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Welcome to the October issue of IGNITE; phew - we just scraped this one in this month! Check out our in.profile interview with the amazing Sam Prince from ACT, and the article below by the very knowledgeable Valerie Khoo, which we hope gives you some food for thought!

5 stages of entrepreneurial freedom

By Valerie Khoo

The 5 stages of entrepreneurial freedom - which stage are you at? How your entrepreneurial journey can lead to true freedom.

I'm really passionate about the concept that you can design your small business to create the lifestyle you really want. The trouble is that many small business entrepreneurs think that it HAS to be a hard slog. Sure, there are mountains to climb during your journey from time to time, but if you structure your business the right way, you CAN create a vehicle that can give you the life of your dreams.

Of course, this doesn't happen overnight. So what are the 5 stages of entrepreneurial freedom?

1. The idea

This is where you have your entrepreneurial seizure. It's where you're having coffee with your girlfriends or at after-work drinks with your work colleagues and you hit on an idea that seems just perfect. Over beers, you're planning world domination by creating a series of iphone apps. Or you've thought of the best ever baby and parenting website imaginable. Or you finally want to make money from your talent for interior design instead of just decorating your friends' houses for free.

One of the biggest steps in your entrepreneurial journey is to move this from being just an idea to a real business. The reality is that if you don't have the momentum or passion to start this - even if just in your spare time while you have a full-time job - chances are slim that you're going to be in it for the long haul. However, if you do take that leap, the next step is ...

2. The "Am I a fraud?" syndrome

So you've started your business. You're even getting customers and - believe it or not - they are paying you decent money for your services. This is where self-doubt can creep in. "Am I really good enough?" "Will people see through me?" "Is it obvious that I'm learning how to be an entrepreneur as I go along?"

It's natural to have these doubts. But it's equally important to value what you do. I was speaking to a small business entrepreneur today who said that it's important to really listen when you receive a compliment and to take it on board. Be proud of what you can achieve and be pro-active in your self-esteem in an effort to quell those self-doubts.

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3. The Confidence Boost

It's great when you get to this stage of your journey because you've been doing it long enough to know that you ARE good at what you do. Here, you can cruise a little bit if you want to, you're not struggling and your services are in demand. In fact, this is a stage where many entrepreneurs remain stuck forever. And that's because everything is going well, money is coming in, and they don't want to upset the status quo.

However, even though everything seems brilliant, it's likely that you are still working dollars for hours. Sure, you might be working for lucrative dollars but you are still tied to your business - that is, your income is a function of your time. Therefore, you could be ready for the next step ...

4. The Automation and "Oh Kill Me Now I Hate This" Systemisation Stage

If you want true entrepreneurial freedom then you need to take steps to structure your business so that you can walk away from it (if you want to). I'm not suggesting that you have to if you love being there - but you should structure your business in such a way that walking away is, at least, an option.

In order to do this, you need to automate as much as possible without losing quality customer service and authenticity. And you need to create robust systems so that your team (and any newbies) can follow them clearly. This is the hard part. Many entrepreneurs who make it through this stage often say it's the most boring, mind-numbing - not to mention time-consuming - part of the process. I agree. It can be so tedious but it's also so worth it. But if you do it properly, this leads to...

5. True entrepreneurial freedom

I'll be honest. It does take some blood, sweat and tears to get to this stage. But, oh my goodness, is it worth it? Yes! When your income is not a function of your time, you are no longer pressured to be working all the time. You can free your mind to improve your business or venture into new areas (maybe you are a serial entrepreneur in the making). Or maybe you just want to play golf - and that's great too.

But the key to remember is that the more you concentrate on moving through the first four stages of your journey, the sooner you'll be in a situation where you can hit the driving range all the time if you want to!

When it comes to your entrepreneurial journey, which stage are you at?

Valerie Khoo is a journalist, author and entrepreneur. She is passionate about the concept that your business can create the lifestyle you dream of.

Valerie's businesses:

Sydney Writers' Centre - www.sydneywriterscentre.com.au

Business and Careers Institute - www.bcinstitute.com.au



Should young people be able to vote in elections from 16yrs of age? Have your say @ <http://kids.nsw.gov.au/director/kid-zone/kidspoll.cfm>

“The proportion of teenagers not learning or earning full-time has jumped from 13.4% a year ago, to 16.4%, the highest level since the recession of the early 1900s”
- 2009 How Young People Are Faring Report

Getting Media Coverage

Achieved something awesome, and want the world to know about it?

For some great tips on getting media coverage, head to:

http://www.actnow.com.au/Tool/Tips_on_getting_media_coverage.aspx

Curious about the state of Australia's young people?

Just released, a report on the social, economic, health & family lives of young people in Oz.

Have a read at:

www.youth.gov.au/news.html#youngpeople

The NSW Govt is currently offering 200 + permanent & temporary jobs for young people under 25yrs

Get involved in the JumpSRART NSW Cadetship Program. Positions available in office or business admin, customer service, community services, IT, & the environment. Head to:

www.jobs.nsw.gov.au

Applications close 4th Nov so be quick!

Sick of low wages & crap conditions?

The Young Unionists Network is inviting you to apply for their 3 week summer internship program in Melbourne. Plus check out their site for other opporntnities to get educated & get involved!

Get more info @ www.yun.org.au

Are you a fan of The Frank Team?
We've launched our very own Facebook
FAN PAGE! Stop by, show some love &
become a fan to hear about our
upcoming events & opportunities.
<http://tinyurl.com/1899fy>

Young Entrepreneurs Forum

A great place to meet online with other
young entrepreneurs & share ideas,
contacts & advice. Plus promote
yourself & your biz...
www.youngentrepreneurs.net.au/forum

MasterMind Group for Young Entrepreneurs

Expressions of interest are now open
for MasterMind 2010! With limited
spots available, get in early to
secure your place.

MasterMind is a great place to meet with
young like-minded biz starters. Plus get
access to a bunch of young
entrepreneurs working on your business
every month! For more info go to:

www.youngentrepreneurs.net.au/masterminders.html
or email mandy@frankteam.com.au

End of Year Activities for Students

In search of activities that will get
your students more engaged in their
career & employability skills? Take a
look at our 1hr Power Presentations
www.frankteam.com.au/youth2youth/school-sprograms.aspx

For more info ph: 02 9518 6244
or email mandy@frankteam.com.au

YESUP Graduation Event & Young Entrepreneurs Evening!

It's time to hand out the certificates & congratulate one more bunch of young entrepreneurs as they graduate from our Young Entrepreneurs Stepping Up Program. Everyone's invited - for this night of inspiring speakers, networking and an insight into YESUP. This event will suit any young entrepreneurs aged 18-35yrs, and anyone interested in some networking!

Date: 4th November

Time: 6pm-9:30pm

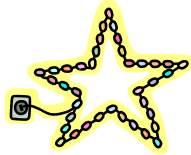
Place: Australian Technology Park, Eveleigh, Sydney

Cost: \$25 per person, (free for current & past YESUP participants)

RSVP: contact anna@frankteam.com.au

Info will be up on our website homepage soon, so head to...

www.frankteam.com.au



getinvolved

“The way to get started is to quit talking and begin doing”

- Walt Disney

Tour de Work

Adelaide Workplace Challenge!

A free & fun competition - cycle to work, win prizes, re-discover the joys of bike riding!

1. Register at www.tourdework.com.au
2. Ride a bike for 10mins+ from 9-29 Nov
3. Log your cycling on the website
4. Get your work mates involved!

Cash available for all-ages music events in NSW!

It's your last chance to apply for Indent's 2010 Partnership Grants. Indent grants are developed to help you stage all-ages, drug & alcohol-free music events across NSW. Info @ www.indent.net.au/grants
Applications close 2nd Nov so be quick!

Help prevent & treat eating disorders in young people

If you're 25yrs or under & want to do something to tackle the growing number of body image & eating issues in Aussie girls & guys, take 15mins now to fill out this survey - <http://tinyurl.com/yjk8kqq>

Calling all young people with a dream in the music industry

Imagine spending 3 days learning from some of the most well known & respected people in the music industry. 351 Allows you to acknowledge your strengths, sharpen your skills & to put plan to your unique talent. Register now for the 351 Camp Sydney 16th-18th January. www.mmاد.org.au

Livewire

If you or your sibling are living with a serious illness, chronic health condition or disability, Livewire is for you! It's a free, safe, & fun online space where you can connect with other young people, hang out, share your experiences & express yourself!

Check it out @ www.livewire.org.au

in.profile



We've met some very inspiring young entrepreneurs in our time. But, in putting this month's in.profile together, I couldn't help but be extra excited to introduce to you Sam Prince from the ACT. Check out his story below; Sam runs a chain of Mexican fast food stores across the country, and has established the Emagine Foundation with it's profits, to help disadvantaged young Aussies get a good education. He's also a practicing medical doctor, and all at age 25! Busy much, Sam?! Read on as Sam shares his insights with us...

How do you describe your business/project to people who ask what you do?

As I am involved in multiple businesses and projects it depends on the audience.

The Emagine Foundation is something I'm very passionate about and how I describe it to people is that it is an international aid organisation that focuses on Australia and the developing world, bringing I.T. infrastructure to bridge the digital divide that exists; so that young Australians and children have the ability and opportunity to progress into higher education without the disadvantage the lack of I.T. infrastructure may cause in this day and age.

Zambrero Fresh Mex Grill is a chain of Mexican restaurants that I started almost four years ago. At Zambrero's we provide fresh gourmet Mexican food in a quick casual setting, with phenomenal customer service in a fun vibrant restaurant. Zambrero Fresh Mex Grill so far, has funded the work of the Emagine Foundation and to date the Emagine Foundation has opened up 12 I.T. centres with a thirteenth currently being organised in Kowanyama, QLD, Australia.

What inspired you to take action when you were just getting started?

Zambrero Fresh Mex Grill was born when I worked as a Mexican chef in a restaurant opposite my medical school whilst I was studying to become a medical doctor. I had seen that there was an immense gap here in Australia in Mexican food and specifically in the fresh mex grill concept that had boomed overseas as I was studying medicine.

The Emagine Foundation is somewhat closer to my heart and the reason why it started is because of my parents' background. My mother came from very humble beginnings in rural areas in Sri Lanka and due to the education she received she was able to progress to university and break the cycle of village living in her family. It was only because of her education that I am given all the opportunities that I have today.

How long have you been working on it?

Zambrero Fresh Mex Grill has run for almost four years, and the Emagine Foundation has been doing it's good work for almost two.

What is the biggest challenge you've had to overcome?

The biggest challenge I face day to day is juggling all of the things on my plate. I am a medical doctor and I still practice as well as working to expand Zambrero nationally and working in aid projects in Australia and around the world. The way that I have learnt to overcome this is through getting phenomenal people around Zambrero and the Emagine Foundation; they really make these organisations tick, and prosper.

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What do you like most about being in business?

What I really love about business and being an entrepreneur is that when you boil it all down an entrepreneur is someone who can identify a gap, imagine a way how to fill that gap, and then have the courage to back the idea. This process is extremely fun and takes will, determination and integrity. Being in business is very satisfying; I've always thought that if medicine was a test of my mind then business was a test of my will. I also really enjoy the creativity and building something in business, where this is often not the case in the scientific sphere of medicine.

What do you like least about being in business?

Perhaps the fact that business is all encompassing and it involves a lot of hours and a lot of your time and thought, even when many other people have clocked off work.

How do you market your services/products?

We have a marketing plan and amazing staff around this specific aspect of Zambrero. It is a many pronged approach which includes; digital media, press, television and radio.

How do you keep your creativity flowing?

To be inspired! To be inspired by people, places, things, organisations, books and movies.

What's in store for the rest of 2009?

Zambrero Fresh Mex Grill will be expanding nationally and have 10 stores across NSW, ACT., S and VIC.

The Emagine Foundation is opening schools and bringing I.T. facilities across Australia as part of our new triple E campaign. The first of these centres begins in Kowanyama in QLD.

What advice do you have for young people out there trying to start a business or community project?

When you are starting something it's important to get great advice from as many people as you can. Also be bold and clear about what you want to achieve, the person you might be sitting next to on a bus or a lift might be the missing link or the secret agent who can take your dream to the next level and help you be successful in business or a project faster. I would also advise people to be passionate about what they want as well as their product and service, this passion will ultimately fuel your will that is the number one enduring quality that is required in start up phase of any business or project.

Check out Sam's websites @
www.zambrero.com
www.livedesign.com.au/emagine



getenterprising

“If you don’t like something change it; if you can’t change it, change the way you think about it”

- Maya Angelou

Protecting your ideas

“From logos & designs to inventions & products, all businesses have valuable ideas that need protecting...”

Read more @

www.flyingsolo.com.au/p307484341_How-to-protect-your-ideas.html

Free professional services to take your ideas to the next stage

Small business owners & operators can get help to build on their bright ideas through the NSW Innovation Advisory Service.

**Find out how @
www.ausinvent.com
or 1300 411 417**

Youth Week Design Comp

Youth Week NSW is looking for aspiring young designers to help create the look for their website, posers & other promo materials. Be funky, be creative, & help spread the word about Youth Week!

**Details at:
www.youthweek.nsw.gov.au**

Greening your business

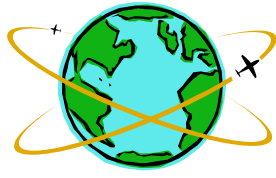
“Greening' your business is not only good for the environment, but can save you money and give your business a competitive edge...”

Read on @

<http://www.abc.net.au/catapult/basics/s2036361.htm>

Thinking of starting a biz?

**Got a biz idea but not sure what to do with it? Some good planning will soon help you get that idea into action! For the answers to some common FAQs head to:
<http://tinyurl.com/64ytqb>**



getglobal

“Every moment is an experience”

- Jake Roberts

KINDED - a movement inspiring kind acts. Get a KINDED Card, pass it on with a kind act, then track how far your chain of KINDness travels across the globe! Get started by printing your KINDED card online @ www.kinded.com

Have you manufactured & designed a product for sale in Australia?

Check out the International Design Awards 2010; recognising product design & innovation excellence.

www.designawards.com.au

Entries close 1st Dec 09

Do something meaningful this coming holiday season

Youth Challenge Australia provide overseas & Aussie volunteer opportunities for young people aged 18-30yrs. Find out about their programs & how you can get involved @

www.youthchallenge.com.au

FRANK Team up.date

The FRANK Team helps schools, universities, colleges, councils, govt, youth organisations and corporates to inspire and develop young people and grown ups.

Hip Hip Horray! We've just squeezed in the release of our October issue for you; sorry for the delay. Although many of you have enjoyed the recent school holidays, we've had many a project keeping us busy... what exactly has been going on at HQ you ask?

This month we have run our Power Presentation programs with Liverpool WLP, Outback Pathways and Careers in QLD, The Scotts College, and Career Links Newcastle. We also had the opportunity to work with some amazing young women at the City of Dandenong Young Ambassadors for Positive Body Image Workshop; and ran one of our favourites, our YouthBiz Workshop, with students at St Leo's Wahroonga - a big shout out to all students involved!

As the YESUP Program continues for our 16 young entrepreneurs, we are getting set for our Graduation and Young Entrepreneurs Evening to wrap up the course! We'd love you to join us for this event in Sydney which is sure to be a great networking event; details are on pg4.

Until next time, stay enterprising, and feel free to get in touch with any feedback; we love hearing from IGNITE readers!



ignite

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to join the free email subscription list go to www.frankteam.com.au/ignite or email anna@frankteam.com.au

send your IGNITE story contributions to anna@frankteam.com.au or Ph: 02 9518 6244

IGNITE Editor - Anna La Grassa

and now for the necessary legal stuff...The FRANK Team is not liable for any advice given in this newsletter. The contents of this newsletter are subject to copyright. Reproduction in full only is permitted for distribution to your networks. All rights reserved. © 2009 The FRANK Team

about us...The FRANK Team assist schools, universities, colleges, councils and youth organisations to develop and inspire young people and grown ups!

Through our training, guest speakers and resources, you can develop the skills needed today to get ahead, turn your ideas into reality and create your own inspiring career, life, and biz opportunities.

The FRANK Team is run by

Jessica Kiely, an entrepreneur from a young age with a passion to ensure more young Australians get educated - get involved - and get enterprising.

our training

Our training programs are flexible and unique, fun and engaging, and most importantly created, written and presented by enterprising young people! Whether you're a school, uni, college, youth group, business group, large organisation, or individual, our programs are tailored to your needs - from a 40-minute session, to a half day, full day, or three-day event. Contact Jessica for a brochure on all our workshops at jessica@frankteam.com.au

guest speaking

The FRANK Team are available as inspiring, genuine guest speakers for both small to large groups of people - perfect for assemblies, SRCs, student groups & classes, or corporate functions.

xtra free stuff!

We've also got a whole range of free information, links and articles on our website and at your fingertips to help you build your skills, get connected with the enterprise industry and other successful young entrepreneurs. Now get out there and make your dreams a reality!

for more info>> go to www.frankteam.com.au or ph: 02 9518 6244