

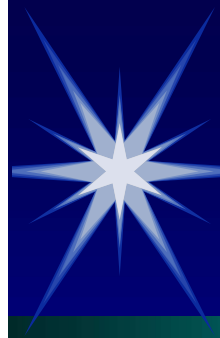


# ENGINEERING & ENTREPRENEURSHIP

2 Feb 2018

Mike Volker

(Engineer & Entrepreneur)

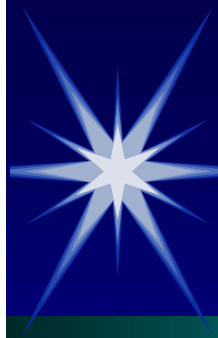


I was a berry nice kid....



What, me work?





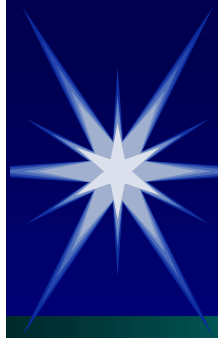
# Enlightenment



Lesson learned:  
What do I not want to do?



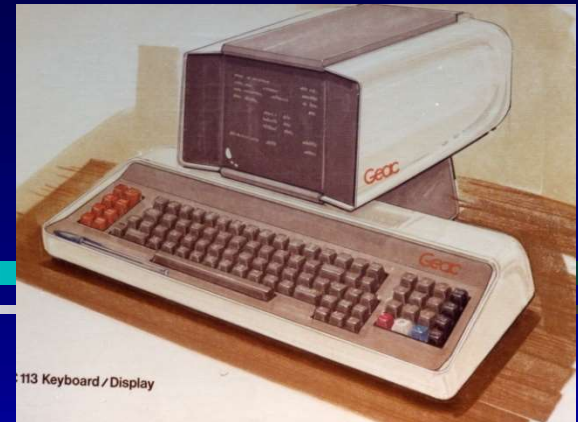




# Opportunity strikes



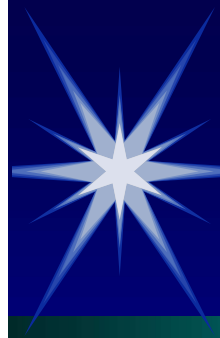
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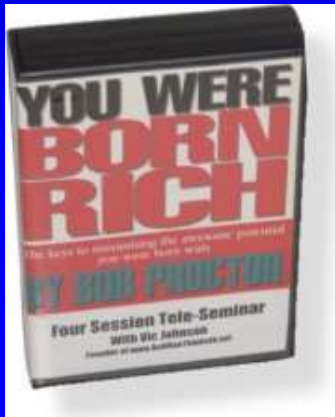
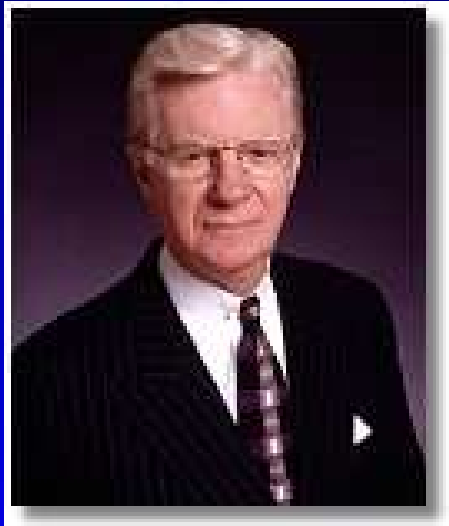
113 Keyboard / Display



VOLKER-CRAIG dd750127



# The Bob Proctor Story...



VISUALIZE IT!

...led to this:

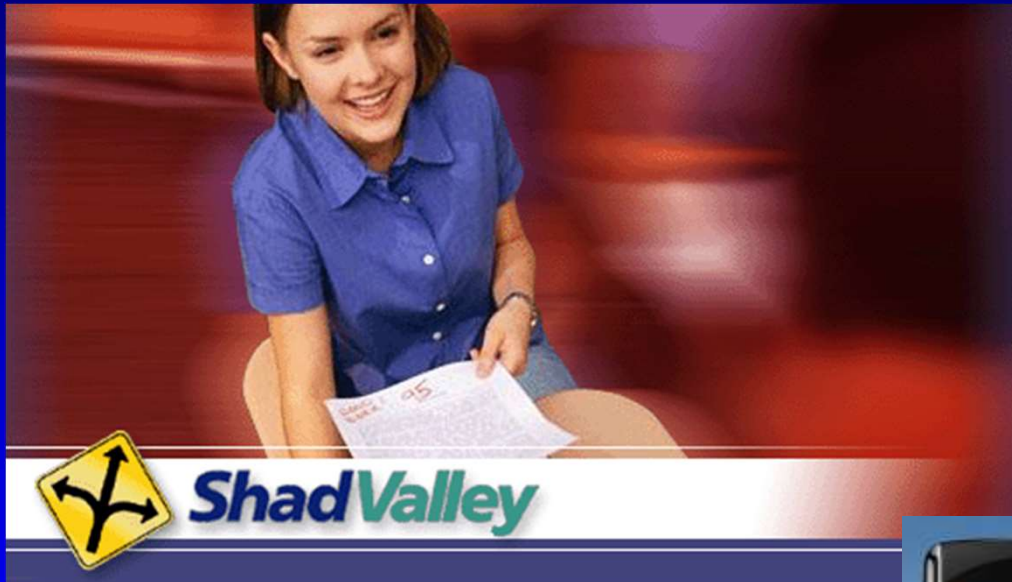


Multi-million dollar contract  
with ITT Courier Terminals  
Inc





# Volunteering took me West



My Billion Dollar  
Story!



Innovation is *the* key to growth



R&D (Knowledge)

Talent:  
Universities  
R&D Orgs

**Entrepreneurs**

Markets  
Consumers



gap gap  
Angels VCs

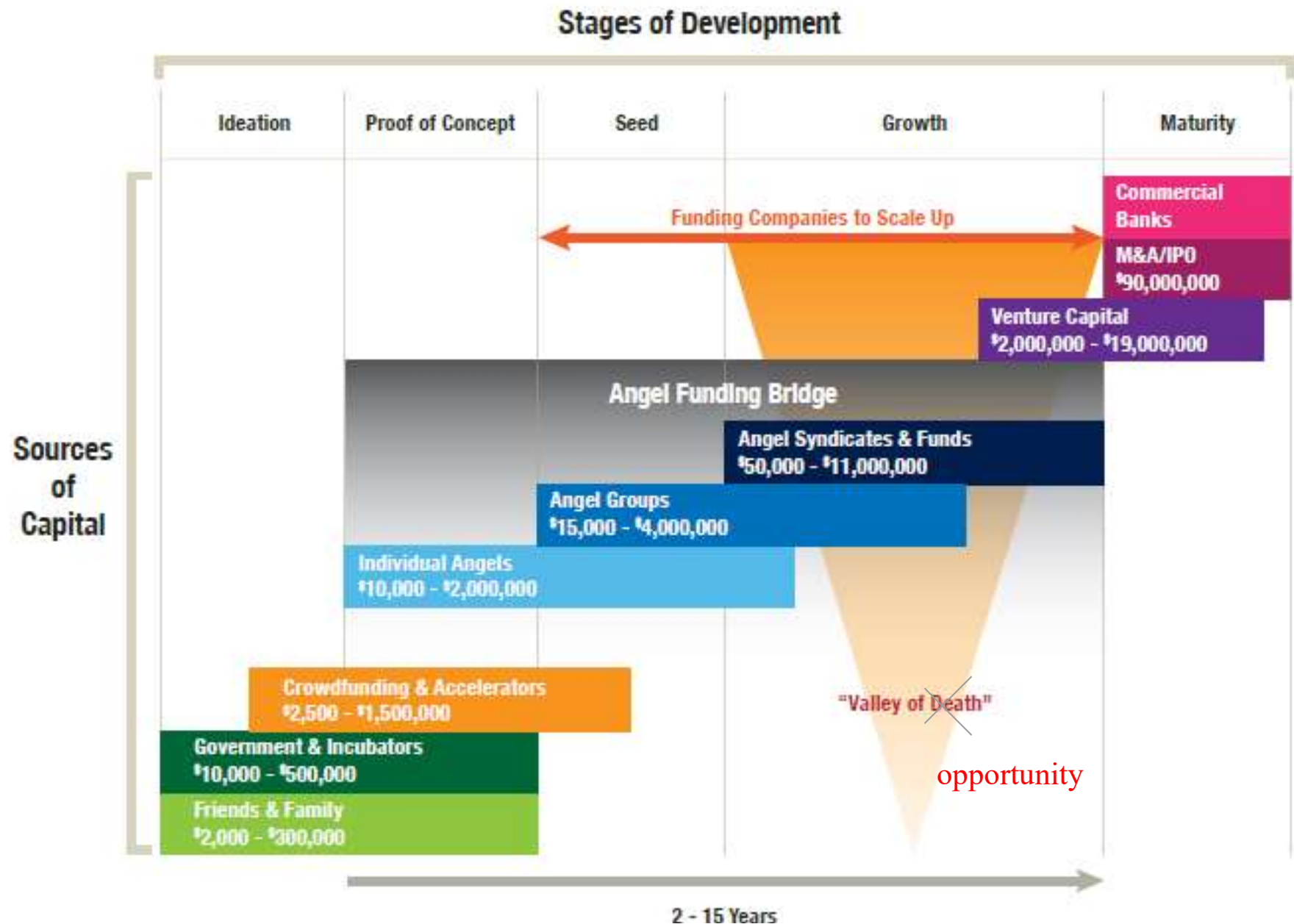


Entrepreneurs are the Champions of Innovation



# The Innovation Funding Continuum

## Angels Fund Companies to Scale Up





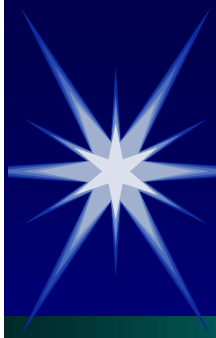
# What *is* an Entrepreneur?



IMHO, someone who...  
.....builds a “successful” venture

However - Building a profitable company is one of the  
hardest things to do

(Fact: 80% fail in first 5 years, 80% of those remaining  
fail in next 5 years)



# Engineering and Entrepreneurship

- Problem Solving
- Risk Taking
- Analytical
- Practical
- Enjoy the work
- Team Player
- Ethical (integrity)
- Easier to learn new skills (business)





# Is it for You?

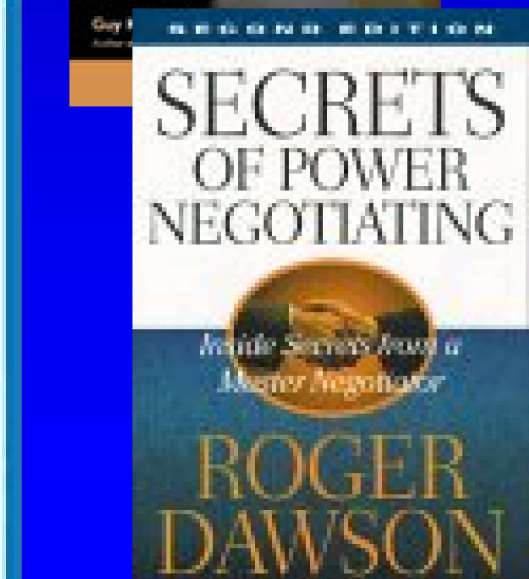
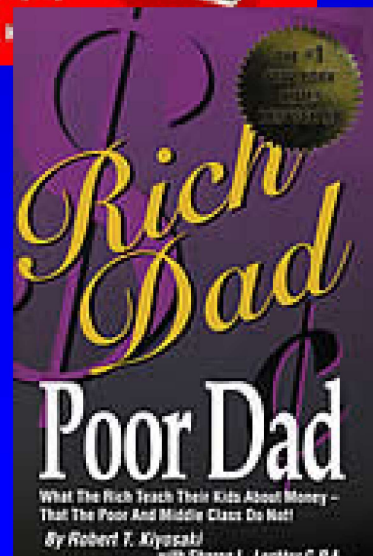
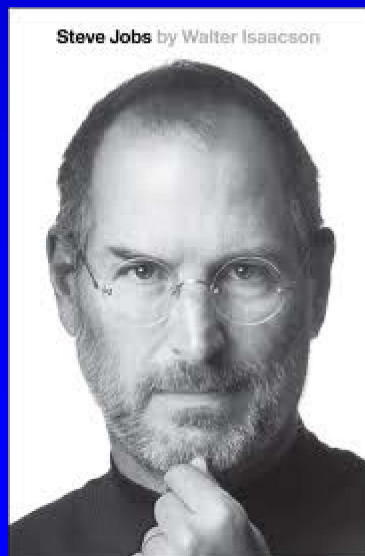
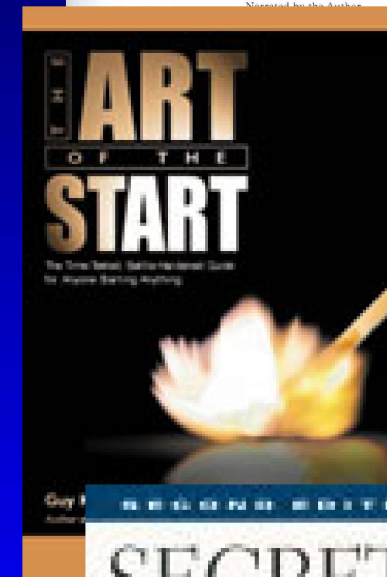
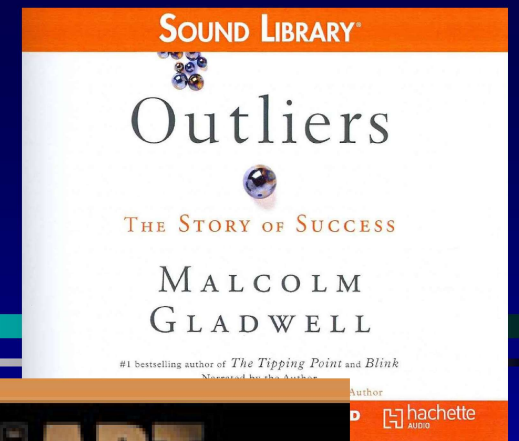
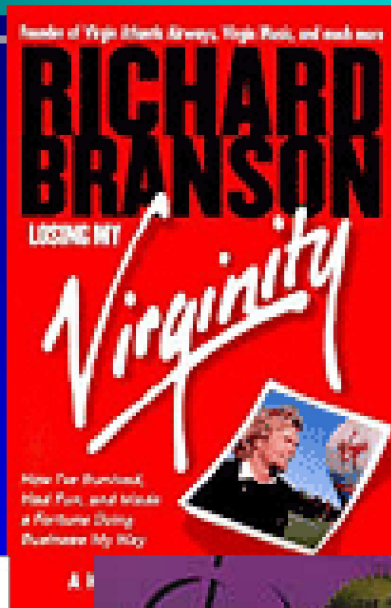
## Beware of the E-Myth!

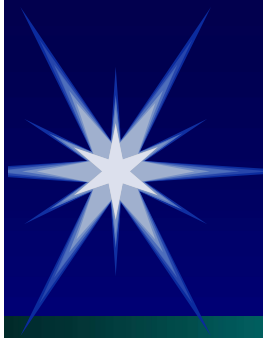
*Just because you are good at your vocation does not mean you can build a business based on your vocation.*



images.jpg

# Some books





## Web Links...

<http://www.mikevolker.com>  
(business basics for engineers)

<http://www.timiacapital.com>

<http://www.wutif.ca>

<http://www.newventuresbc.com>

(mike@volker.org)