



# Book Review

TITLE: **EntreLeadership**

AUTHOR: **Dave Ramsey**

DATE: **June 2023**

## PRE-READING

Why are you reading it? Was it a recommendation? What do you know about the topic? Flip through the book - is there anything that catches your eye?

This is another book that has been on my shelf for years. I used to listen to Ramsey's radio show and while I don't agree with everything, I like how he tackles things in a tangible way. I've always been intrigued by his concept of EntreLeadership.

## A-HA MOMENTS

What a-ha moments did you have when reading?

- EntreLeadership is the combination of Entrepreneurship and Leadership which I love.
- "Businesses and entrepreneurs have become experts at micro-waving rather than Crock-potting their business plan. They are so worried about the moment, Q1 or Q2, that they lose their vision and their soul." (p. 87)
- Ramsey talks about successful people who didn't find success until later - I'm not too late - "the decade of your fifties is likely to be the greatest income decade of your life if you don't quit dreaming and looking for your passion." (p. 119)

## QUESTIONS

What questions do you have after reading that you want to investigate?

- How can I use the decision-making checklist on p. 78?
- Ramsey states that September and October are almost as big as January for self-improvement - how can I capitalize on that?
- How can I design my sales process to be customer-centric?

## CONNECTIONS

Can you relate what you read to another book, talk, podcast, topic?

- Position vs real leadership - Collins' 5 levels of leadership
- Ramsey talks a lot about DISC and how to use it to build strong relationships and teams
- Tons of connections to Simon Sinek, Gino Wickman, Patrick Lencioni, Kim Scott and Simon Sinek

## ACTIONABLE IDEAS

What are 2-3 actionable items that you can implement?

- Watch Benjamin Zander's TED Talk
- Define my sales funnel
- Ensure I am signing all contracts as my business and not personally

## POST-READ REFLECTIONS

Did you like this book? Are there other books by this author or on this topic that you might want to read? Would you recommend it to someone? Is there something from this book you want to learn more about?

There were tons of tangible elements to this book. Ramsey is extremely religious and quotes The Bible often throughout the book, but I ignored those and focused on the concepts which were great.