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**The Heart Of An Entrepreneur**

**By Jimmy L. Hutchinson Jr.**

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Good morning! The day is more than another day to me. I'm now on my own working for myself, completely relying on my skills and ability to make money. That is what an entrepreneur wakes up to every morning, the reality of being the boss. With this step of faith comes a whole host of responsibilities. But the freedom you get from being the boss is unmeasurable. When I first made the step to carry my own weight as an entrepreneur, I had no idea that 24 years later that my decision would carry me this far. Now, I'm more educated then most having a wealth of knowledge, more experienced with failures and success.

**Risk**

The heart of an entrepreneur beats on for many years; there is a no quit attitude we have built inside. Even when we just lost everything and the wife is threatening to leave our fire of making it burns ever so brightly. No one can live the life of an entrepreneur without facing so adversity that turns your life upside down. We fall down but we get right back up, stronger and more knowledgeable. The stakes are high, the pain is great and the reward is financial freedom. Think about this country the great USA would not be what it is today, if not for the entrepreneurs like ourselves.

**Leading Example**

Adam was the first entrepreneur taking on the task of naming all the animals on earth and tending to the Lord's garden. I order for him to accomplish these things he needed to do a few things.

1. Set some goals
2. Have a Plan Action
3. Manage his time to be more productive

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4. Get a clear understanding of his mission
5. Recognize the people around him
6. Have a mentor who understood him
7. Get the help he needed to be successful

Those that are entrepreneurs keep up the good work and those of you would want to be an entrepreneur check your heart at the door. Because once you enter the house of entrepreneurship there is no turning back for the true entrepreneur. We live to fight for financial freedom even if it takes years not days.

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### **Entrepreneurial Failure – Get Used To It**

**By Adam McFarland**

To be a successful entrepreneur you are going to have to learn to deal with failure. There is no way around it. Thomas Edison tried over ten thousand different experiments before he finally demonstrated the first incandescent light bulb on October 21, 1879. Bill Gates' first company, Traf-O-Data, was a failure. Michael Jordan was once quoted as saying: "I've missed more than 9,000 shots in my career. I've lost almost 300 games. 26 times I've been trusted to take the game winning shot; And missed. I've failed over and over again in my life. And that is why I succeed."

In my short stint as an entrepreneur I've failed more times than I can count. I have also had my share of success, but it's not even close to equal. The failures far outweigh the successes, and I'm sure I have a lot more failure ahead of me. I'm OK with that because I know that as soon as I stop failing, I have stopped trying to innovate. It's the nature of the business of being an entrepreneur, and of success in general.

If it were easy, everyone would do it. It is naive to think that every good idea that you have will result in a successful business venture. I have yet to hear an entrepreneur say "every single idea I come up with seems to work." More likely, you hear something like "I failed at my first five businesses before this one took off."

Think about that for a second. Five businesses. Sometimes the number is three, sometimes it's 20, but the important point is that most entrepreneurs don't hit a home-run with their first company. It really does amaze me – how many people have the stones to fail five times and still start a sixth business? You have to be supremely confident and treat those previous five times as a learning experience for the sixth. And if number six fails, you have to do the same and move on to number seven.

In my opinion, the most important thing is how you deal with failure. Once you accept that it's inevitable, you are able to learn from your mistakes and move on. It's easy to let the failure consume

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you – not so much because you are pessimistic, but more so because it is hard to see something that you poured your heart and soul into be ignored or rejected. As soon as possible you need to come to the realization that your business is what they are ignoring or rejecting, NOT you. The sooner you do that, the sooner you can objectively analyze why you failed and learn the things necessary for improvement in the future.

Failure isn't easy and is extremely frustrating, but it's a necessary part of success. Don't believe me? Ask Thomas Edison, Bill Gates or Michael Jordan! Ok, asking Thomas Edison might be a little tough, but you get the idea :)

Adam McFarland owns the

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can read Adam's blog about being a young internet entrepreneur by going to

was recently awarded honorable mention in

the Microsoft Start Something Amazing Awards



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