



ACSBE

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Personal Vision and the Entrepreneur

Why is Personal Vision so important in your search for income earning activities? What could your personality or your own personal thoughts have to do with your job or your business?

The short answer?

Personal Vision makes up the basis of everything you do in life – including the means by which you make your living.

ACSBE has devised something called an “Entrepreneurial Cycle”. The cycle follows a series of steps that an individual follows on their way to forming a successful business or setting out on a successful career path. The first of these steps is **Personal Vision**. As you progress through the rest of the steps in the cycle, you will find yourself constantly referring back to your personal vision to make sure that your career path or business idea is still in sync with your Personal Vision. To lose sight of your Personal Vision could create a lack of direction and dissatisfaction with your work.

If Personal Vision is identified and maintained throughout the life of your business then you will be well on your way to a rewarding career and / or lucrative entrepreneurial venture.

What is Personal Vision?

A Personal Vision is a goal – something that one strives for in their life and is something that occurs naturally in everyone. We all have the ability to look ahead and see ourselves in a way that we create in our minds. What we see is our vision and the fact that it is in our mind alone makes it a personal one. Often times some people find it difficult to bring such a vision into focus. Generally this is not because of any lack of vision but a person’s familiarity with their vision ironically makes it hard to perceive the vision with any degree of detail and it is therefore sometimes frustrating to try and articulate their vision. Even though Personal Vision is a natural part of your existence, you may have to think about it for awhile before it actually comes into focus.

So, how then are we supposed to get an accurate personal vision? How can we be sure that what we think we have for a goal is actually what we really want?

The best answers to these questions are found inside of yourself. Much of what you do on a day-to-day basis is driven by your personal goals. The type of person you are is formed by how you see yourself, which is indeed part of your Personal Vision.

This workbook will examine those things that are influenced by your own personal goals, as opposed to trying to examine the goals themselves, and in so doing it will begin to illuminate the details of your own Personal Vision. This workbook is not intended to tell you what to do. It is simply something that should help you clarify for yourself what type of person you are, what things are important to you and how you prioritize the things in your life.

Questions:

Answer the following questions. The answers you give should be honest and should come only from you. Everyone will have different answers – there is no right or wrong.

Self Image: How you see yourself. What qualities do you possess and how do you demonstrate them to others around you?

Tangibles: What type of things you want to own in your life. If your plans include more expensive possessions, your personal vision will have to accommodate these wants. If your dreams include modest, less expensive items, then your vision will be different.

Home: Your ideal living environment. Not necessarily the actual physical structure, more like: Will you be living alone or have a family. Will it be in the country, a town or city? Will you have pets?

Relationships: The types of relationships you are involved in. Do you think you'll be involved with a partner? Married, a parent, lots of friends, few friends?

Work: Do you want a job that ends at five o'clock, or do you see yourself taking work home every night? Will you be passing out business cards at dinner parties with lots of new people, or kicking back with a few close friends?

Personal Pursuits: Goals you have for the future. Do you want to travel? Do you want to further your education? Is there something you want to finish? Something you want to start? All of these things come from your personal vision.

So how can you really be sure that what you think you have for a goal is actually what you really want?

By truthfully answering these questions, you can discover what type of person you see yourself as being. This is very much a part of your personal vision.

Questions:

- 1. Who are the important people in your life? (family, friends, partner, etc)

2. What kinds of things do you think your friends say about you when you're not around?

3. You are suddenly chosen for a top secret space mission that will keep you from the earth's surface for a period of ten years. You have only one year to prepare for this mission. What will you try to accomplish in that year?

4. When do you feel most alive? (during what types of activities, with whom, what time of the day, week, year, etc?)

5. What do you feel are your strengths? (What are you good at?)

6. What do you feel are your weaknesses?

7. Its 5 years from now. *Success Magazine* wants to interview you about the tremendous success you've had with your work / business life. Write a few lines from the interview.
