

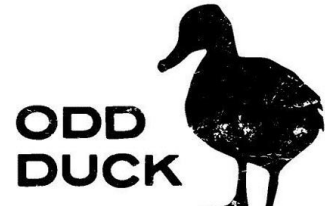


Metro Hartford Office  
 30 Lafayette Square, Suite 118 \* Vernon, CT 06066  
 860.872.3190 \* Toll-free 800-JOY-9075 \* Fax 860.872.3468  
 Email: dcrandall@ChristAtWork.org Web: FCCI.org, FCCI-NE.org

**Fellowship of Companies for Christ  
 East of the River Chapter  
 May 4, 2016**

- Welcome! Opening prayer and praise reports
- Today's Topic: **Are You Peculiar?**

*But ye are a chosen generation, a royal priesthood, an holy nation, a peculiar people; that ye should shew forth the praises of him who hath called you out of darkness into his marvellous light --1 Peter 2:9*



A recent issue of INC Magazine contains *Decoding the DNA of the Entrepreneur* based on a survey of 200 business founders sponsored by Capital One / Spark. Let's discuss the highlights (in rounded percentages) as they pertain to us as "Christian" business owners. Are we the same, or are we "odd ducks" marching to a different drummer?

**Nature vs. Nurture: Are business owners wired differently?** Most answered yes.

**What is the essence of business owner DNA?**

Hardworking: 78%	Competitive: 77%	Confident: 75%	Problem-solver: 75%
Determined: 72%	Leader: 64%	Optimistic: 59%	Risk-taker: 55%
Persuasive: 53%	Passionate: 53%	Creative: 52%	Responsible: 51%

**What are key factors that contribute to success?**

- Willingness to take risks: 61%
- Ability to persevere when times get tough: 51%
- Ability to hire and manage good people: 42%

**What are key motivators?**

- Accumulation of wealth: 78%
- Control own destiny: 56%
- Increased freedom and flexibility: 52%

**What are key success strategies?**

- Handful of key decisions at the right time: 49%
- Incremental steps: 45%
- Single bold move: 5%

**Who has the biggest influence on success?**

Informal advisors, mentors, other entrepreneurs, professional peers

**What are the key mountains to climb?**

- Time management
- Hiring the right people
- Managing cash flow/funding
- Creating the right IT infrastructure
- Developing sales forecasts and reaching them
- Deciding if a change in direction is needed
- Deciding how to advertise, market, and attract customers
- Access to cash, credit, funding

**What is on your self-improvement wish list?**

- People management
- Patience
- Networking
- Delegation
- Communication
- Better organization

- Next meeting here on May 18 @ 7:30 am
- Upcoming news/events
- Closing prayer