



The Institute of Chartered Accountants of India
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Women & Young Members Excellence Committee

Organises

यशस्विनी - An IDOL- Live Webinar



CA. Priti Paras Savla
Chairperson, WYMEC, ICAI



CA. Ravi Kumar Patwa
Vice Chairman, WYMEC, ICAI

Entrepreneurial Mindset & Scaling Vision

By CA Khushboo Manish Reengusia



01

Who is an Entrepreneur??



Rich Dad Poor Dad – Robert Kiyosaki

Entrepreneurial Matrix

CASHFLOW QUADRANT

4 WAYS TO PRODUCE INCOME

LINEAR INCOME VS. LEVERAGED & RESIDUAL INCOME



Most of us are familiar with the upper left quadrant as we have been trained or conditioned to be employees. Being an employee or self-employed makes for about 95% of the population and it creates a huge dependency...**Ourselves.**

02

Icebreaker – Entrepreneurial Map



Icebreaker



Question : Rate your
entrepreneurial thinking today
(scale 1–10)



Categories
1–3 = Playing Safe,
4–6 = Testing Waters,
7–10 = Ready to Scale

03

What Is the Entrepreneurial Mindset?



Definition of Entrepreneurial Mindset

1. Seeing Opportunities where others see obstacles
2. Take responsibility for the Outcome
3. Tolerance of uncertainty and imperfection
4. Vision over confidence
5. Constant learning and adaptation

“Stagnation is more dangerous than failure”

04

4 Traits of a True Entrepreneur



Key Traits

Visionary

Resilient

Adaptable

Value-Creator



05

Top 3 Scaling Myths vs. Truths



Myths vs Truths



—

Myth

1. Need VC to grow
2. more sales = more complexity
3. delay scaling



Truth

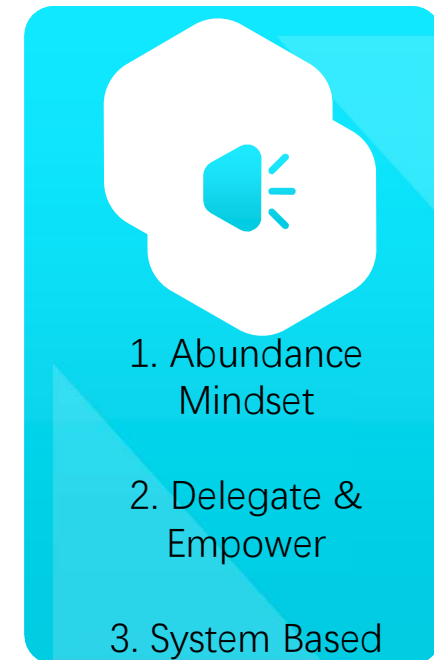
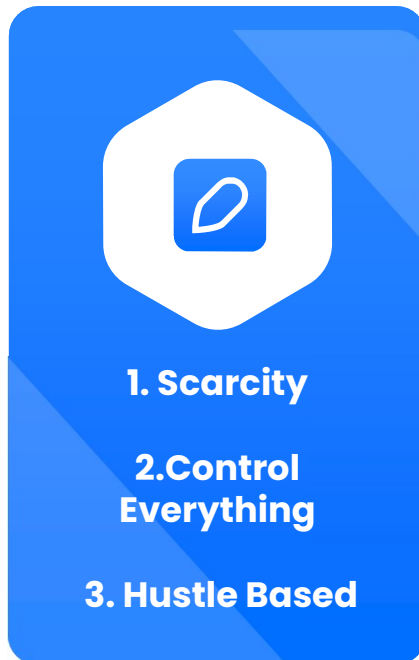
Truth : Systems, not size,
drive scaling

06

Survival vs Scaling Mindset



Mindset Comparison



“Scaling is not more effort, its better direction”

07

Entrepreneur Energy Zones



Energy Zones



01.

ZONE OF CHAOS

02.

ZONE OF COMFORT

03.

ZONE OF CONCIOUS
SCALING

08

Building Entrepreneurial Culture



Cultural Focus

01

Create Leaders not followers

02

Delegate decisions, not just tasks

03

Build Ownership with feedback and
wins

“If you want to go fast, go alone. If you want to go far, go together.”

09

Systems ➤ People Dependence



Importance of Systems



SOPs and process
documentation,

repeatable flows

Scalable Workflows



Create Mindmaps



Design flowchart icons

YOUR LOGO

10

Exercise: 3-Year Vision in 2 Lines



Vision Exercise



Where do you want to
be in 2028?



Why is it
meaningful to me ?



Please take 2 mins to
journal the vision
“Plan the Year”



Read the Book

**One Thing by Gary
Keller**

12

Identify Your Inner Blockers



Overcoming Blockers

Typical blockers
fear of failure, control issues,
feeling unready

write the blocker into
an empowering
belief

Eg.
I can't let go – I delegate
and trust my team
I'm not ready – I am
ready to improve and
start imperfectly
What if I fail – every
failure is a feedback
towards success

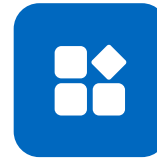
Mindset by Carol
Dweck

13

Key Takeaways: Entrepreneurial DNA



Summarized Insights



Think Bold



Build systems



Lead with Heart

“Don’t wait for perfection . Start with a Level 1 – SIMPLE”

14

Gratitude & Connect



Conclusion & Connection



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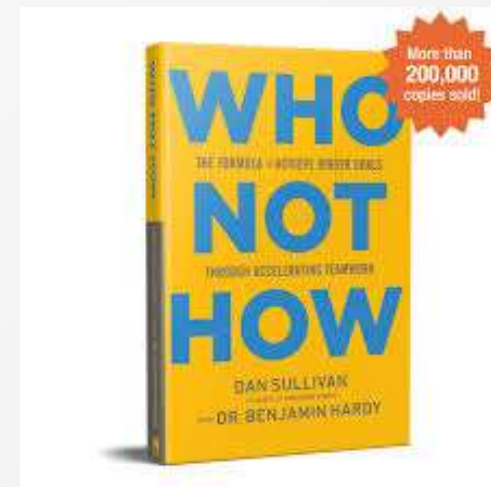
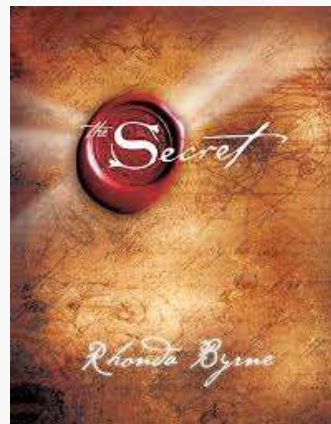
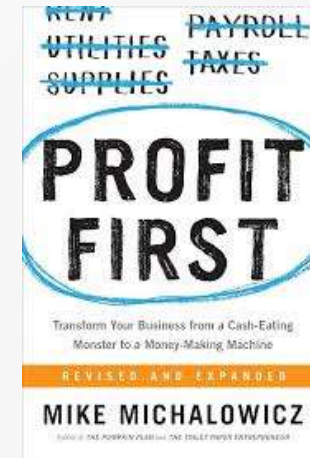
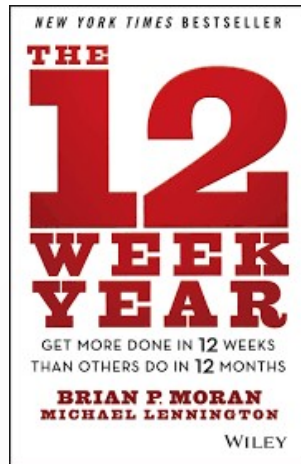
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Book Recommendations





Thanks

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