

# EP10 ENTREPRENEURIAL PROFILE 10™

## SEAN CLAUSON

### YOUR ENTREPRENEURIAL PROFILE 10 REPORT

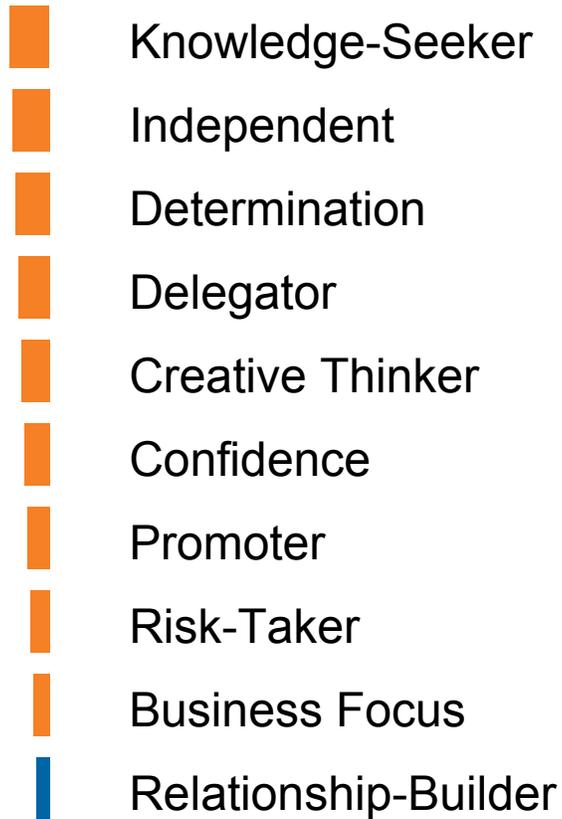
Gallup identified the 10 talents of highly successful entrepreneurs. This report presents the intensity of your entrepreneurial talents in rank order.

This report does not determine whether you should start a business, but rather how you can apply your talents most effectively in an entrepreneurial endeavor.

**Entrepreneurship is the art of creating customer energy where none existed.**

You can use entrepreneurial talents to start or grow a business. Alternatively, you can apply these talents while working for an employer or pursuing higher education.

Use this report to focus on your dominant talents. Seek support and partnerships for your contributing and supporting talents, which will improve your potential for success in an entrepreneurial role.



**Dominant:**  
You have a high level of this talent. You consistently and naturally lead with this talent to achieve success.

**Contributing:**  
You show some evidence of this talent. You must deliberately apply this talent to achieve success.

**Supporting:**  
You do not lead with this talent. You should reinforce this talent with partnerships and support from others to achieve success.

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■ Dominant

■ Contributing

■ Supporting

### Knowledge-Seeker

**Definition:** People who are especially talented in the Knowledge-Seeker talent understand that information is a valuable asset. They have a deep desire to acquire knowledge about all aspects of their business. They search for new information to solve problems and succeed in complex business environments.

**Your Talent:** You are likely a natural student, seeking information to constantly improve your business. You actively acquire detailed knowledge about all aspects of your business. Use your talents to anticipate the knowledge you need to improve your business.

### Independent

**Definition:** People who are especially talented in the Independent talent can single-handedly start and operate a business. They rely on high energy and extreme commitment to succeed in the grueling grind of business creation. They firmly believe their actions decide the fate of their business and are motivated to make things happen.

**Your Talent:** You likely prefer to rely on yourself when it comes to accomplishing your business goals. You use your strong sense of responsibility to handle multiple tasks successfully. Depend on yourself to get the job done, no matter what. Use your self-confidence to convince others to work toward a common goal.

### Determination

**Definition:** People who are especially talented in the Determination talent pursue their goals with tenacity. They are intensely committed to success and are eager to take quick action. They rely on high motivation to turn adversity into opportunity. They can see beyond roadblocks and visualize a better future.

**Your Talent:** You likely have a great work ethic. You tend to thrive in high-pressure situations and are eager to make decisions and act quickly. Continue to confront obstacles directly. Remain undeterred by failure. Use your natural enthusiasm and energy to convince others to give you their best efforts.

### Delegator

**Definition:** People who are especially talented in the Delegator talent can trust and empower others to help grow their business. They know what their employees do best and position them to take responsibility for tasks at which they are most likely to excel. They can relinquish control and focus on growing the business.

**Your Talent:** You likely understand that for your business to be successful, you cannot do everything yourself. You appreciate the importance of teamwork. You tend to identify special abilities in other people and work well with them in a way that contributes to the success of the business.

### Creative Thinker

**Definition:** People who are especially talented in the Creative Thinker talent have a curious intellect that helps them constantly imagine new products, services, and solutions. They are quick learners who explore various options and consider novel solutions as they anticipate the future needs of their customers.

**Your Talent:** You are quick to try new things and learn about different ways to accomplish your business goals. Your natural curiosity leads you to ask the types of questions that uncover potential new products or services for your customers. Always ask questions and consider a full range of ideas and solutions to challenges.

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### Confidence

**Definition:** People who are especially talented in the Confidence talent are keenly aware of their abilities. They harness this awareness to take quick and decisive action. They seize opportunities knowing they will succeed and use their talents to persist in the face of uncertainty and failure.

**Your Talent:** You likely have a clear and accurate appreciation of your actions and abilities. You use this awareness to build trust with and have influence on others. You use your talents to build relationships with people who can help you achieve your business goals.

### Promoter

**Definition:** People who are especially talented in the Promoter talent speak boldly on behalf of their company. They consistently communicate a clear vision of their business to customers and employees. They are great salespeople with an ability to form deep relationships and convince others to follow their well-defined business growth strategy.

**Your Talent:** You are a natural leader and a forceful promoter and defender of your business. You tend to speak boldly on behalf of your business. You can powerfully communicate your point of view. Use your clear, strong voice to convince others to implement the decisions you make for your business.

### Risk-Taker

**Definition:** People who are especially talented in the Risk-Taker talent embrace challenges with enthusiasm. They have a strong, charismatic, and confident personality. They naturally focus on the rewards of success instead of potential failure. They emotionally connect with customers and exceed their expectations.

**Your Talent:** You likely show enthusiasm and positivity when taking on challenges. You are ambitious and charismatic. Your self-confidence allows you to see past barriers and assume success. Harness these traits to set and accomplish your business goals.

### Business Focus

**Definition:** People who are especially talented in the Business Focus talent couple sharp business instincts and a fascination with making money. They have an uncanny ability to look at data from which they can form unique insights. Ultimately, they evaluate decisions through the prism of profitability.

**Your Talent:** You naturally think about things with your business in mind. You judge the value of an opportunity, a relationship, or a decision by its effect on your business. You are profit-oriented in your decisions and actions. Continue to establish and achieve clear goals and seek new opportunities for your business.

### Relationship-BUILDER

**Definition:** People who are especially talented in the Relationship-BUILDER talent have strong interpersonal skills that allow them to build a robust and diverse personal network. They rely on relationships to access resources and information essential to the success of their business.

**Your Talent:** You are at your best when your positive attitude shines outward. Meet people and convey your authentic enthusiasm to help you create mutually beneficial relationships. Creating and sustaining such partnerships is crucial to the success of your business.