

Designing Your Life at E0 Barcelona

I've attended [E0](#) Universities for several years now, but this year was unlike any I've ever attended. I went for the first time to Barcelona, Spain. The theme of the University was "Design Your Life". The idea was to focus on what you really want out of life, and what you're doing to get there. It's like choosing a personal BHAG – your very own [Big Hairy Audacious Goal](#).

As entrepreneurs, we set goals all the time, but experience has taught me that we tend to view business goals and life goals as one in the same; that by reaching our business goals we receive all we want out of life. Shouldn't our businesses really be the means to our personal goals and the life legacies we want to create? This isn't the case, in that, more often than not we let our businesses consume our lives and distract us from our families, spousal relationships, and our own personal paths.

The S Curve

On my trip to Canada for the [E0](#) Conference, [Peter Thomas](#), who I introduced in the last blog, (founded Century 21 in Canada and took it to 9 billion in sales) spoke to us about the [S Curve](#).

I spent many years in the investment world and back in the early nineties I went through the [Chartered Financial Analyst](#) (CFA) program. We discussed the [S curve](#) in depth, which depicts the life cycle of a business. With the S tilted

forward a little, you can see how a growing company starts out flat for a bit, then takes strong spurt upward and then levels off and starts to decline. This is the life cycle of most businesses, usually lasting 5 to 7 years. Hang on for a second if you think this may not be relevant to you.

Energizing for the New Year!

As this year ends like all the ones before it, we strive to go into the New Year with a fresh outlook and usually one or more resolutions to improve our lives. I often ask others around me about their resolutions and usually find that at least one always has to do with improving health. For an entrepreneur whose world is filled with constant changes, ups, and downs, health and energy are key to pushing forward.

We often hear about how much time we need and how there are never enough hours in a day and so on. We cannot add time. We all have the same number of hours in a day. The level of effort and energy we put into that time can be changed. Much is being written about our need to manage our energy and approach our day and schedule with an energy focus instead of a time focus.

What are your dreams?

What an interesting week! Last week, I traveled to New York City to participate in the [Entrepreneurs' Organization](#) Injected Campus event, which brings the regional EO Forums

together. We met in lower Manhattan to be close to the [New York Stock Exchange](#).

This year during our event, the NYSE opening bell was rung by [InvenSense](#), a company that makes the motion possible in the Wii and in smartphones. InvenSense was launching their IPO and was going public. I had always wanted to be there in person to see the opening bell, but it also made me think of my own dream of being up there to ring the bell with the IPO launch of my own company. That evening, it felt a little closer as my friends on the Global EO Board got to be on stage and ring the closing bell! WOW! Click [here](#) to see the video I took of the opening bell.

6 Factors to Spotting Potential

A few weeks back when we were visiting our office in India, we took a few days and flew on over to Bangalore to attend the [EO India](#) regional event called [RIE](#). The India [EO](#) events are always a great time, as they're known for bringing in fascinating speakers and holding dinner events in extraordinary places such as castles, old forts or roof top venues. This year, staying true to their reputation, they brought in [Praful Patel](#), the Minister of State for Civil Aviation, [Vijay Mallya](#), the Chairman of Kingfisher Airlines and [Rasmus Ankersen](#), a self proclaimed high performance anthropologist.

Cut From the Same Cloth



26 take offs and landings took my business partner [April](#) and me to the other side of the world and back for 3 weeks of cultural diversity, hard work, and once in a lifetime opportunities. What I brought back was a new perspective on people, life and business.

The focus of our trip was Saudi Arabia and India. This wasn't my first trip to India, but this trip afforded me the experience of learning about the history and culture of both countries, to interact with their entrepreneurs on a personal level, and left me feeling connected in a way I hadn't experienced before.

The Gift of Dyslexia

"Are you listening?" my teacher said. "Pay attention!" "Why don't you like to read?" they would question. Seems like I heard this over and over when I was growing up. Looking at words and not grasping what they meant. Spending hours standing up in front of my mother and brother, just to repeat over and over the 20 words I had to spell on the test the next day. This part of me felt so lacking and behind the other kids

at school. Kids were expected to be proficient enough by the third grade to read something more than Dr. Seuss. Not me. No, not me. I was the exception. By the third grade my reading was terrible, my spelling was worse, and my vocabulary suffered to say the least. Needless to say, I was placed in summer reading classes.

It's seems a little funny now but it definitely was not then.

It was like teetering on a rock between ignorance and intelligence, only I was unable to find a balance. My reading troubles made me feel stupid, while in other areas I excelled without trying. I didn't know the cause; I just knew this "problem" was causing me a great deal of stress in school.

So Why Read My Blog?

I was born an entrepreneurial spirit, an inherent desire to create opportunities and realize them. My journey has led me around the world, given me the opportunity to learn from some remarkable people, and experience leadership on a whole new level.

In my life I have gone from pumping gas, delivering newspapers, and making clown shoes to creating a mutual fund from scratch that helped carry my firm to \$1Billion in assets. I then created the first mutual fund in the world run solely by its shareholders. I have seen my ideas and investments flounder, and I have also seen them thrive. I have felt stupid and genius at the same time, and discovered the world of Dyslexia. I have identified the difference between my strengths and my weaknesses, and learned to use them to my advantage. I have found a world of people who share my entrepreneurial spirit within the [Entrepreneurs Organization](#)

[\(E0\)](#), and with them I have been everywhere from the Pentagon to the Playboy Mansion.

Today I run a custom software development company called [Efficiency](#), with offices in both the United States and India ([Effindi](#)). My team and I have realized success and failure, and from that have developed an effective form of execution that we call [FlockGPS](#).

I know that I did not get here alone, and I feel that my path to success is ongoing. My point is this: I got here from what I learned from other people, and it's only fair that I pass along my awareness and experiences. Our economy suffers right now. We are the only ones who can fix it. I want to succeed, and I want to see Entrepreneurs around the world succeed, as well. We are the ones providing the innovation and job growth in our economies.

I was told a long time ago that if you really want to know something, you teach it. So if sharing this blog exposes you to ideas that will help you grow your business and inspire the entrepreneur inside of you, then I think they refer to that as a win-win.