



Entrepreneurial **Schizophrenia**[®]

*Living with creativity, purpose and passion
- without going crazy!*

by Daniel Comp & Angelina Musik-Comp

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Entrepreneurial Schizophrenia®

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Entrepreneurial Schizophrenia®

About the Author, Daniel Comp

I was born in Cleveland, Ohio, May 16, 1955. I've never known my genetic father. My teenage mother struggled as a single parent. I suspect my childhood was the impetus of my creativity - a solution for days of nothing to do. No siblings, no pets, I remember laying on the floor of my grandmother's kitchen with Lincoln Logs and an Etch-a-Sketch - exploring.

My school years seemed to be a series of experimental physics and chemistry explosions, and the usual emotional rejections, as I was curiosity about science and girls. I sat in the front row of most of my classes, and volunteered for any and all artistic and creative opportunities.

During Vietnam, I studied Nuclear Power and Communications with the U.S. Navy. I greatly expanded my thirst for adventure by seeing the world from a deck of a ship - where the land was always just over the horizon!

In my twenties I struggled with a sense of purpose, direction and meaning. A simple prayer and a tragic fall from a glacier became a 'life-changing' experience. I learned what being a quadriplegic was about - and that miraculous healing could be really 'up-close and personal'.

I've had a thirst for learning as long as I can remember. I've learned character from dead people, in hundreds of books, and dozens of symphonies. I've learned from compassionate mentors to follow my 'knower'. I've learned that there's a time to listen, to speak, to duck, to stop, to turn and to slow down - and above all, to be patient ALL the time.

Through a lifetime of learning, ***I've found that we are more than our accumulation of knowledge. We are rich with experience, and plagued by our fears. We're often immobilized in life, hardly knowing our capabilities, and we are each our best challenge.***

For three decades I've been an entrepreneur. As a building designer and contractor, my crews created ten of million dollars of projects in the built-environment. I've been a contributing foot soldier of the web since '97 with



Intelligent Network™ and with Angelina Musik's two-time SBA award winning MOMtrepreneurs™. I've created tools in use by hundreds of entrepreneurs, start-ups and giants like UPS, RiteAid, Starbucks and Microsoft, but none of it comes close to the joy I get being with David and Carissa, my kids, now grown and accomplished artists and athletes. They above all things are the 'reward'.

I'm an outdoor fanatic for windsurfing, kiteboarding, snowboarding, trans-America cycling, glider soaring, and any opportunity to play with my kids.

To summarize; my life has been a series of 'best efforts' in honoring God through creativity, investing in other people's dreams, creating memories with loved ones, and being aware that each moment is an opportunity to 'Make a Difference' for someone, somewhere.

I hope Entrepreneurial Schizophrenia® will do that for you. Thanks for reading the book. I encourage you to participate in a workshop where you'll meet other cases like you, yourself and your boss! ***All of us look forward to meeting all of you.***

Daniel Comp

A large, stylized graphic of the numbers 1, 2, and 3 in a dark grey color. The numbers are overlapping and have a slightly irregular, hand-drawn appearance. The '1' is at the top, the '2' is in the middle, and the '3' is at the bottom. They are positioned on the left side of the page.

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Small Business IS personal



The timing of events - like accounts receivable and new client decisions are dictated by their viewpoint and sense of urgency. Sometimes we need to step back, let go, and let things come to us - like our passion. Another way to say this is to let our dreams have their gestation period. This is because the answer, the key, the secret is inside of us. It's not something that we can reveal by forced effort. It's something that will come from deep within our heart. It'll come in a whisper or a surprising 'aha' moment in the midst of chaos.

On day forty of the first Trans-America ride, I stopped to visit with Oprah Winfrey at Harpo Studios in Chicago. Standing that morning on the 'Loop', listening to the screeching steel wheels of the overhead commuter trains mixed with the sound of jackhammers and honking cabs and early commuter traffic, I remembered the story of the Chinese sage hearing a cricket in a similar flood of chaos. The point of that story is to learn to hear even a cricket in such a situation, so you can follow the whispering of your heart; "come this way. Follow me."

By quieting my head and letting go of my expectations, I was able to be just in time to see a miracle. Call it provision. Call it direction. Call it luck or a change in plans. Learning let your passion, purpose and destiny **find you** is a significant part of entrepreneurship.

Don't keep pushing in when the door opens out.

(P.S. - Oprah was out for the day, but I ended up staying the night at Engine House 49. That was the miracle!)

Small Business IS personal

CHAPTER 1 - PART 6

Measuring Your Wake

I believe that business is very personal, and therefore will ask you a personal question. How are you going to measure your success as an entrepreneur? By the dollars? By the gross revenues? By the number employees? By how busy you are? By your production capacity? By the number of quotas you've met? By your efficiency?

I propose that the most satisfying way of measuring your success as an entrepreneur is by the observation of your 'wake' - your 'sphere of influence'.

Think of your life like a sleek and well cared for boat moving through the water. The boat's sail converts wind energy into momentum of the hull. In the process, from the bow of the boat, a wake is created that moves away from the moving boat - touching other boats, and eventually reaching the sand on the shore, sometimes long after the boat that created the wake is out of sight.

View this analogy in three dimensions and you have an even better model to learn from. Graham Kerr, the former Galloping Gourmet, talks about a 'sphere of influence'. This is a visual way to imagine how our decisions touch other people, no matter how distant they may be. We frequently affect people that are close to us; like our partner and children. We occasionally interact with those in the next layer, like an employee or vendor we



How do you measure your success as an entrepreneur?

Small Business IS personal

In each layer, name some of the people in your Sphere of Influence. How are they and you affecting each other? (+, -)

deal with, day-in and day-out, and then further away are those indirectly affected by our business beliefs and decisions. From close and frequent interactions to distant and occasional impressions, that's a sphere of influence.

So, whether we see our life creating a surface wake through time, or producing highly charged three dimensional spheres, our beliefs, attitudes and behaviors do affect people. The way we live, the way we deal with our challenges, and the way we measure success has an influence on other people - for good and for bad.

My son David and daughter Carissa have taken the risk to follow their heart's desire. Carissa is a Professional Snowboarder in Colorado. She's been recruited by Roxy and is living her dream. David is an IKO certified Kiteboarding Instructor in Maui, Hawaii. They have chosen to go in their unique directions, I believe, because I've lived in such a way that demonstrates that we're the most fulfilled when we're following our 'internal knower', especially when we're trying to deliver the greatest amount of service to the largest number of people.

I can remember very clearly sitting on the linoleum checkerboard floor of my grandmother's kitchen working with Lincoln Logs and Erector sets.

I can hear the happy finches in their cages above me and smell the great food she always seemed to be baking. To this day, I build things. I love creating simple yet fabulous meals, software and graphics. I create things because doing so has brought me joy ever since I was a toddler.



Small Business IS personal

In your life, what has brought you the most joy? What areas of labor that you've done or imagined that have affected the greatest number of people - bringing them joy and pointing them toward a higher purpose? Where have you made the most influence on the greatest number of people? What makes you grin or giggle?

Your answers are very strong hints for the direction that you should look into expanding. This book will help us together figure out a way to make it profitable for you to affect those in your wake, or your sphere of influence, and to extend that into your community - and possibly across the world. The answers will help you find the greatest joy, and therefore be able to measure the greatest amount of success in your life - and that's my point.

I hope you understand that the acquisition of things or the completion of projects - no matter how big they are - they don't compare with how it affects your family, and your children, and those around you. Take this lesson from my 30 years of entrepreneuring: the greatest thing that I've ever created has come by way of the influence I've had on my children, my partners, and now you.

Thanks for bringing me joy!

"In the conventional theory of business, we've created a one-dimensional entrepreneur. We've insulated him from the rest of life, the religious, emotional, political, and social. He is dedicated to one mission only - maximize profit.

He is supported by other one-dimensional human beings who give him their investment money to achieve that mission.

Today's world is so mesmerized by the success of capitalism it does not dare doubt that system's underlying economic theory.

Yet the reality is very different from the theory. People are not one-dimensional entities; they are excitingly multi-dimensional. Their emotions, beliefs, priorities, and behavior patterns can be compared to the millions of shades we can produce from the three primary colors."

***Muhammad Yunus;
Nobel Peace Prize winner
and Founder of the Grameen
Bank - known for micro-
lending and the battle
against world poverty.***

Where have you made the most influence on the greatest number of people? What makes you grin or giggle? Where's your 'happy place'? What are you doing when you feel a sense of God's joy?