

Become an Entrepreneurial Warrior



TRUMP UNIVERSITY
SPECIAL REPORT

Become an Entrepreneurial Warrior

by Jeff Burrows

Trump University Special Report

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Okay. So you're dedicated to building your wealth exponentially. And one way you're definitely going to pave your own road to riches is through The Wealth Builder's Action Plan. You'll learn with this program that a change in mindset can help you create unlimited wealth, abundance, and success.

Courtesy of Donald J. Trump and successful entrepreneur and business coach, Jeff Burrows here are four exercises you can do right now to help you expand your mindset to become an entrepreneurial warrior!

Exercise One

Explore your essential character. Now ask yourself the following questions, which define your nature, guide your behavior, animate your daily life, and point you in the direction to be on purpose.

- What are your core beliefs?
- What kind of life do you want?
- What do you value?
- What is your essence?
- What are your core strengths?
- What do you not want in your life?

Each of us has a purpose in life. When you have a purpose, you enjoy and love your work. Write a short statement that expresses your purpose.

Exercise Two

From the list below think about your commitment to make friends. Now ask yourself how your friends help bring you closer to your goals and ask them what they think your purpose is.

One: Know him/her

Two: Trust him/her

Three: Love him/her

Four: Embrace him/her

Five: Use him/her

Six: Help him/her

Seven: Thank him/her

Friends are not made; they are discovered and recognized. Thank your friends for that opportunity.

Exercise Three

Write your eulogy. Think of that far-off day when you are gone and all the people who are most important to you are assembled at your memorial ceremony. What do you want it to say? What do you want to be remembered for?

- What will loved ones say about your core beliefs?
- What kind of life did they say you lead?
- What did they say you valued?
- What do you want in your life?

When your eulogy's being read with your life's actions being rehashed, you will be proud of the things they say and how you spent your life!

Exercise Four

Use the 9 business development concepts below for self-knowledge and reflection. Now ask yourself the following question about each. Which is vital and which is not based on the reality of where I am right now and my vision for the future? Then prioritize and organize your work around applying the science, art, and strategy of these principles to your life and business.

- a. **Organizing Arrangements:** Hard items like organization structure, policies and procedures, systems, rewards and incentives, ownership structure.
- b. **Social Factors:** Soft items such as cultural practices, people, policies and practices, norms, rituals, group dynamics, management style.
- c. **Business Strategy, Strategic Process:** Primary elements of the company's strategy. Process of setting goals around your vision for the company.
- d. **Markets, Competitors, and Environment:** Significant aspects of the company's competitive and external environment – primary competitors, significant competitor activities, major market shifts, dramatic national or international events, dramatic technology changes, and related items.
- e. **Leadership:** Leadership of the firm – CEO, president, key executives, leadership style, and so on.
- f. **Products and Services:** Significant products and services in the company's history and future.
- g. **Physical Setting and Location:** Geographic location and the way the company handles physical space- plant and office layout.
- h. **Use of Technology:** How the company uses technology, state of the art processes, and equipment.

- i. **Vision, Core Values and Purpose:** Are these variables present? If yes, how did they come into being? If no, how do you bring them into being?

Becoming familiar with the knowledge in this special report and *The Entrepreneur's Success Code** will spontaneously create the conditions for success and abundance.

Did you find these interactive exercises helpful?

At Trump University, the focus is on active learning. These exercises are designed to push you to tap into your inner entrepreneurial spirit—and to develop your own business concept, or take on an existing one.

This is only a small taste of what Trump University's flagship *Entrepreneurship Mastery Program* has to offer.

To learn more about it, go to: **TrumpUniversity.com/wealthplan**.

Log on today for a great collection of resources and downloads!

* *The Entrepreneur's Success Code* is Trump University's audio business course, featuring master business coach Jeff Burrows.

Available from TrumpUniversity.com