



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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CHAPTER 4 - PART 15

HOW TO WIN FRIENDS AND INFLUENCE PEOPLE

- Principle 2

GIVE HONEST AND SINCERE APPRECIATION

"I consider my ability to arouse enthusiasm among my people... the greatest asset I possess... and their name is the sweetest and most important sound to them in the world."

"Every man I meet is my superior in some way. In that I learn of him."

DALE CARNEGIE

Giving Recognition

If a rumor can substantially injure a company, I believe that authentic recognition can bring life back to a company. Recognition is simply finding something wonderful to say about your client, an employee or a partner. It's a public reward that people seldom receive over an entire lifetime.

A curious thing I've seen is that people will work harder for recognition than they will a paycheck. Guy Kawasaki, in 'Selling The Dream', tells a story of the 100 club at Apple. People that work more than a hundred hours a week, get a T-shirt. They are then seen walking around the office wearing a T-shirt with a '100 Club' logo. What would drive a person to do this?

Recognition.

Media, Marketing and Web Technology

Can your business authentically recognize an accomplishment, a contribution or something a client has done in such a way that they felt rewarded, and at the same time, that could be good for marketing? Yes!

By publicly recognizing your best clients or employees on your web site, in a newspaper or magazine, you'll find they forward the article or share the story with friends and family. In doing so, they contribute to your word-of-mouth marketing efforts - free to you.

In the WesTex Allied web site (www.westexallied.org) we make a good effort to interview and feature every sponsor, contributor, client and participant so that they want to continue, and others are attracted to being a part of the rural community economic development model. Recognition rewards the contributors, and creates more of a team or family atmosphere - which increases the longevity of the project and the reach of the success story distribution. Recognition is a tool that leverages our desire to create win-win-win relationships.

Many social networking magazines take this idea to the edge of a cliff. The people photographed at a social event, and included in a 'free' publication help circulate the magazine because their ego is stroked. I've seen many cases where recognition isn't for an authentic deed or noteworthy effort, and I bet you have too. Never the less, most of these publications do very well financially because the advertisers get great impressions - because people are hungry for significance and recognition.

Take care to recognize worthy items and you'll veer away from manipulation. This will help your reputation in the market and encourage your peers. It will also bring life to the bottom line of your business. If you cross the ethical line though, you'll find a lot of damage to repair that could take years to undo, so be very careful that your praise is real.

Network marketing firms practice and teach recognition as a skill required for success. People will often stay in a non-profitable business relationship simply for the peer recognition - that says a lot about our need to give and get it.

Start by being a giver! Who do you know deserves some recognition? Your partner? Your children? YOUR BOSS?

Start by listing them - now!

Working as a Couple

CHAPTER 6 - PART 22

ed-i-fi-ca-tion n.

Intellectual, moral, or spiritual improvement; enlightenment.

Etymology: Late Latin aedificare to instruct or improve spiritually, from Latin, to erect a house

rec-og-ni-tion n.

Recognition (re+cognition) is a process that occurs in thinking when some event, process, pattern, or object recurs. Thus in order for something to be recognized, it must be familiar. This recurrence allows the recognizer to more properly react.

Edification and Recognition

Edification and recognition are two of the most powerful tools I've ever practiced. They can heal a hurting relationship, and keep an intimate one flowering.

Edification is 'building' or 'erecting'. It has to do with improvement, rather than criticism. It's focus is on building up rather than tearing down.

Recognition is 're-thinking' or 'bringing to mind again'. This is a two-step cognition. First, become aware of something. Second, become aware that you're aware.

Combined, and presented to your partner with sincerity and love, both of you win. I really know!

Once in a while I'll initiate a dialog over coffee or a meal when I recognize a unique and appreciated gift Angelina has. I'll be sure I have her attention, and that we have good eye contact, and that she's open and available to talk. Then I'll share what I'm feeling, something like;

"Honey, I was watching your interaction with the client today, and I saw how great you are at making them feel confident, important and worthy. You are so compassionate and patient. I really appreciate that. You have a way of making them smile, and helping them learn new things, and to take risks outside their comfort zone with your encouragement. Well done. Keep it up!"

If the phone hasn't interrupted, or the cat done

Working as a Couple

something for attention, then she'll feel what I'm feeling - something about herself, and it'll be cemented in her consciousness as something people see in her. Guess what, it also becomes more practiced and visible!

I just got off the phone with my daughter Carissa. We were talking about her work with Roxy. I acknowledged that her feelings about not going the 'college' route are valid, and that she has what it takes to get any degree, even a doctorate.

"Carissa, I've known you since birth. I've watched you challenge yourself, and then put in the effort, and come away a champion in everything you've desired. You're brilliant enough to do the academic thing, and that's why you're successful today. The students asking how you got such a cool job don't really want to know what school you graduated from. They want to know how they can get such a great break as you did. Tell them about your injuries, your sacrifices and what your passion is. You're fabulous! And, she starts laughing; "you're right. I just freak myself out thinking I'm missing something that I can't get later."

Edification and recognition start in your head. For them to be authentic, you have to express what you're feeling. There's no faking it. You have what it takes, as proven by the fact you are listening to what I'm saying. You're pretty special to have dug into this book, following a curious nudge in your spirit. Recognize this gift. The next time you see yourself in a window reflection, or the bathroom mirror, remind yourself. If it seems a bit too weird tell your boss *"How astute. You are perfectly right, AND we're following instructions. Have I told you...?"*

In order to speak recognition and edification to someone, we must recognize the attribute we admire. In many cases, cognition requires ownership. For example; C.S.Lewis points out that in order to deny the existence of god, one must be able to define what God is. And, if one can define it, then it must exist. "Apples cannot exist without a description of an apple"

Likewise, great character recognizes character in other's. So... Go get it, and you'll see much more of it in other's!

What is it about your mate that is noteworthy? What about them attracted you and inspires you to be like them? Now, go tell them so!