



Cultivation of the Entrepreneurial Spirit

The Origin of Trusting the Self.....The Entrepreneur. When I was eight years old I had the fortune to discover the idea of selling Christmas cards. During my pre-holiday selling season I managed to amass more wealth than I had ever seen or touched. When all was counted I made over one hundred dollars, I know that by today's economic standard that wasn't a lot but at that time and place it was. When the thought occurred to me to be adventuresome enough to go door to door and sell cards, I did not have enough experience or information to think that it would not work. No one as yet, had imposed their limitations of reality. It is that culture of self trust that is so fresh and exciting while containing the feeling that you can conquer all. The challenge is how to rediscover that spirit. We have all had moments as children when we enthusiastically assembled the traditional lemonade stand in one form or another, my interpretation of that entrepreneurial spirit was Christmas cards. Yet the spark was still inside me. Through a series of life experiences and the feedback of the well intentioned, I have been bombarded with advice on being careful.

The Chinese define risk as dangerous opportunity, to focus on one without the other is foolish, but to keep both in your view simultaneously is to discover innovation, invention, excitement and the exhilarating rush of being alive. One without the other is to dwell in the fear and caution of indecision or to be irresponsible and throw caring to the wind and make too large of mistakes.

We have all had a variety of lemonade stands in our lives and most still long for the discovery and passion of having one now. Exploring the wondrous feelings of an idea, where no one has convinced you it won't work and being excited about your creation is a source of immense energy for any organization.

In today's world of constant change you are being challenged with how to locate and activate the creative juices of the individual members of your organization. In most cases your team is still quite creative and innovative each in their own unique way, however, this wonderful energy is typically saved for after work hours. In a separate environment, where it is perceived by most to be safe and appreciated.

By experiencing this course you will:

- Discover how to access creativity and innovation at work
- Balance fear and courage
- Tap into shared synergy in the team
- Create buy-in of the organizational vision
- Bring enthusiasm and appreciation to the workplace
- Value the individual pace of each player

This one day course has the atmosphere of excitement, re-discovery, and fun of remembering how to think without the influence of others, projected fear. We will actually create a lemonade stand in a fast paced and enjoyable atmosphere that can be appreciated by all of the members of the organization.