

ENTERPRENEURIAL SKILLS

IMPORTANCE FOR CA PRACTICE

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A FIRM FOUNDATION

- # Associate with people you admire and can learn from**
- # A Good life is built on strong values such as integrity, love, honesty, and purposeful work**
- # You never need to cheat to win**
- # What is right is more important than who is right**

Contd.

FIRM FOUNDATION Contd.

- # You can get what you want in life if you help other people get what they want**
- # Success occurs when opportunity and preparation meet**
- # Keep a notebook of the wisdom you read, hear and learn and create referral insights for future reference**

LEARNING

- # Humility helps you to be open to learning and growing in your field of expertise
- # To create a successful business, you must first master the basics
- # Always seek help from your mentors
- # For a mentor to be effective, you have to be an enthusiastic and committed protégé
- # Always visualize your desired outcome ahead of time

ENTERPRENEURIAL BUG

- # When you want to start a business, you have to play to your passion – identify what you're passionate about doing**
- # Don't be afraid to dream big**
- # If nobody will pay you to do what you love, you have a hobby, not a career**

IMPORTANT INSIGHTS

- # **Never let your expenses outstrip your revenue**
- # **Don't be a banker for your clients. Timely collection of your invoices is crucial**
- # **Your clients are your company's lifeblood – they pay the bills, so take care of your clients**
- # **Nurture your people. They make it all happen. Without them, you have no company**
- # **You'll never achieve more than you think you can**
- # **When opportunity knocks, seize it**

INSIGHTS Contd.

- # If you focus only on managing cost , your business will never grow**
- # Don't be afraid to seek advice when your business goes to a new level**
- # Making a profit is always a necessity if you want to stay in business**
- # As an entrepreneur, the secret to success is generating CASH, CASH, CASH**

INSIGHTS Contd.

- # Profit is the applause you get for taking care of your clients and creating a motivating environment for your people**
- # Relationships at work and at home can deteriorate when they aren't nourished**
- # Keep your priorities in order**
- # Work to balance your business life with the rest of your life**
- # Continually seek the wisdom of your mentors**

To sum up !!!!!!!!!!!!!!!!!!!!!!!!!!!!!

- # To live a happy and fulfilled life, be generous with your wealth, time and talent
- # Giving can be much more rewarding than receiving
- # We all leave legacies. Be intentional about making a positive difference with yours
- # You can't predict the good that can come from helping or forgiving someone

Top Twenty Attributes of Successful Entrepreneurs

1. Resourceful
2. Purposeful
3. Focused
4. Risk-taking
5. Problem solving
6. Salesmanship oriented
7. Visionary
8. Optimistic
9. Leadership oriented
10. Ambitious
11. Innovative
12. Integrity- based
13. Adaptable
14. Communicative
15. Self-motivated
16. Strategic
17. Team-oriented
18. Determined
19. Curious
20. balanced

Thank You