

# 15 Habits of Top Entrepreneurials

(Editor's Note: Dave Purdy, the author of this article, founded Wealth Management Midwest to provide clients with the highest level of unbiased financial services and guidance.)

1) **Entrepreneurials are optimistic** - having to do with every aspect of their life including relationships. They always see the glass as half full. However, they are not blindly optimistic, they are realists.

2) **They do the most productive thing at every moment.** Whether at work or home, continually think "am I doing the most productive thing right now," even look at sleep as a productive thing to do. They are more concerned with energy management than time management.

3) **They plan their time well in advance.** They plan the day, week, month, quarter, full year, and up to two years out.

4) **Once they have the facts, they make their mind up quickly** and change their minds slowly.

5) **They are early risers.** In virtually every case, they get up and going early. There are exceptions in different industries but not many.

6) **They fear less** - they know the difference between good and bad fears. A bad fear is to think about your plane going down, not making an appointment because you don't know what the weather will be like, etc. They don't waste any time thinking about things they can't control. Good fear - they ask themselves are they getting the most from life? Am I taking care of myself so I can be healthy and enjoy life?

7) **They have good long-term relationships** with their family, friends and co-workers. My grandma Purdy use to say "everybody brightens the room when they walk in, or when they walk out, which one are you?" These people brighten the room when they walk in.

8) **They don't have work as a social setting.** They don't have idle chitchat, gossip, read the paper.

9) **They are very organized** and clean about everything in their life. They have a clean office, clean home, have their car clean, and even dress clean and organized. They spend very little time looking for things; they know where everything is.

10) **They know the value of their day** from a money standpoint as well as an emotional standpoint. They analyze what they are doing and ask themselves is it worth it from a dollar standpoint and emotional standpoint. If it doesn't make sense, they don't do it.

11) **They are very health conscious** and are on a regular exercise plan and eating plan.

12) **They have a burning desire and a can-do attitude** about what they are doing. They dream of ways to do things differently. When they do things differently that can ignite more burning desire.

13) **They can motivate others.** They are good at motivating employees, clients, prospects, etc.

14) **They are cool as a cucumber**, they just don't get rattled. I have had these type of clients get divorced, get into a car accident, have their building burn down, have their building contractor declare bankruptcy, have their top salesperson quit, and they keep going as easy as water running off a duck's back. In fact, they often have a sense of humor about the situation, which is so refreshing. Make no mistake, just because they don't get rattled doesn't mean they are insensitive or uncaring, they are understanding and an overly compassionate group.

15) **They have an insatiable appetite to know more.** The story of Socrates reads that the people said he was the wisest person in all Athens. Socrates didn't think he was the wisest so he went to all the great philosophers of his time and asked questions. He then returned and knew he was the wisest, because after talking with all the philosophers he realized how much he didn't know, and that's what makes him the wisest.

- David Purdy  
Wealth Management Midwest LLC

## WHEN YOU NEED MUSCLE IN YOUR TANK



### CONTROL OF TOUGH TURFGRASS INSECTS!

- CONTROLS ROOT AND LEAF FEEDING INSECTS
  - EXTENDED SYSTEMIC CONTROL
- CURATIVE AND PREVENTATIVE APPLICATIONS
  - RAPID UPTAKE AND TRANSLOCATION

### EFFECTIVE ON:

- ▶ CHINCH BUG
- ▶ MOLE CRICKET
- ▶ EUROPEAN CRANEFLY
- ▶ ANNUAL BLUEGRASS WEEVIL

FOR MORE INFORMATION, CONTACT  
JOHN SPAULDING @ 816.674.7053

 **pbi / GORDON**  
corporation  
An Employee-Owned Company  
[pbigordon.com/zylam](http://pbigordon.com/zylam)

ALWAYS READ AND FOLLOW LABEL DIRECTIONS. Zylam is a trademark of PBI-Gordon Corporation. 01351