

ENGINEERING & ENTREPRENEURSHIP

2 Feb 2018

Mike Volker
(Engineer & Entrepreneur)



I was a berry nice kid....



What, me work?





Enlightenment









18.5 WR

Serving Your Community

Lesson learned: What do I <u>not</u> want to do?



Opportunity strikes





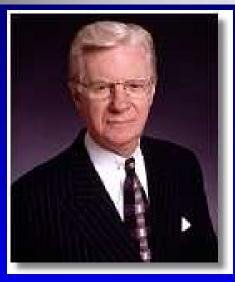


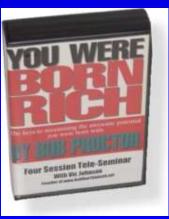


1975



The Bob Proctor Story...







VISUALIZE IT!



...led to this:



Multi-million dollar contract with ITT Courier Terminals Inc





Volunteering took me West



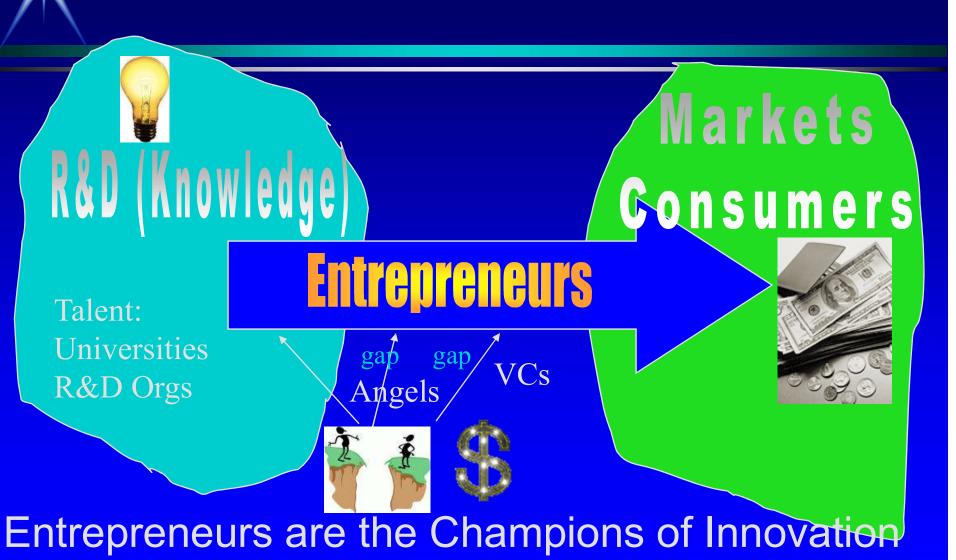




My Billion Dollar Story!



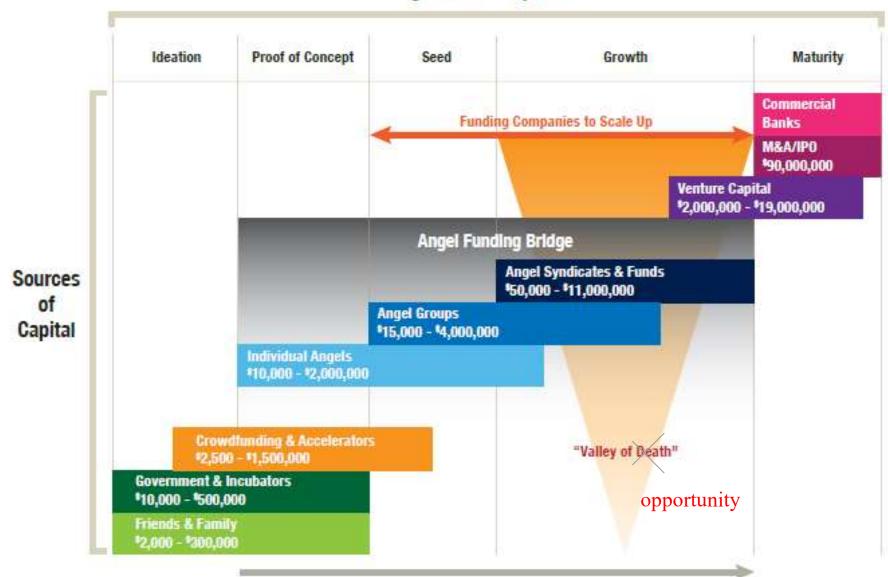
Innovation is the key to growth



The Innovation Funding Continuum

Angels Fund Companies to Scale Up

Stages of Development





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)



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.



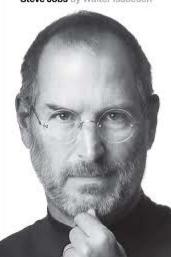
Some books BLACKBERRY

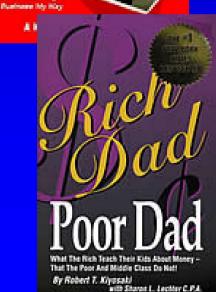
Mad For, and Made a Fortune Doing

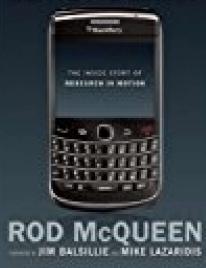
JIM COLLINS Name and Address of the Owner, where SHIRT OF LAST

Mary State Communication Market Street, Square,

Steve Jobs by Walter Isaacson











their authorphic and not party furnish fades for the segment which represent the property based subset." PUBLISHED VESSELY

DAN SENOR IND SAUL SINGER

STREET, SQUARE,

SOUND LIBRARY

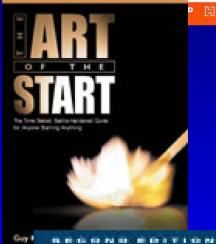


THE STORY OF SUCCESS

MALCOLM GLADWELL

#1 bestselling author of The Tipping Point and Blink

[+] hachette



NEGOTIATING

heride Secrets hough Master Negotiator



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

http://www.timiacapital.com http://www.wutif.ca http://www.newventuresbc.com

(mike@volker.org)