

# 5 Vital Mindset Differences Between Employees and Entrepreneurs!

(Adapted from a Blog post by Mark Harbert)

## #1: Security VS. Freedom

Let's face it, most of us were raised by employees.

Because of that, through conditioning, we developed the mantra of "Job Security" as the holy grail. You must graduate high school, go to college, get a degree, get a good well-paying "**secure job**" with benefits, and save up for retirement when you're 65+.

This is drilled into us by all the people that care about us, so we simply believe that it's the truth. Our parents, grandparents, teachers, most of our friends (because they were raised with the same beliefs) and then later of course our bosses and fellow employees.

And for some, it most certainly is the best way to go.

**If you've got the entrepreneurial spirit however, that scenario probably makes you queasy to even think about.** Made me queasy to write it to be honest.

Make no mistake, entrepreneurs value security as well. We have families, bills, homes that we'd like to be able to stay living in.

However; when it comes down to it, entrepreneurs value FREEDOM much more highly.

Both freedom in the present sense where we don't feel like we're under someone else's rule and authority... but also the drive for financial freedom for our future.

When we have that freedom mindset, it drives us to be better. To help more people, and to set a greater vision, bigger goals, and a higher standard of who we are.

## #2: Trading Time for Money VS Creating Value for Money

*“Working 9 to 5, what a way to make a living!”*

Dolly Parton sang it to us in the 80’s, drilling it in even further. (Although to be fair, the song was railing against the grind more than embracing it.)

Check it out...

*Workin' 9 to 5, what a way to make a livin'  
Barely gettin' by, it's all takin' and no givin'  
They just use your mind and they never give you credit  
It's enough to drive you crazy if you let it  
9 to 5, for service and devotion  
You would think that I would deserve a fat promotion  
Want to move ahead but the boss won't seem to let me  
I swear sometimes that man is out to get me!*

No wonder Dolly Parton was such a successful entrepreneur. She totally got it.

Employees think by the hour. You work a certain number of specific hours each day, and at the end of the week you get paid per hour. It’s the security that we talked about above.

However; to someone with the entrepreneur mindset, thinking of exchanging time, one of our most precious elements of life to enrich someone else, is absolute torture.

Here’s one of the most important lines in Dolly’s song above:

*“They just use your mind and they never give you credit”*

### **Most People Highly UNDERVALUE Their Ideas and Their Knowledge**

Why wouldn’t they? Companies have been stealing your best stuff coming from your mind and leveraging that to earn money on their own forever.

And paying you by the hour to do so.

## **Entrepreneurs VALUE Their Ideas and Knowledge and Demand That Others Do the Same!**

Do you value what you have? Do you realize the tremendous value of Nikken's products and business opportunity that we have to offer?

I know that it's the information and ideas that people want...if they are honest. We are looking for people who want more money, better health and more free time. Nobody has ever told me, "I want less money, worse health and no free time at all."

In my mind, why would we give that information away to a company so that they can use it themselves and pay us pennies on the dollar?

When you have value, and you can develop passive income because of that value, you'll never have to trade your time for money again!

### **#3: External Motivation VS. Self Motivation**

*"Pour myself a cup of ambition" ~ Dolly Parton*

Employees are usually not motivated to get out of bed and get to work. So... what gets them there? FEAR!

They fear losing that security we talked about so much, that they are then motivated. Ever say these words out loud as an employee *"I've got to get to work on time, I'm going to be in trouble!"*

What does that even mean "in trouble?"

Entrepreneurs get motivated by ideas and serving their prospects and customers with VALUE. Not by staying out of trouble or keeping their security.

Drive and ambition create motivation, and that drive and ambition needs to come from inside! From your VISION and GOALS. Not a cup of coffee like Dolly!

To entrepreneurs, our businesses don't feel like a job to us. We enjoy waking up and doing what we do, so it's not work! In fact, most of us

hate sleeping because we've got more motivation than we know what to do with!

#### #4: Fearing Smarter & Better VS. Welcoming Smarter & Better

To an employee, they usually fear someone coming along and stealing their position or getting that promotion over them.

They see people who are smarter and more skilled as a threat. And frankly, in the employee setting, they're right!

Someone like that is a threat to their security.

**Entrepreneurs however get excited when they see someone come along who's got great ideas and are more highly skilled than them.**

In fact... we seek those people out... and we invite them to join our team!

If you still get a feeling of fear in your gut when someone better or smarter comes along, then you may want to start working on that pronto. It means you've still got some of that employee mindset creeping around in your head.

It's not your fault, you've likely been conditioned for it. It's time to turn that around and understand that those with more knowledge, more skill, and amazing ideas in your field of expertise are your friends, and a tremendous asset...not your enemies!

#### #5: Being Held Accountable VS. Self Accountable

Employees often look for accountability from someone else. Their BOSS!

The boss tells them what to do, when it needs to be done by, and demands that it's done right. Or again... you lose that "job security!"

(They even tell you when you can use the bathroom, eat your lunch, and go on vacation!)

Employees are also often looking for someone else to blame when things go wrong. The employee world is usually a “pass the buck” culture.

Fellow employees are usually the target. Which means that you could be the target of another employee eventually. (Are you starting to notice that job security is never actually secure?)

**Entrepreneurs MUST hold THEMSELVES accountable.** They must be self-disciplined, and get the things done that need to be done.

Now let’s be honest. We ARE accountable to others. Our CUSTOMERS!

But as an entrepreneur, you have no boss and no time-clock. So... it’s up to YOU to be on time, get things done, and get them done right!

Which means you have to hold yourself to a higher standard, and oddly enough there’s incredible freedom in that! Entrepreneurs would have it no other way!

### **Do YOU Have a True Entrepreneur Mindset?**

You can look at the 5 mindsets above as a guide!

If you’re slipping somewhere it’s okay. As long as you recognize it as leftover behavior from mindset patterns that have been hammered into your brain since you were a child.

Now that you know though, it’s up to YOU to rewire your brain and your mindset to go all in as an entrepreneur, so you can succeed with your business!