

Contents

DEDICATION	vii
ACKNOWLEDGMENTS.....	ix
PREFACE.....	xi
GARRY WALZ, PH.D.	
INTRODUCTION	xiii
SALLY GELARDIN, ED.D.	
I. WHY START A BUSINESS?	1
ROBERT C. CHOPE, PH.D.....	1
II. WHAT ENTREPRENEURIAL STRENGTHS DO YOU HAVE?	5
JENNIFER KAHNWEILER, PH.D.....	5
CAROLYN KALIL	10
III. WHAT ARE YOUR BUSINESS VISION AND MISSION?	13
MARCIA BENCH, J.D.	13
DONNA CHRISTNER-LILE	15
IV. HOW CAN YOU GROW YOUR PRACTICE WITH PURPOSE?	19
RON ELDON, PH.D.	19
V: WHAT ARE YOUR SOURCES OF SUPPORT?.....	23
EDWARD ANTHONY COLOZZI, ED.D.....	23
GAIL LIEBHABER.....	30
VI. WHAT IS YOUR STRATEGIC PLAN?	35
DAN GELLER	35
RANDY MILLER	38
VII. WHAT CHALLENGES HAVE YOU ENCOUNTERED?.....	43
JACK CHAPMAN	43
SUSAN WHITCOMB	48
VIII. HOW DO YOU EVALUATE WHAT MORE YOU NEED TO DO TO REACH YOUR GOALS?.....	51
MARTHA RUSSELL	51
LYNN JOSEPH, PH.D.....	56
IX. DO YOU HAVE AN EXIT PLAN?.....	59
MICHAEL SHAHNASARIAN, PH.D.	59
X. WHAT, IN YOUR OPINION, HAS MADE YOU A GREAT ENTREPRENEUR?.....	63
RICHARD L. KNOWDELL	63
EDITOR'S NOTE: WHERE DO YOU GO FROM HERE?.....	71
SALLY GELARDIN, ED.D.	71
APPENDIX A: EXERCISES	77
EXERCISE 1: ORGANIZE YOUR BUSINESS STRATEGY ON YOUR COMPUTER.....	79
EXERCISE 2: PARTICIPATE IN AN INTERNET-BASED ENTREPRENEUR COMMUNITY	81
EXERCISE 3: CREATIVE THINKING	82
EXERCISE 4: NEW IDEA, NEW BUSINESS	83
EXERCISE 5: VALUES CLARIFICATION	84

EXERCISE 6: BUILDING ON YOUR STRENGTHS	87
EXERCISE 7: WRITING A BUSINESS STATEMENT	89
EXERCISE 8: HOW TO RECOVER YOUR OLD DREAMS	91
EXERCISE 9: CREATING YOUR SPECIAL STATEMENT OF PURPOSE	93
EXERCISE 10: PROFESSIONAL DEVELOPMENT PULSE FOR PRIVATE PRACTITIONERS.....	94
EXERCISE 11: A GAP ANALYSIS – WHAT DO YOU NEED TO FEEL SUPPORTED?.....	96
EXERCISE 12: DEVELOPING A COMPETITIVE ADVANTAGE.....	98
EXERCISE 13: POSITION YOURSELF TO BE SUCCESSFUL	100
EXERCISE 14: GET READY, GET SET, GO! OVERCOMING “I’M NOT READY”	102
EXERCISE 15: TRANSFORMING ENTREPRENEURIAL CHALLENGES INTO OPPORTUNITIES	103
EXERCISE 16: ANNUAL BUSINESS CHECK-UP	108
EXERCISE 17: CLARIFY YOUR BUSINESS VISION AND MISSION	110
EXERCISE 18: DO YOU HAVE AN EXIT PLAN?	112
EXERCISE 19: ENTREPRENEURIAL SKILLS ASSESSMENT	116
APPENDIX B: CONTRIBUTORS: WHO WE ARE.....	119
SALLY D. GELARDIN, Ed.D., EDITOR.....	120
MARCIABENCH, J.D.	120
JACK CHAPMAN	121
ROBERT CHOPE, Ph.D.....	121
DONNA CHRISTNER-LILE	122
RON ELDON, Ph.D.	122
EDWARD ANTHONY COLOZZI, Ed.D.....	123
JENNIFER KAHNWEILER, Ph.D.....	123
CAROLYN KALIL	124
DAN GELLER	124
LYNN JOSEPH, Ph.D.....	125
RICHARD KNOWDELL.....	125
GAIL LIEBHABER.....	126
RANDY MILLER	126
MARTHA RUSSELL	127
MICHAEL SHAHNASARIAN, Ph.D.	127
SUSAN BRITTON WHITCOMB.....	128