It's gonna happen. You'll prove them all wrong." You need that unshakable self-belief. Otherwise, you'll quit after one "punch in the face" or failure. Watch a UFC fighter get hit and you'll think, "Holy crap, one punch would kill me." But they train to handle the shots. Likewise, if all my employees suddenly quit, I'd know exactly what to do the next day. Top 10 client leaves? Cool. Can no longer ship to a state at Wine Library TV? No problem. It was 18 months before Wine Library TV even really clicked. I can handle unlimited punches because I'm a purebred 100% entrepreneur.

Mimic Success

by Tai Lopez investor and advisor



If you understand the psychology of our brain, humans are built to "mimic." So, if you're trying to self-generate belief, you'll always fail. You have to find success and mimic it. The simplest three places are autobiographies or biographies, videos, and an in-person mentor.

Firstly, I read different types of books throughout the day but find autobiographies or biographies to be best at night. They're not too technical like a "How to" book that will keep you awake. They'll give you inspiration and build your courage. You'll see that other people have done it before, yet it wasn't easy. They had to work through multiple ups and downs.

Secondly, watching videos is probably the best way to replicate success because the human brain literally mimics what it sees. Watch videos of successful people—for example, a TED talk, a billionaire speaking at a conference, or just a documentary. Finally, an in-person mentor can walk you through a challenge and say, "Hey I've been through that." Look at professional athletes: they always have coaches who've

Lead Confidently & Think Big

by Moshe Malamud,
founder and CEO of M2Jets



First off, lead confidently and trust your team to create extraordinary results. The universe moves in your favor when you have a dying passion for creating a business you intrinsically believe in. I acquired the Franklin Mint, a billion-dollar global brand with hundreds of employees and a chain of retail stores. It was a company running 1,000 miles an hour, but inefficiently.

A complete restructure, change of management, and some downsizing was required to maximize results and profitability. It wasn't easy. Dismissing good people, then creating a winning culture within the ranks was also extremely difficult. However, I was confident in my leadership and surrounded myself with a winning team to succeed within a reasonable time frame. Second, have a limitless mindset. Almost anyone can start a business, but they are normally out of business within two years.

Some people want to be entrepreneurs because it sounds sophisticated. Others hate taking orders from their boss. But to build a truly successful business, you'll need to stop thinking on a minuscule level. I often ask budding entrepreneurs, "Why create a candy store when you can build a candy empire?" Don't create a company; build an empire with unlimited potential.

Anyone can be ordinary. So, upgrade your belief system to dictate



Influence Your Outcome

by Roy McDonald, founder and CEO of OneLife



My self-belief is derived from knowing that I am creative and, from experience, can create anything I want. The ability to manifest your deepest desires can be fine-tuned with two powerful tools:

First, knowing the outcome before you start is incredibly empowering. When goal setting with clients, we always start with the end in mind and work backward. Where would you like to be in seven years? Who would you have to become to achieve that goal? From there, plan each year and each step to be on track with your final outcome.

Second, be very clear that you can influence the outcome with the power of thought and intention. It's important to focus on what you do want, instead of what you don't want. This can be as simple as changing your thoughts from, "I don't want to be in debt," to, "I'd like to be financially free and secure."

Rewire for Real Success

by Com Mirza, CEO of Mirza Holdings



Com Mirza failed in eight companies back to back, and today runs a company with over 600 employees!

The major difference between people who fail and succeed in business is their sense of belief and level of mindset. Successful people downright love what they do and recognize it as a gift. Recognizing your gifts and talents unleashes your hustle when faced with adversity. But you can't learn to love something with no information about it. The biggest thing that changed my life was to love the process of writing down my goals.

I now write my goals down five times a day and have been doing it for over 10 years. This helped rewire my brain's neurological pathways from low self-belief into an unshakable belief system — from a poverty mindset to super abundant. Start writing and continue practicing. You'll soon feel your brain rewiring to be equipped for real success. You'll feel more confident in your ability to carry through on what you tell yourself.

If Entrepreneurship Was Easy, Everyone Would Do It



by Al Rivera, marketing expert, business advisor and
CEO of PT Freedom:



Successful people have a "growth mindset." Something might be challenging but with effort, they can master it. Attitude determines success. I've adopted a growth mindset through meditation and mentorship. Meditation gets me "out of my head" from making fear-based decisions.

Mentorship is a must. Someone holding you accountable saves you tons of time. Learning from their mistakes and successes leap-frogs you forward. I think of the Christmas when I hadn't paid myself in two months and was about to close my business. Meditation focused my mind on the "why" — the purpose behind being an entrepreneur. My mentor reminded me that if entrepreneurship was easy, everyone would do it.

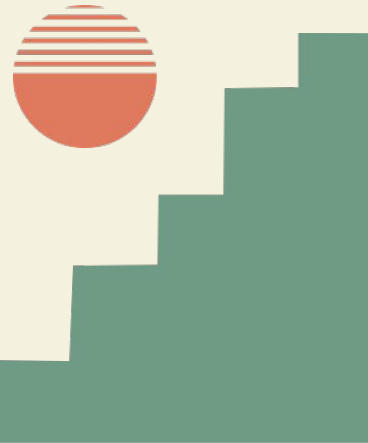
He asked, "Are you willing to go through the pain necessary to reap the rewards?" Those words still stay with me today. The world doesn't owe you anything. If you want something, be willing to bleed for it. Endure all the uncertainty, fear, panic, and yes, even pain. You don't get to "cherry pick" which parts of entrepreneurship you want.

20 Min

Playing the
Instructor!



Chess or Code Puzzle





Repeat Mantra

"I respect myself.

I respect others and I respect my environment.

I'm here to learn to become something greater if I work hard.

I believe I achieve."



Thank
You

