

## Personal Traits - Take Inventory

*Following is a list of characteristics or traits that are commonly associated with successful entrepreneurs. After you have read the description of each trait, think of how you habitually exhibit it and write it down in the space provided. If you can't think of an example, try to think of and write down a way in which you might learn to develop that trait or compensate for the lack of it.*

- 1. Positive:** You approach problems with a “can do” attitude. You believe that most things are possible. You regard failure as an opportunity to learn.

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- 2. Self-motivated:** You see what needs to be done and you do it. You go the extra mile. You wouldn't dream of saying “that's not my job.” You know how to set goals and achieve them.

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- 3. Resilient:** If you make a mistake, you learn from it, and move on. You don't dwell on the negative. You “roll with the punches.”

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- 4. Flexible /Adaptable:** If Plan A doesn't work, you go to Plan B or even Plan C.

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- 5. Sensible** (As in common sense): You don't buy what you can't afford, don't make promises that you can't keep, don't worry over things beyond your control.

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- 6. Good Work Ethic:** You begin and finish work on time, use time wisely, are efficient, and do what it takes to get the job done well.

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**7. Supported / Challenged:** You surround yourself with positive, honest, intelligent people who will help you accomplish your goals by giving you honest feedback and challenging you.

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**8. Good with People:** You have a genuine respect and affection for people. You have good social skills. You are able to talk comfortably with people outside of your immediate family or social circle.

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**10. Persistent:** If you don't succeed the first time, you try again. And again. You stick with something until it is done and done correctly.

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**11. Passionate:** You have a fire in your belly. You want something so bad you can taste it. You're willing to do whatever it takes to succeed (according to your own definition of success).

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**12. Courageous:** You face what you are afraid of and don't let it keep you from achieving your goals.

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**13. Visionary:** You see things as they could be.

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**14. Self-confident:** You believe in yourself and your judgment.

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**15. Resourceful:** Whether or not you have a rich relative or a large bank account, you know how to do more with less.

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