

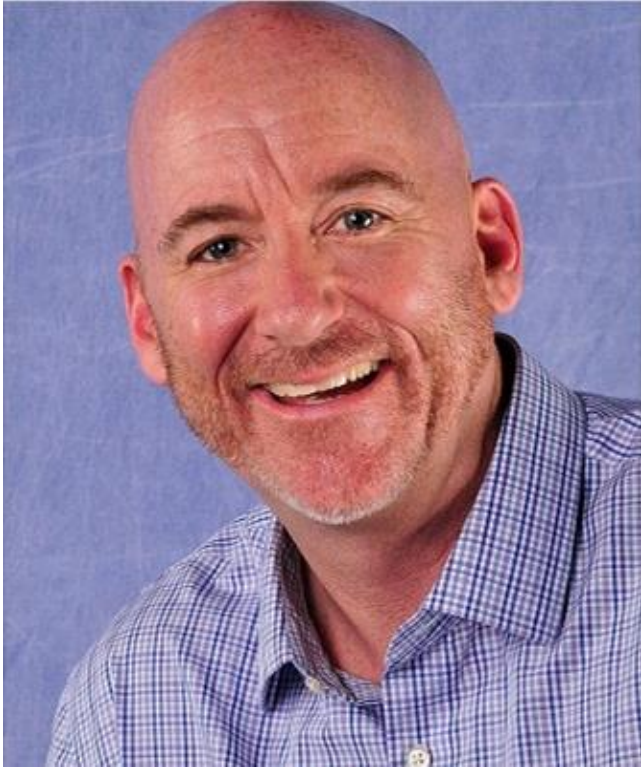
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The Mindset of a Successful Business Owner

PATRICK DONOHUE

FRANCHISE CONSULTANT & BUSINESS COACH

Your Presenter



Patrick Donohue

- Business owner
- Executive Coach
- Married with 3 Children living in Bucks County PA
- Binghamton University
- [Recommendations | Patrick Michael Donohue | LinkedIn](#)
- "Finding Customers who will buy from you and teammates who will die for you."

Patrick Donohue Mantra

*No Formal Degree
is More Important
than the Degree
of your Effort
and the Optimism
of your Attitude!*

Patrick Donohue

- Victor not a Victim
- Failure is Fertilizer
- Repack your lunchbox
- Mindset Beats Skillset
- What's Your Why?

This model
does not work
for me



What is Your WHY?

If it is important to you, you will find a way, if not you will find an excuse!



WHY?

1. Financial Freedom
2. Purpose driven Freedom
3. Freedom of Time

My Journey



What Type of Business

- The role of a business owner
 - The 5 levels of ownership
 - The 5 types intelligence
 - Why a franchise succeeds
 - Wealth building

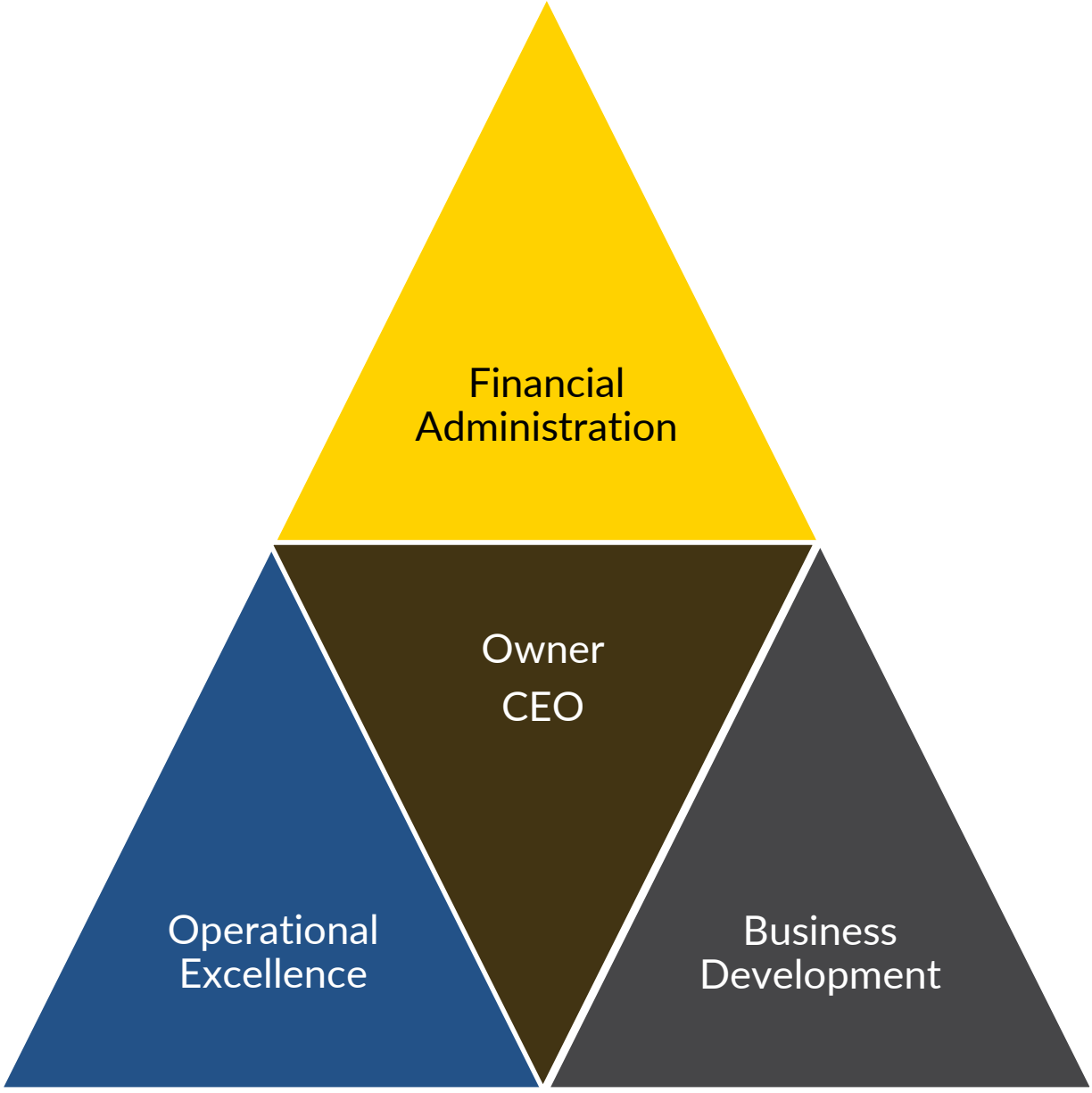


Business School

Accounting
Finance
Management
Human Resources
Marketing



Financial
Success



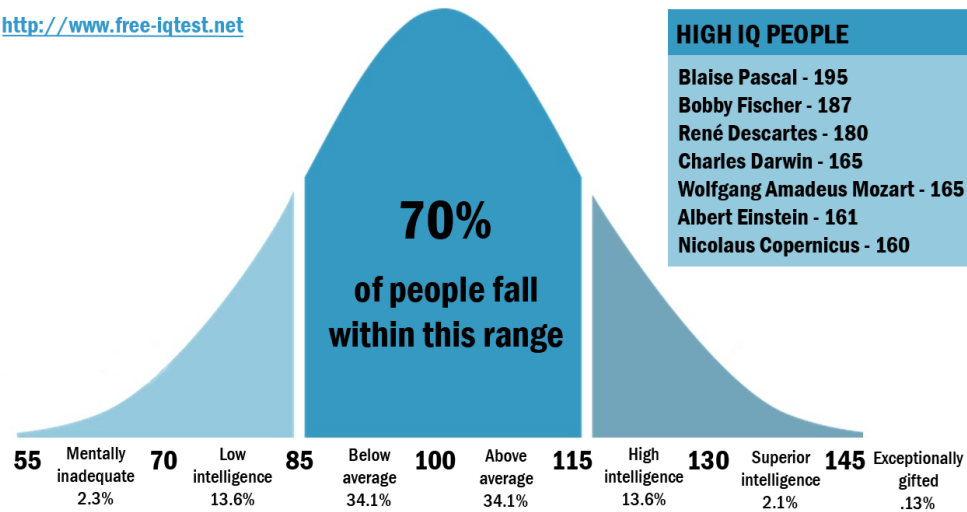
5 Ways to Own

1. Solo Entrepreneur
2. Home Based Executive
3. Office Based Executive
4. Bricks and Mortar Executive
5. Empire Builder

Forms of Intelligent Mindsets

The IQ Test Score Bell Curve

By: <http://www.free-iqtest.net>



- IQ- Maximize your mind
- AQ- Maximize others' minds
- BQ—Maximize your work ethic
- TQ—Maximize Technology
- EQ- Maximize relationships

What Dreams you will accomplish in 10 Years?



Manifest

- _____
- _____
- _____



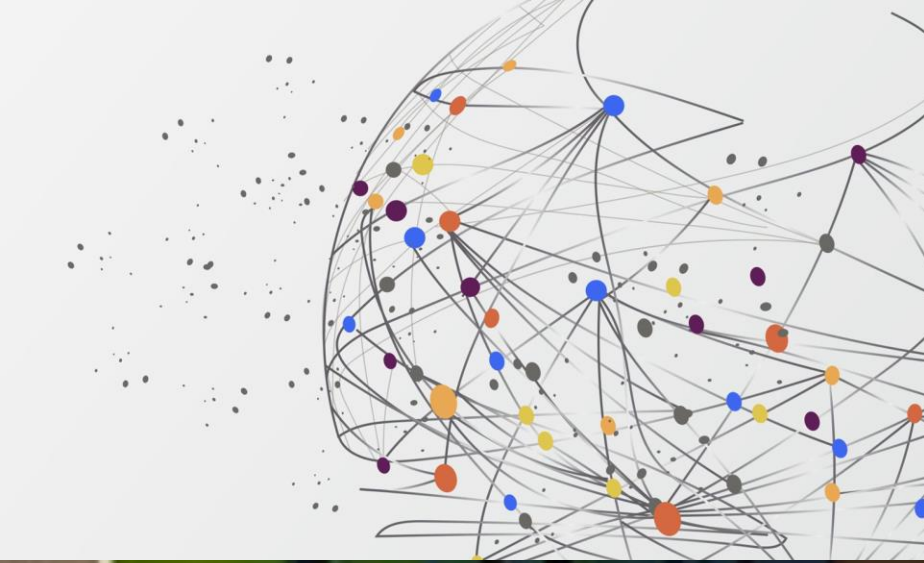
**Build a Bridge to your Dreams
or
Someone will hire you to build theirs**

Benefits of Franchising

Proven historical success formula- they failed first for you

Leverage and scale

- Training and Development
 - Business development
 - Employee Recruitment and training
 - Business Systems
 - A Tribe of Mentors
- ▶ Finding Customers who will buy from you and teammates who will die for you



What Stands in Your Way?

What is your Kryptonite?

How Do Business Owners Build Wealth?



- Earnings – owner profit
- Business equity – the value of the business based a multiple of the profit
- Real estate equity – the value of the property a business is on.
- Tax advantages

- Les Brown
- Conquer fear so that regret does not haunt you.
- Imagine that on your deathbed are the ghosts of your dreams, ideas and talents. You are staring into their angry eyes as they scream
- *We came to you so you could bring us to life and you denied us so now we must lay down and die with you.*
- I ask you: What ideas, dreams, gifts, talents and abilities will die with you?
- **Just do it**

Questions?

Helpful Links

- Find SCORE resources for small businesses at www.score.org/templates-resources
- Find more SCORE live and recorded workshops and courses at www.score.org/get-business-training
- **Questions about this webinar? Contact Patrick Donohue:**
 - pdonohue@franchoice.com
 - <https://www.patrickmdonohue.com/contact>
 - cell 610-551-9619
- Book an appointment with a SCORE mentor at www.score.org/find-mentor





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