

## With Your Success In Mind - Starting A Business With Real World Experience

We all know people that have undertaken many years of college or **business schooling**, some facilities being of high repute, where the espoused statements are that to be somewhat capable of **starting a business**, and of course ensuring it's immediate success, was only through a comprehensive business education. This was "the only path to absolute **financial success**".

Sadly, this is seldom the case. In fact, it is my belief that it is only a small percentage of 'students' that do become independantly commercially successful, and that in fact it is rarely indeed they are in the very subject they trained in or held a commercial direction toward initially. Asking about of my own friends and what they initially aimed at as a career path or a study course, a resounding **nil** were in the path they first selected and studied. Some changes were dramatic.

In fact, in today's world there are an amazing amount of 'degrees with honours' standing behind fast food counters, in building maintenance or otherwise passing time than I could ever believe. So, what happened to the glorious ambitions from nights of study. Where did the potential high-flying business careers of my peers disappear to? Even more to the point. Why?

**Starting a business**, and certainly if it's **with your success in mind**, is actually far less about text book knowledge and far more about **real world experience**, which actually improves over time too.

I've learned that in any venture, especially **starting a business**, that formal education appears never to be directly relevant to the eventual success of the venture, but I will concede that in some circumstances certain advantages could come into play if any form of balanced education has been undertaken. Certainly though it is **not** a fundamental key to starting a business or being successful.

In fact, I seriously believe that if **starting a business** is your goal, then more advantage would come from the help of a business-experienced advisor or mentor than through any college course or academic program. I don't propose that whimsically, but simply because I've been through this situation myself many times over, and totally away from the focus of my own education.

Fortunately I managed to discover a source of 'instant mentor' in ANY field I choose to operate in, where my basic interest in commecial development is greatly assisted directly, albeit often unwittingly, by the quality of direct and focussed experience I 'squeeze dry'. I actually locate and engage these necessary people almost without thinking now, so perhaps I should consider telling others. Why not indeed.

Having myself moved basically away from my initial education direction, I theorise that fault in the educational system is that it 'trains' mostly youngsters. If they had a degree in 'train driver' every ten year old would have that degree. You can see I believe initial ambitions and directions mature with time, so being trained in one field often leaves a graduate qualified at around 25 years old, but for most, at the exact point they will divert their focuss elsewhere as they mature their interests and ambitions. Look to yourself here? Yes?

Sadly, the educational systems current in the free world promote that education is the key to success, yet fail to address the personality trait requirements of ambition, commercial morality, ethics and motivation.

Too many folks with too many half-value degrees based on selective answers...a guessing game with a 25% chance of getting it right. The degree is in danger of becoming an over-rated and false indication of knowledge.

And then we have the other side of the educational wall. The reason for many VERY successful business owners and entrepreneurs to often own very basic education, yet carry amazing commercial talents (or do they?). My theory is that they realise they have no interest or ability in education, so they had better use wits and drive to make the first few thousand...and then their accountant suggests they can afford a professionally educated AND EXPERIENCED business manager. The rest is history. Brains behind drive make money...they just aren't particularly well suited in the same head any more than you can comfortably be both left and right handed. The serial entrepreneur and the strategist makes an unstoppable team.

In each of these two theories the use of experienced mentoring has jumped in and I would like to suggest this creature to be invaluable to anyone seeking to start a business of their own. **Starting a business** needs to be done WITH **real world experience** behind it, with the driver at the helm.

During the course of your plans to establish, and even more so as your business develops, it will become increasingly important that you strike up a solid and open relationship with your professional advisors. They **must** be of a quality that will feed you early warnings, explain technical details and proffer advice and solutions. They must become fully trusted and be of value to you and your business, and be able to take and perhaps give the most direct of criticism in the best interests of your business. A high level of trust both ways is paramount.

Having a mentor or an advisor can be a priceless resource, depending on the **real world experience** of your **business advisor**. Not only can they help educate you on matters of business that you may not be aware of but if experienced can guide you past obstacles before they even become an issue.

Many government and private organizations have been formed for the sole purpose of **providing mentorship** and even business training to the **budding entrepreneur**. A simple search engine crawl will readily provide you with a wide variety of programs to choose from, but do make note that most general organizations are not specialised. If you required specialization you must seek this out or find a skilled mentor.

Make no mistakes about it, education is valuable, especially education that is needed for **you to succeed** in the matters of business, but it is my firm belief that learning from the **proven real world education** of others is more valuable, especially if there is a facility for you to be shown and informed, as opposed to simple book study.

Just a thing to think on:

If you go about your life believing deep down that you are not worthy to be where you are aiming, or that you will probably not succeed, the great contradiction in life is that you will succeed.

**You will indeed succeed in your deep belief that you will fail!**

Think about it.

It is not what you want that will come to be, but what you truly believe you can achieve, that comes about.

**Nathan Howard** is a Business Entrepreneur, consultant and mentor with over 30 years experience at starting and running successful businesses. He has developed a unique step by step process for commercial success that will take any new or established venture to the next level. To begin the journey to taking control of your own future, visit [With Your Success In Mind](#) for more information on [Starting A Business](#).