

4 Pillars
of
Spiritual
Entrepreneurship
"Know Thyself."

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Four Pillars of Spiritual Entrepreneurship

- Belief and Character
- Vision and Adaptability
- Passion and Skills
- Faith and Focus

Belief
&

Character

Beliefs

- Are base building blocks of your life
- They form the basis of your outlook and serve in establishing your internal map of reality.
- your beliefs will always serve to shape your character.
- Align your business and your operations with the belief you feel is most likely to come true, or is already a reality
- I believe in GOD
- I believe that people can grow and change for the better
- I believe in human potential-hard wired for success
- I believe that the universe will ALWAYS converge to assist me
- I believe things always work out for my good-CERTANITY
- I believe in ABUNDANCE

Character

- Is the higher expression of your foundational beliefs or worldview
- Character is the out-picturing, the manifestation of your beliefs.
- Character serves to shape how others perceive you and whether they will follow you in business,
- Character determines whether people will honor your opinions, or even purchase your products
- Character supports the ceiling of whatever structure you own, operate or manage.
- Developed character from youth
- Spiritual pursuits (Christian and kabbalah student)
- Solid spiritual practice strengthens business
- I am a loving person
- I am open and flexible
- I forgive easily
- I am generous

Vision
&

Adaptability

something BIGGER than you

What is a vision?

- “A VISION is a spiritually inspired imagined ideal experience you want more than you fear change”.
- Spiritually inspired: when a vision is discovered through inner stillness – instead of brainstorming or logic.
- Imagined: a vision is creative, something that hasn’t existed before, living in imagination before taking form.
- Ideal: a vision is a stretch beyond what seems logically possible, an over-the-top dream.
- Experience: a vision isn’t a goal or an intention but an experience you want to live in.

Vision

- Comes from a higher consciousness
- to take an “insider’s look” at the future of your business and how that future can benefit both you and humanity.
- Larona “its your world”
- “helping people of the world RELEASE their potential”
- Constant
 - re-align
 - reshape
 - reclaim
 - The Visioning Process is a never-ending affair

Adaptability

- Is incredibly important as the vision evolves and your business grows, and becomes more profitable
- Is process of checking in with the vision and discerning which steps, re-organizations, or changes in operation will move the company closer to the fulfillment of the vision in the current environmental conditions
- The willingness to consider a different perspective to a situation other than what's always been done before
- Are willing to allow the **Highest Vision** of your company to serve you in building a company that is adaptable to the ever shifting world around you.
- Started Private Practice (6mnts)
- Moved to Associate Consultant in Human Capital (1yr)
- Set up my own business
- Started in Wellness; Competency assessments; Team Effectiveness; Integrated Talent Management; Leadership development (12yrs)
- Partnerships and sister companies
- Grew the team as demand grew-challenges
- Visions of Directors differ or conflict

Clarity
of

who you are

The Idea and the Brand

1. Who are you?
 - *What words would people use to describe you when they meet you?*
 - *What is your person stand for?*
 - *What are you known for?*
2. *What is the idea of who you want to be?*
 - *In a perfect world who do you want to be?*

The Idea and the Brand

What is your personal brand?

- If you were a shelf product what are you all about?
- What makes you different? Why would anyone deal with you?
- It is 200 years from now and a man is wandering through a graveyard. He sees your grave. He stops for a moment to read the headstone. In once sentence it encapsulates everything you ever wanted in your life. What does it say?

Passion

&

Skills

Passion

- The passion is the fuel that fires our engines.
- It is that spirit within us that makes getting out of bed a pleasure rather than a chore.
- Serve yourself by sharing and expressing your passion for your business
- Serve the business by allowing others to serve you in those areas that drag you down, wear you out, and cause you to question why you are in this business to begin with.

Passion & Competence

- Don't get lost in a maze of requirements, objectives, and tasks that you simply have not developed the skills to accomplish.
- Focus on your passion, what you love, what brings you joy, what you do best, and outsource the rest.
- When you build from a position of passion and focus upon only the skills you possess or can easily develop you support others by allowing them to bring their gifts to your company

Unique ability

- *What is your unique ability?*
 - *Something that you love and you are good at it*
 - *e.g . Tiger Woods*
- *What are you **Passionate** about and **Good** at?*

Passion

- *What do you really love?*
- *What drives you ?*
- *What gets you out of bed ?*
- *If you could do anything in life what would you do?*
 - If you're stuck deciding which job to do or which career to follow, think about this: If you had just 4 weeks left in the world, what would you do? Honestly answer this and you're probably not far off realising what you should be doing now!
 - *List all the things and rate them out of 10*

Competence

- What are you competent at?
- What is it that you are good at?
- Where do you have a high level of competence?

- *Write down things that you are highly competent at? Rate out of 10*

Unique Ability

	High	Developmental Area	Unique ability Zone Passionate and competent
competence	Low	Restrictive	Proficient Zone Good at but don't enjoy it Need to work on moving out of it
		Low	High
		Passion	

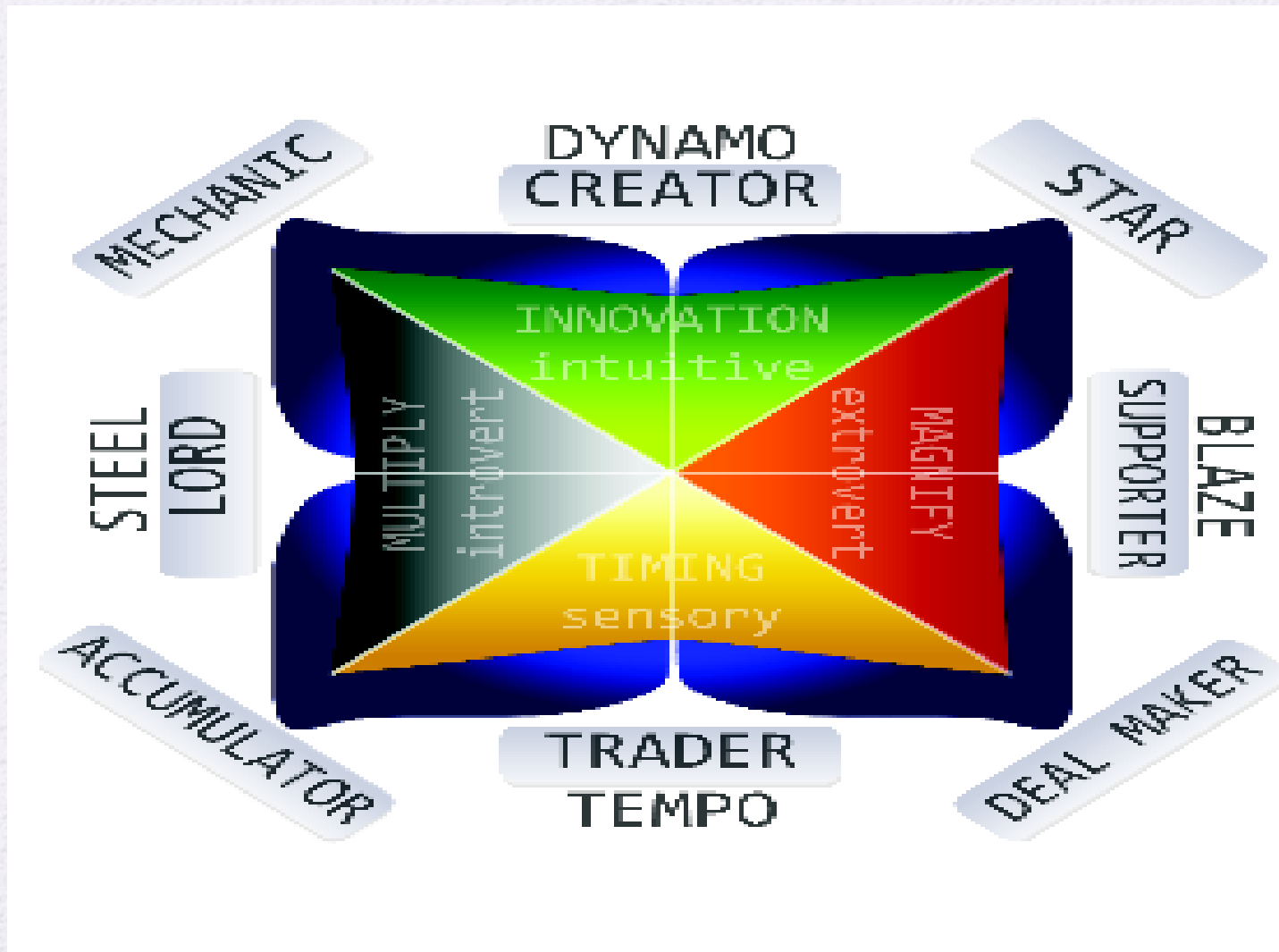
Wealth Dynamics

Wealth Dynamics

- Wealth is not about money
- Wealth is about the ***personal path of least resistance***, when we are following our **flow**, whether we are getting paid or not we know it is the right path for us
- Who are we? not what we do
- Not who you are but who you play the game with
- Not where you are coming from but where you are going to

Wealth Dynamics

Who are the important people to your profile?



Wealth Profile

- 1. **The Creator** - Builds innovative products Examples: Steve Jobs, Walt Disney, Richard Branson
- 2. **The Star** - Builds an influential brand Examples: Oprah, Paul Newman, Bill Clinton
- 3. **The Supporter** - Builds high performance teams Examples: Steve Ballmer, Jack Welch
- 4. **The Deal Maker** - Brings deals together Examples: Donald Trump, Rupert Murdoch
- 5. **The Trader** - Buying and selling commodities Examples: George Soros

Wealth Dynamics

- **6. The Accumulator** - Buying and holding assets Examples: Warren Buffet,
- **7. The Lord** - Controlling cashflow producing assets Examples: Lakshmi Mital,
- **8. The Mechanic** - Creating a duplicatable system Examples: Michael Dell,

The Teams and Partners

Advisors	Financiers	Advocates
Peers	Supporters	Strategic Alliances

Passion & Competence

- 4 Pillars of Spiritual Entrepreneurship is all about working smarter rather than harder
- When we allow our passion to determine which skills we develop life and
- Our business becomes a ***work of art*** rather than an albatross of frustration, suffering or drudgery.

Faith & Focus

Faith

- **Faith** is the substance of things hoped for, the evidence of things not seen.
- **Faith** is in some ways walking from the visible to the invisible.
- Ultimately having **Faith** means we are willing to look beyond the worldly, materialistic view of our life, our business our world, and see something different.
- We are being called to see the world as we wish it to be rather than what we believe it to be in this moment.
- In business we have faith that our products or services will sell.
- We have a visible product and we walk into the invisible world of sales and marketing
- Our employees must have faith their job will exist tomorrow
- Our vendors have faith we will pay our bills on time
- . Our customers have faith we will continue to provide them with the goods and services they desire.
- Most importantly we, as owner, executives, and managers must have faith in the economy, local and/or federal governments and the quality of our products. .

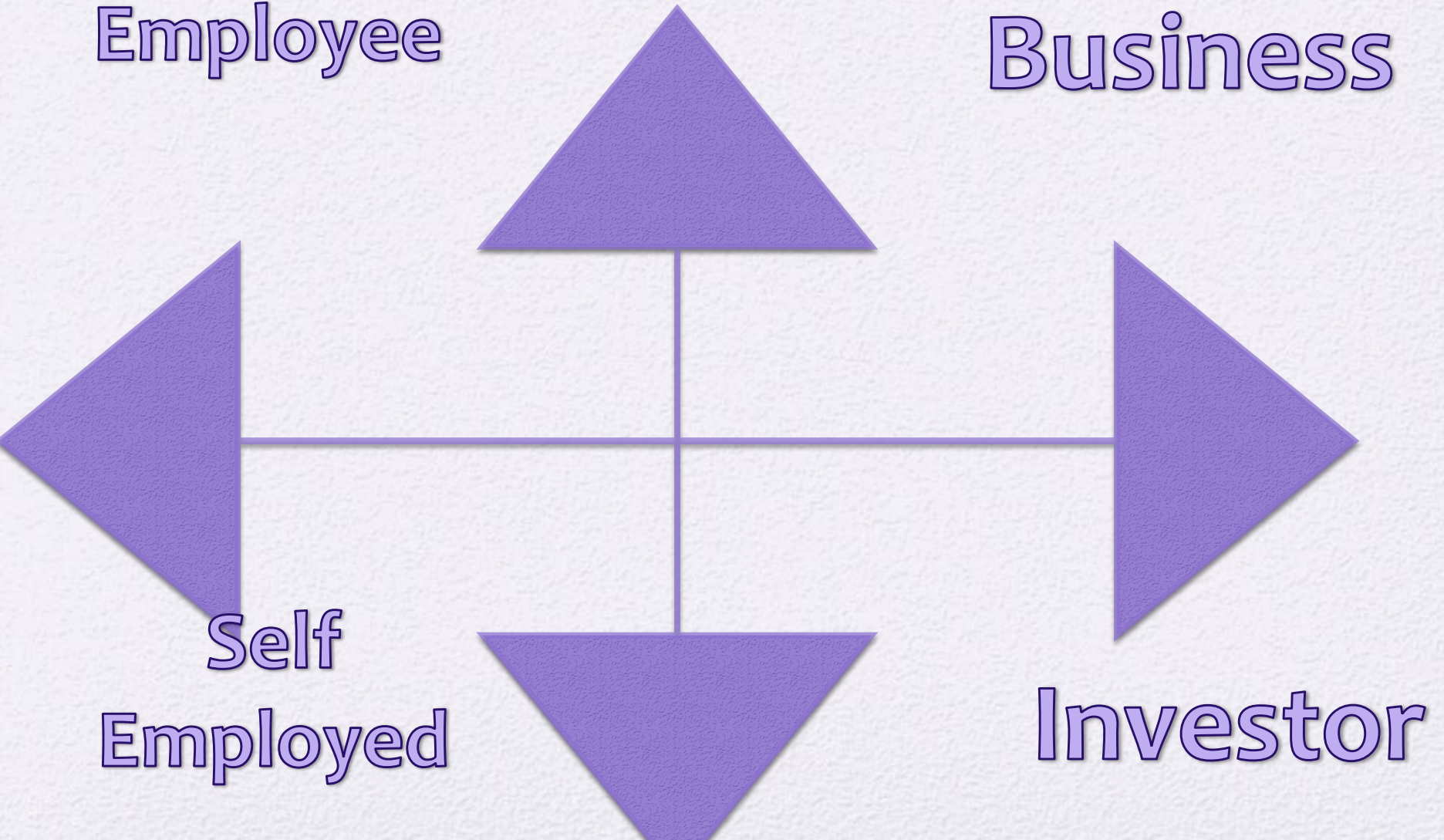
Focus

- Our **Focus** must be on that which we desire to experience as the truth of our life, business, company, or organization
- “What we think about is what we bring about.”

Quadrants

Employee

Business



Self

Employed

Investor

The Scale of Success

The Scale of Success is a business tool based on the work of Pythagoras

- The Scale of Success follows the flow of business and takes you through the major scale of business cycles and sets the scene for you to plan and understand every component of business.
- **Idea** - Everything starts with an idea that is quality and magnifiable or multipliable
- **Brand** - Understand the power of branding and what makes a brand desirable
- **Team** - WHO is the most important question in your business. You are your team
- **Partners** - The quality of partners, affiliates, alliances will impact your revenue

The Scale of Success

- **Equity** - What gives a business real value and how do you value a business
- **Acquisition** - Acquisition of people, premises, equipment or other businesses
- **Cash Flow** - What are the cash flow strategies to really turn on the tap
- **System** - Franchising and Licensing, what is the way to systemise to maximise.

- **SOURCES:**
 - Rock your life/business
 - Inspired business



THANK YOU
