



# Entrepreneurship – Nature or Nurture?

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“If you think that you are too small to make a difference, try going to bed with a mosquito in your room.”  
Dame Anita Roddick (1942-2007)



Entrepreneurship is about GSD

Get Stuff Done



# Ten Steps to your GSD

Celebrate  
Success

Take  
Ownership

Get Visual

Continuously  
Course  
Correct

Solicit Superb  
Support

Pay Attention

Toss  
Toxicity

Persevere

Log on the  
Law of  
Attraction

Pump up the  
Positives

I am like a surf rider, carried forward on the crest of a wave. The wave bearing me has scarcely started its run; those who thought it was slackening, spoke too soon. I am poised now, in the precarious but exhilarating balance that is the essence of real living, the antithesis of mere existence. Behind me roars the reef we have already passed; beneath us the great wave, as yet barely flecked with foam, lumps its back still higher from the sea. And ahead ...? We cannot tell; we are too far out to see the unknown land. It is enough to ride the wave.



Setup  
Network365

Bought  
By  
Critical Path  
1999

Redundancy

Moved to  
Holland  
Started MBA



IPO Nasdaq  
1996

Co-Founder  
Setup 1991

IDA Grant Aid

Messaging  
Products

# The Power of Networking



“Position yourself as a center of influence - the one who knows the movers and shakers. People will respond to that, and you'll soon become what you project”.

Bob Burg



Raise Profile

**Network 365**  
**The Early Days**

Accountants

Enterprise  
Ireland

Lawyers

# The Power of Networking



“The successful networkers I know, the ones receiving tons of referrals and feeling truly happy about themselves, continually put the other person's needs ahead of their own.”

Bob Burg



**Pass the baton**

**Setup  
Network365**

**Acquire  
iPin  
Birth of Valista**

**Angel  
Financing**



**3GSM  
Award**

**First  
Customer  
(Digicel)**

**International  
Customers**

**VC Financing**

# Do it Anyway!

People are often unreasonable, illogical, and self-centered; Forgive them anyway.

If you are kind, people may accuse you of Selfish, ulterior motives; Be kind anyway.

If you successful, you will win some false friends and some true enemies; Succeed anyway.

If you are honest and frank, People may cheat you; Be honest and frank anyway.

The good you do today, People will often forget tomorrow; Do good anyway.

Give the world the best you have, And it may never be enough; Give the world the best you've got anyway.

You see, in the final analysis, It is between you and God; It never was between you and them anyway.

It is said that Mother Teresa had this on her wall