

THE MINDSET OF THE ENTREPRENEUR

The Hard Truth About Getting Started

by Les Brown

"Sometimes in life, you have to believe in somebody else's belief in you, until your own belief kicks in."

"You don't have to be great to get started, but you do have to get started to be great."

"The reason I'm standing up here, and you're seated out there, is because I represent the thoughts you have rejected for yourself."

"If you argue for your limitations, you get to keep them."

"Leap, and grow your wings on the way down."

"Just get started.
If you're running in the wrong direction, just turn around, and you'll be running in the right direction."

"You have something special.
The world is waiting for your services, products, ideas, skills, and expertise. It's time for you to show up, to stand up for your dream."

What are the most limiting beliefs keeping you from getting started?

- 1.)
- 2.)
- 3.)

What truths about getting started will you choose to focus on instead?

- 1.)
- 2.)
- 3.)