From Intrapreneur to Entrepreneur

Pete Gilfillan
Entrepreneur, Franchise Consultant and International Bestselling Author of *HIRE YOURSELF*
My Story...
Why Am I Here Today?

“The size of your life is determined by the size of the problem that you solve”

- Darren Hardy
Publisher SUCCESS Magazine and New York Times Bestselling author
An entire generation of our workforce is caught up in the defeatist mindset that traditional employment is the only career path.
Why I Wrote HIRE YOURSELF...

To help others take control of their destiny through franchise ownership
Why Are We Talking About This?
What We Cover Today....

• What is an intrapreneur, and how does being one differ from being an entrepreneur?

• If you are an intrapreneur, why does it matter? What does being an intrapreneur mean for your career choices? It may mean you are ideally suited for business ownership.

• Reasons for intrapreneurs to make the leap to entrepreneurship.

• Reasons for intrapreneurs to remain in the corporate world.

• What options are available for intrapreneurs who want to become entrepreneurs?
Definitions of Intrapreneur and Entrepreneur

An **intrapreneur** is someone who brings entrepreneurial values—things like passion, self-reliance, innovation, and determination—to work every day, even though he or she works for someone else.

An **entrepreneur** is a person who organizes and manages an enterprise, especially a business, usually with considerable initiative and risk—relying on skills and attributes like passion, initiative, innovation, and determination.
5 Characteristics of an Intrapreneur
1. Drive

Intrapreneurs are always self-motivated.
2. Fearlessness

The typical intrapreneur has a healthy appetite for competition and challenge.
When circumstances throw them a curve, intrapreneurs don’t panic or freeze or give up.
Intrapreneurs are always observing, always considering, and always thinking critically—looking for a better way to get things done.
Unlike the majority of corporate employees, intrapreneurs don’t leave the office behind when they go home at the end of the day.
What Do Those 5 Characteristics Add Up To?

- Intrapreneurs are valuable!
  - A Forbes article boldly declared that ONE intrapreneur was worth 100 “engaged” employees.
  - An article in the British business Director Magazine referred to intrapreneurs as the “secret weapon” of the business world.
  - Entrepreneur calls intrapreneurs “indispensable”
  - Fast Company calls them “change agents”
  - They’ve been called “Unsung heroes” and “the dreamers who do.” Intrapreneurs are employees who bring much more than their time and toil to the table. They bring passion, innovation, intellect, originality, and dedication.
Why Intrapreneurship Matters More Now than Ever
If you’re an intrapreneur, what does all this mean for you?
Why Make the Leap from Intrapreneur to Entrepreneur?
12 Reasons to Consider Transitioning from Intrapreneur to Entrepreneur
12 Reasons to Consider Transitioning from Intrapreneur to Entrepreneur

As an entrepreneur, you:

1. Get to be your own boss
12 Reasons to Consider Transitioning from Intrapreneur to Entrepreneur

As an entrepreneur, you:

1. Get to be your own boss

2. Are the person who benefits from your efforts
12 Reasons to Consider Transitioning from Intrapreneur to Entrepreneur

As an entrepreneur, you:

1. Get to be your own boss
2. Are the person who benefits from your efforts
3. Live life on your own terms—and that means work/family balance - be own boss
12 Reasons to Consider Transitioning from Intrapreneur to Entrepreneur

As an entrepreneur, you:

1. Get to be your own boss
2. Are the person who benefits from your efforts
3. Live life on your own terms—and that means work/family balance - be own boss
4. Control your career stability
12 Reasons to Consider Transitioning from Intrapreneur to Entrepreneur

As an entrepreneur, you:

1. Get to be your own boss
2. Are the person who benefits from your efforts
3. Live life on your own terms—and that means work/family balance - be own boss
4. Control your career stability
5. Have unlimited innovation
12 Reasons to Consider Transitioning from Intrapreneur to Entrepreneur

As an entrepreneur, you:

1. Get to be your own boss
2. Are the person who benefits from your efforts
3. Live life on your own terms—and that means work/family balance - be own boss
4. Control your career stability
5. Have unlimited innovation
6. Set the tone
12 Reasons to Consider Transitioning from Intrapreneur to Entrepreneur

As an entrepreneur, you:

7. Contribute jobs to our economy
12 Reasons to Consider Transitioning from Intrapreneur to Entrepreneur

As an entrepreneur, you:

7. Contribute jobs to our economy
8. Can make a difference
12 Reasons to Consider Transitioning from Intrapreneur to Entrepreneur

As an entrepreneur, you:

7. Contribute jobs to our economy
8. Can make a difference
9. Are building an asset
12 Reasons to Consider Transitioning from Intrapreneur to Entrepreneur

As an entrepreneur, you:

7. Contribute jobs to our economy
8. Can make a difference
9. Are building an asset
10. Reap the tax advantages that come with business ownership
12 Reasons to Consider Transitioning from Intrapreneur to Entrepreneur

As an entrepreneur, you:

7. Contribute jobs to our economy
8. Can make a difference
9. Are building an asset
10. Reap the tax advantages that come with business ownership
11. Will be the architect of your dream retirement
12 Reasons to Consider Transitioning from Intrapreneur to Entrepreneur

**As an entrepreneur, you:**

7. Contribute jobs to our economy
8. Can make a difference
9. Are building an asset
10. Reap the tax advantages that come with business ownership
11. Will be the architect of your dream retirement
12. Can give free rein to the attributes that have defined you as an intrapreneur
4 Reasons to Stay an Intrapreneur
4 Reasons to Stay an Intrapreneur

- You’re Risk Averse
- 2
- 3
- 4
4 Reasons to Stay an Intrapreneur

You’re Risk Averse

You Have Limited Capital Resources

3

4
4 Reasons to Stay an Intrapreneur

- You’re Risk Averse
- You Have Limited Capital Resources
- You Lack The Dream
4 Reasons to Stay an Intrapreneur

- You’re Risk Averse
- You Have Limited Capital Resources
- You Lack The Dream
- You Are Happy Where You Are
3 Paths to Becoming an Entrepreneur

Building From Scratch
3 Paths to Becoming an Entrepreneur

- Building From Scratch
- Buying an Existing Business
3 Paths to Becoming an Entrepreneur

- Building From Scratch
- Investing in a Franchise
- Buying an Existing Business
Great Questions to Ask Yourself....

- Based on what you learned today... are you an intrapreneur?
- Are you frustrated or unhappy in your current job?
- Have you ever dreamed of being an entrepreneur?
- What is stopping you from exploring the path to become entrepreneur?
If you are answered “yes” to any of those questions and you are ready to explore the path of franchise ownership, I have a special offer for you....

- **First 30** people to request a free Consultation Call with me will receive a free copy of my Amazon bestselling book *HIRE YOURSELF*.

- **First 10** people to complete a free Consultation Call with me will receive a free copy of Shawn Achor’s bestselling book *The Happiness Advantage*.

www.winningfranchisesolutions.com/execunet
1-855-904-7900
In Summary...
Questions?
Pete Gilfillan
Entrepreneur and Franchise Consultant
pgilfillan@franchoice.com

To connect with Pete Gilfillan to schedule a conversation and to receive a free copy of his bestselling book HIRE YOURSELF, please submit your name and contact information through the following links:
www.winningfranchisesolutions.com/execunet
or
http://www.execunet.com/events?id=10673