
MINDSET BEFORE MONEY

Building the Entrepreneur Before Building the Business

A 20-minute conversation on mindset, faith, discipline & growth



**THINK
BIGGER.**

**BELIEVE BIGGER.
MOVE DIFFERENTLY.**

Before You Build the Business...

You have to build the person who is going to carry it.

Patience

Confidence

Discipline

Relationships

Faith

Entrepreneurship will test all five.

That's when mindset becomes everything.

01

What You Feed Your Mind Matters

Your mind is the first place your business is built.

- Feed fear and doubt, and your decisions begin to reflect it.
- Feed faith, wisdom, discipline and purpose, and YOU begin to change.
- Thinking changes choices. Choices change direction. Direction changes results.

“

**What you feed your
mind will eventually
lead your life.**

02

Stop Waiting Until You Feel Ready

Perfection is a very expensive place to wait.

- Start nervous. Make the call anyway.
- Walk into the room and introduce yourself anyway.
- Submit the proposal. Raise the price. Bet on yourself.
- You can figure some things out while you're moving.

“

Ready isn't always a feeling. Sometimes ready is a decision.

Don't Let a “No” Change Your Vision

Every entrepreneur will hear no.

- Take the lesson without taking the rejection personally.
- Make the adjustment, then keep moving.
- Don't let one person's inability to see your vision make you question it.
- Sometimes rejection is not stopping you — it is redirecting you.

“

**A no doesn't always
mean never.
Sometimes it means
not yet, not here, or
not from them.**

04

Be the Thermostat, Not the Thermometer

Leaders don't just read the room. They help set the temperature.

- One bad customer cannot control your entire day.
- One slow week does not define your business.
- One competitor does not get to dictate your strategy.
- Regulate yourself before you try to lead anyone else.

“

You set the temperature. That's leadership.

05

Consistency Will Take You Places Motivation Can't

Motivation feels good. Discipline keeps the doors moving.

- Post anyway. Follow up anyway. Send the email anyway.
- Network anyway. Learn anyway. Build anyway.
- Entrepreneurship is not only what you do when you feel inspired.
- Consistency is my curriculum. Faith is my foundation. Mindset is my method.

“

**Keep showing up —
even when nobody is
clapping for you yet.**

THE CLOSING CHALLENGE

Don't Just Work on Your Business. Work on YOU.

**When you strengthen
the entrepreneur,
you strengthen the
business.**

Build your confidence.

Build your discipline.

Build your character.

Build your faith.

Build your relationships.

Build your mindset.

**Think bigger.
Believe bigger.
Move differently.**

Mindset before money.

“

Your business can only go as far as the mindset of the person leading it is willing to grow.



MINDSET BEFORE MONEY

Before you build the business, build the entrepreneur.

THANK YOU



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