

# DRIVING GROWTH: Disrupting the Mindset Completely

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## Presenter

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**Built for Speed Most Important Characteristic  
for an Entrepreneur**

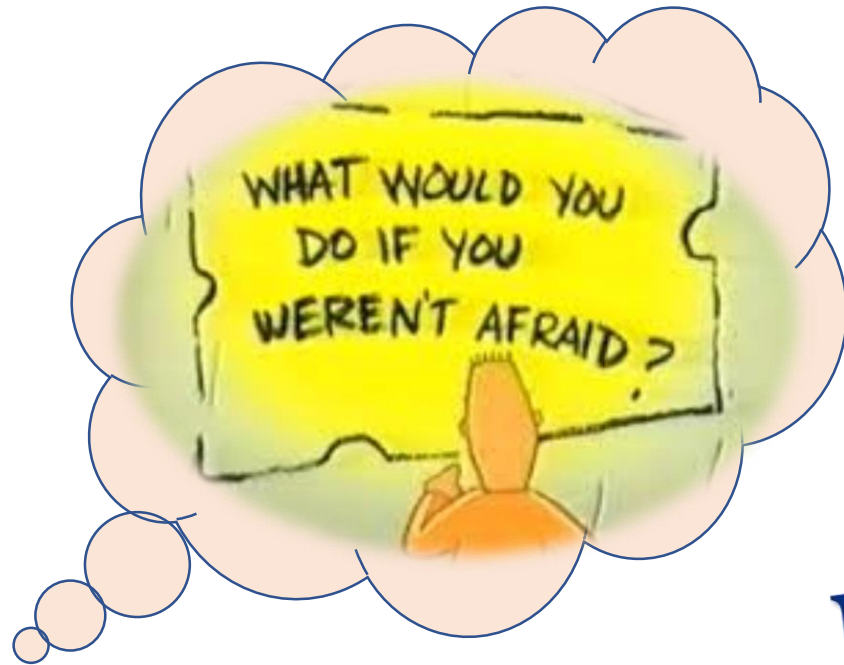
# What is an Entrepreneur

- The term **entrepreneurship** is derived from a French word '**Entreprendre**' which means:
  - 'to undertake',
  - 'to pursue opportunities', or
  - 'to fulfil needs and wants through innovation and starting businesses'.
- An entrepreneur is
  - Someone who exercises an initiative by organizing a venture to take benefit of an opportunity and, as the decision maker, decides what, how, and how much of a good or service will be produced (businessdictionary.com)
  - The founder of an enterprise who identifies opportunities, assembles the necessary resources for the operation of the enterprise, attracts persons and financial Institutions and takes psychological responsibility for leading and managing the enterprise successfully and profitably.
  - An action-oriented and highly motivated individual who takes risks to achieve certain goals.
- Entrepreneurs have one thing in common:
  - They easily adapt to the rapidly changing environment, to remain relevant.
  - (built for speed)

# Examples of Entrepreneurs

- Bill Gates - founder of Microsoft.
- Steve Jobs - co-founder of Apple computers,
- Mark Zuckerberg-founder of Facebook.
- Jack Ma–co-founder and executive chairman of Alibaba Group, a multinational technology conglomerate
- Arianna Huffington - founder of the Huffington Post, a well-known online news site.
- Tony Elumelu- CEO of Heir Holdings Nigeria and founder of Tony Elumelu Foundation
- Aleck Dangote - owner of the Dangote Group,
- Strive Masiwa – Econet Wireless
- Divine Ndhlukula – owner and MD of Securico
- Shingie Munyeza
- Shingie Mutasa
- Rudo Boka

# Who Moved My Cheese? By Spencer Johnson, M.D

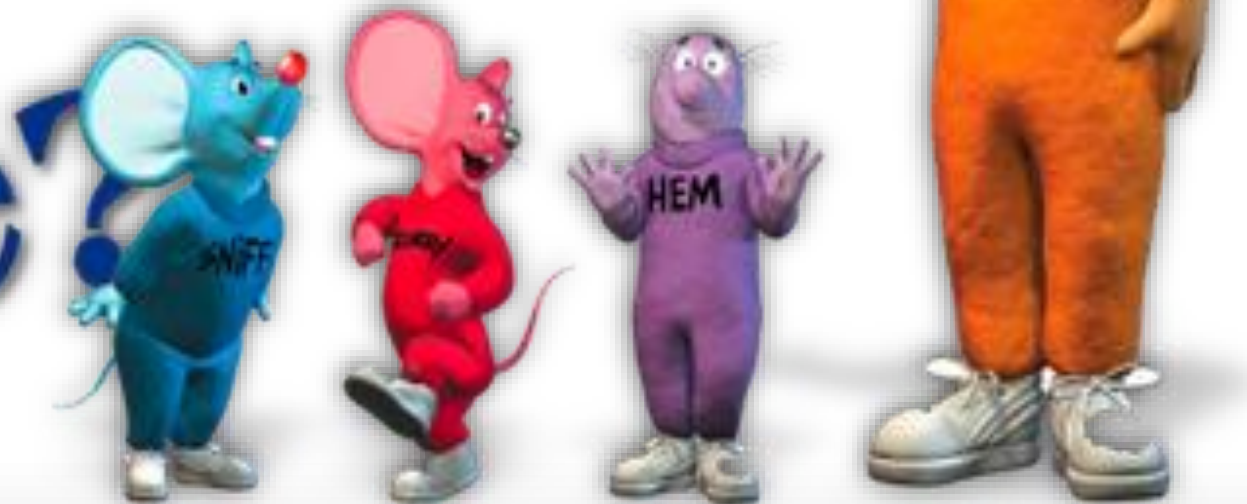


Who  
Moved  
My  
Cheese?



# Who Moved My Cheese? By Spencer Johnson, M.D

Who  
MOVED  
My  
cheese?



# Who Moved My Cheese? A few lessons

Change Happens

They Keep Moving The Cheese

Anticipate Change

Get Ready For The Cheese To Move

Monitor Change

Smell The Cheese Often So You Know When It Is Getting Old

Adapt To Change Quickly

The Quicker You Let Go Of Old Cheese,  
The Sooner You Can Enjoy New Cheese

Change

Move With The Cheese

Enjoy Change!

Savour The Adventure And  
Enjoy The Taste Of New Cheese!

Be Ready To Change  
Quickly And Enjoy  
It Again

They Keep Moving The Cheese.



# Habits of a Real Entrepreneur



# The Eaglepreneur

Eagles have a long vision, they can focus or pick their prey when it is 5km away and do not lose focus.



Have a vision and remain focused no matter what the obstacles and you will succeed.

What is your goal and what is your vision?



# The Eaglepreneur

Eagles fly with eagles. They don't share space with little birds



A person with an entrepreneurial mindset:  
knows the right people to associate with;

# The Eaglepreneur

Eagles love to fly in the storm. They glide on the strength of the storm to rise high above the storm with less effort.



A person with an entrepreneurial mindset:

- uses the storms of life to rise to greater heights.
- meets challenges head on and uses them profitably
- Looks for challenges in the workplace and surroundings and provide solutions.
- Adapts quickly

# The Eaglepreneur

Eagles don't eat dead prey. They hunt, kill and eat their prey fresh.



- Be careful with what you feed your eyes and ears with, especially in movies and on TV.
- Steer clear of outdated and old information.
- Always do your research well to remain current.
- Be a hunter in your area of influence so as to remain relevant
- How innovative are you in your area of work (new ideas, trends and concepts related to insurance distribution, underwriting, and automation)

# The Eaglepreneur

Females eagles choose their mates wisely



Whether in private life or in business, one should test commitment of people intended for partnership.

# The Eaglepreneur

Eagles train their young ones.



- preparation of the nest teaches us to prepare for changes
- preparation for the family teaches us that active participation of both partners leads to success.
- Move out of the comfort zone – thorns are necessary
- Learn do things outside the comfort zone (fly out of the nest)

# The Eaglepreneur

Eagles renew themselves when they get to the age of 40 years. They can live for 70 years.



- We occasionally need to shed off old habits, items, friends etc that burden us without adding to our lives.
- A process of renewal can lead to a longer activity period.
- Renewal is a process not an event
- Embrace change

# **BUILT FOR SPEED:** **Most Important Characteristic of an Entrepreneur**



**THANK YOU**

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