



**The Amazing Entrepreneur
and Their Teams**

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Focusing on the Future

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It IS Your Circus!

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The Numbers “Quoted” Are From:

SBDC Net, US Small Business Administration
& Anything Research.com



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The US Economy Could Not Work Without You!

- Small Business Owners Employ 58.9 million people in the United States!
- In 2015, Small Business Owners employed 47.5 % of the private work force.



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The WOW Factor



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TA-DA!


- There are 30.2 million small business owners in America.
- Small businesses created 1.9 million net jobs in 2015.
- Businesses that employed less than 20 people in 2015 created 1.1 million jobs in the United States.
- 97.6 percent of companies exporting goods for the United States were small businesses.



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We Juggle the Responsibilities AND the Numbers




**Juggling
it All**

Post by Danielle Schultz for
the Free Spins Publishing Blog




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The Merry-Go-Round of Business Ownership!

- List out all the different tasks you manage in a season.
- Now what do you manage out of season?
- Think about the balance of working in your business compared to working on your business.



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Your Industry Facts and Figures

- RV Parks & Campgrounds are a \$3.4 Billion industry (2018).
- There has been a 6% growth in 2017 & 2018.
- Average gross income per RV Park is \$800,000.00 annually, and the average business has **five** employees.

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The High Wire We Walk Daily!

- The median income for self-employed persons is \$50,347.00.
- How many hours do you work per week for this amount? Try not to think of an hourly rate here.
- Benefits?



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Let's Juggle Reality

Metrics	2015	2016	2017	2018	2019
Size (billions)	2.84	3.05	3.22	3.42	?
Total Firms	4,266	4,335	4,395	4,537	?
Total Employees	21,717	22,286	23,043	24,179	?
Avg Revenue (millions)	\$0.7	\$0.7	\$0.7	\$0.8	?
Avg # EE's	5	5	5	5	5?
US Census	And Fed. Stats.				



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We Have Help



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This Takes A Team



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What are the Benefits of Teamwork? Shout it Out!

Pros:

- 1.
- 2.
- 3.
- 4.

Cons:

- 1.
- 2.
- 3.
- 4.

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Team Commitment

To gain commitment of the members of your team you need:

- A clear organizing principle.
- Buy-in of the members to work towards that goal.

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Management of the Team

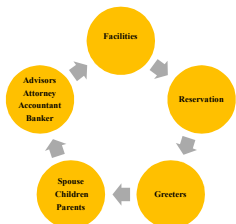
- You need to define why they are a team.
- Create defined boundaries and roles for the members.
- Have clear metrics to show success.
- The three stages: forming, norming, and storming.
- You must have an authentic desire to know each member and what he/she needs to be lead to success.



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Who is on Your Team?



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What Makes Teams Work?

Tools for Master Teams

- Clear goals
- Good communication
- Balance of individual needs vs. group needs



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What Tools Can You Use to Be the Best Team Leader?

Getting to know them:

- DISC
- TK Analysis
- Constant Communication

Relentless execution:

- Clear Goals
- Delegation not Abdication
- Breaking Projects into 30/60/90 Sprints



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Education

Peer Group



Industry Help



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On Behalf of Yogi Bear – I Applaud Your Amazing Efforts! Thank You!



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