

An entrepreneurial career

(in silly graphs and pictures)

Great Preneurs 2014

Who am I?



My name is Timothy Edward Langley and I've been an Entrepreneur for 13 years.

In that time I've had **FIVE** businesses, **FOUR** years ago I founded CANDDi, raised Venture Capital for **THREE** of them, **TWO** (hard) failures and **ONE** (small ;-)) exit.



Who is on my website? Get more leads from your website visitors.

Know who's visiting your website,
see which ones are hot prospects
and find out how to contact them.

- ✓ CANDDi shows you who your web visitors are, who they work for and what they want
- ✓ Identify hidden prospects and convert them into customers



CANDDi shows you everything and every visit, not only numbers



#1. It's about a learning journey

(Entrepreneurs are born not made)

Entrepreneurs are born, not made.

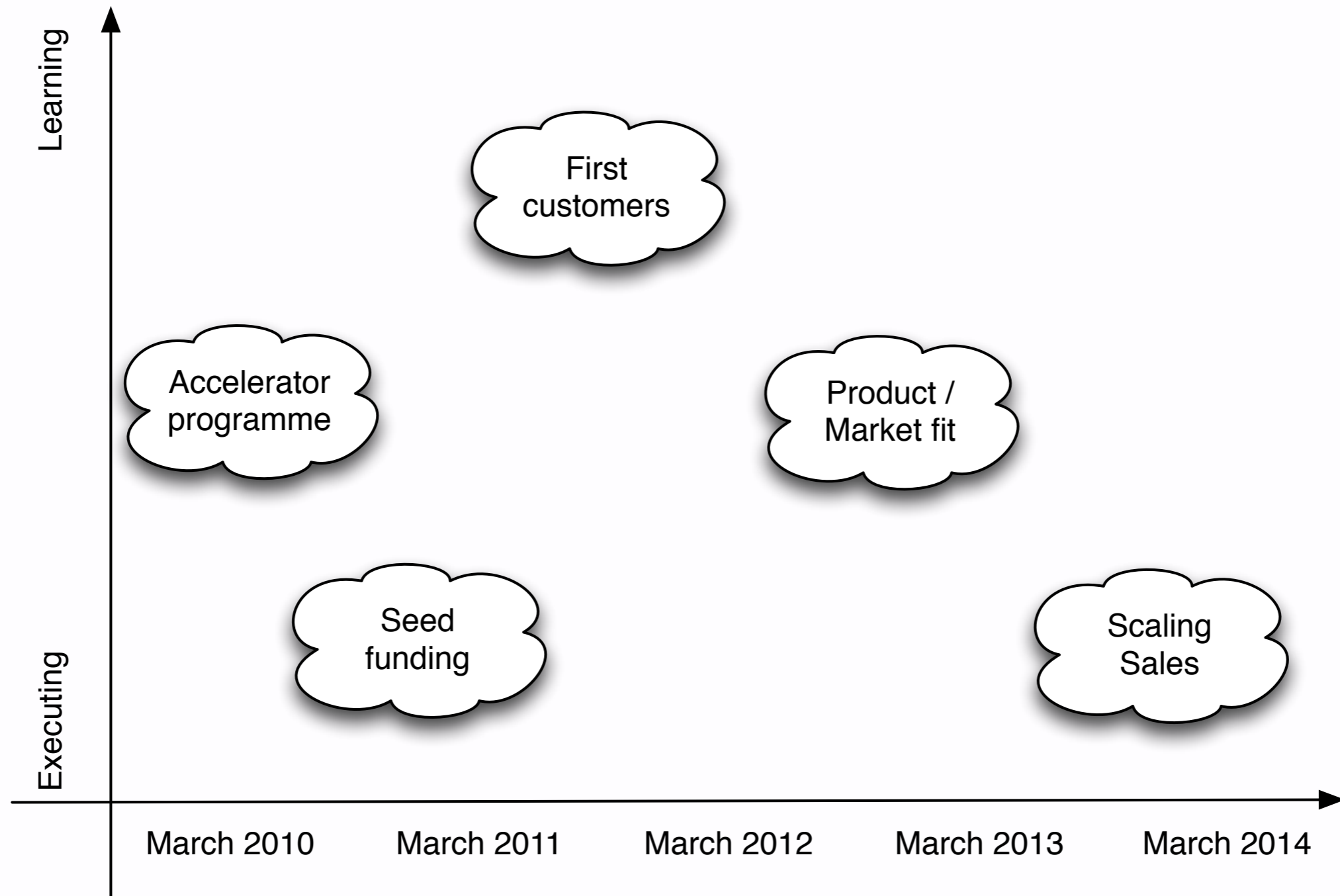
I was never the kid in school who made their first million by selling sweets at the school gate...



#1. It's about a learning journey

This is my learning journey and as you can see it doesn't follow in a steady increasing line.

From being accepted onto an Accelerator programme in 2010 to getting our first customer onboard, to where we are today scaling sales, it has been a journey consisting of business and personal lessons and I am still learning.



#1. Two roads diverged in a yellow wood



“Two roads diverged in a wood, and I -
I took the one less traveled by,
And that has made all the difference.”
- Robert Frost

#2. Persistence

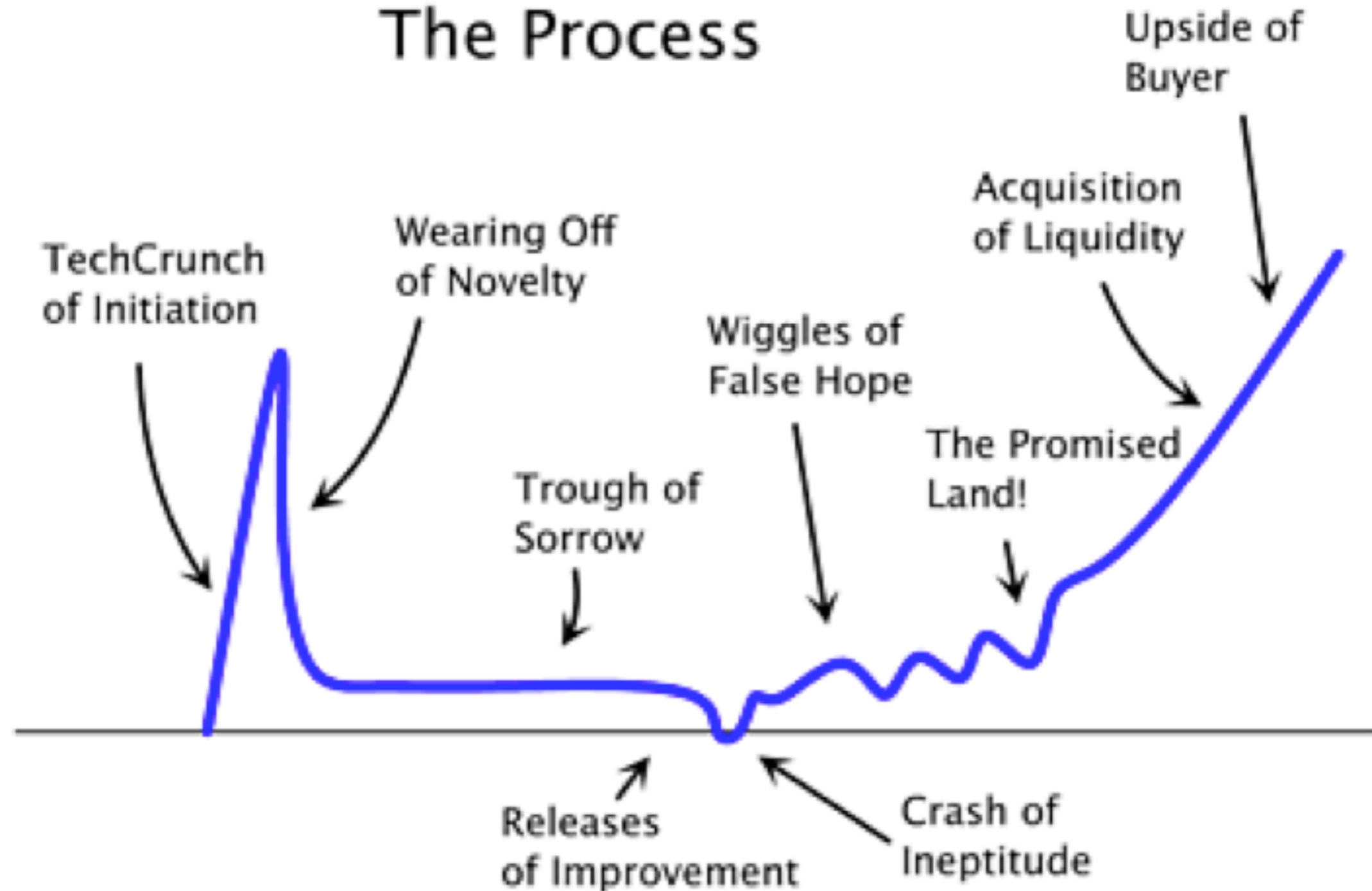
#2. Nothing takes the place of persistence

Nothing in the world can take the place of Persistence.
Talent will not; nothing is more common than
unsuccessful men with talent.
Education will not; the world is full of educated derelicts.
Persistence and determination alone are omnipotent.
The slogan 'Press On' has solved and always will solve
the problems of the human race.

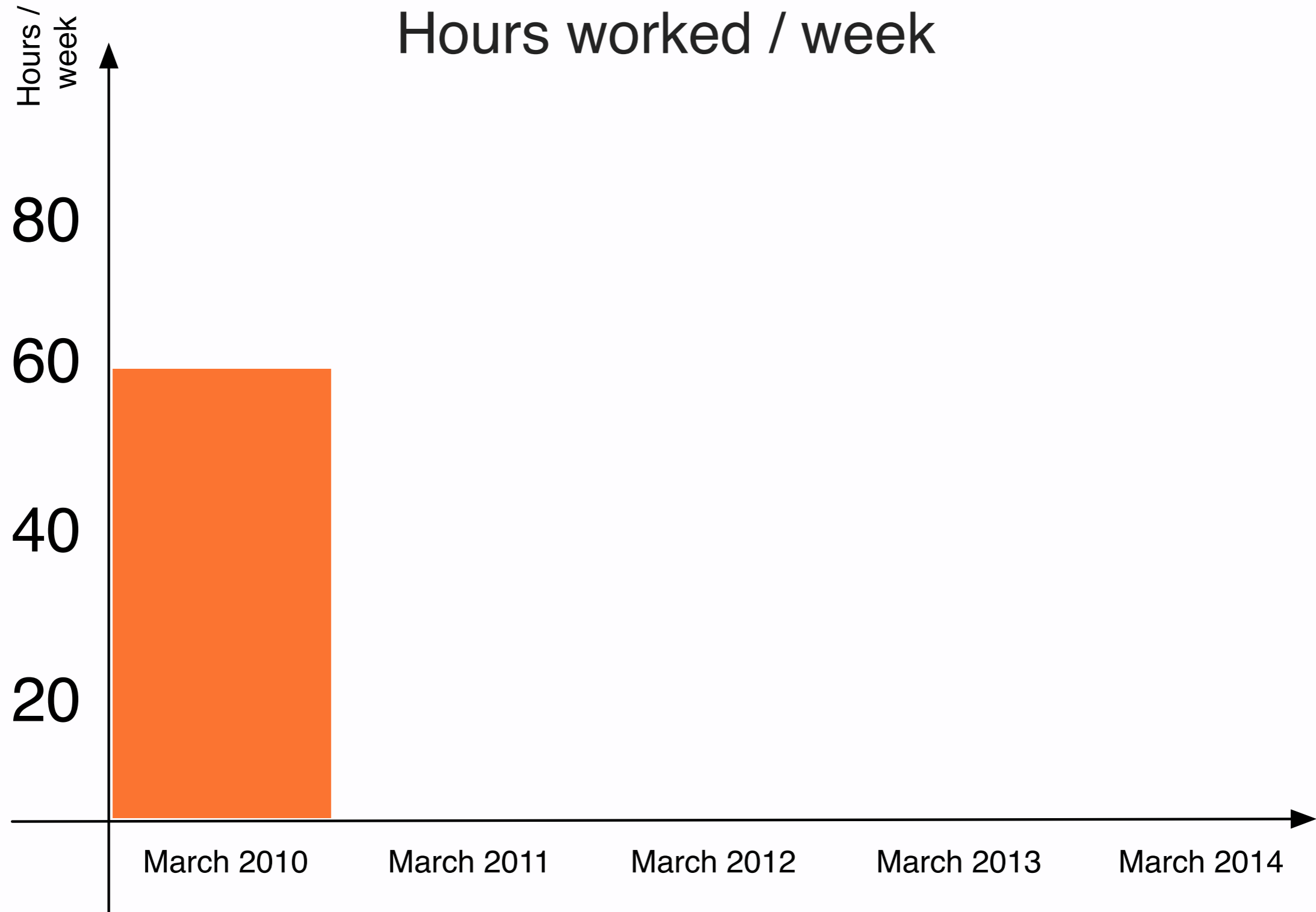
Calvin Coolidge
30th president of US (1872 - 1933)

#2. Nothing takes the place of persistence

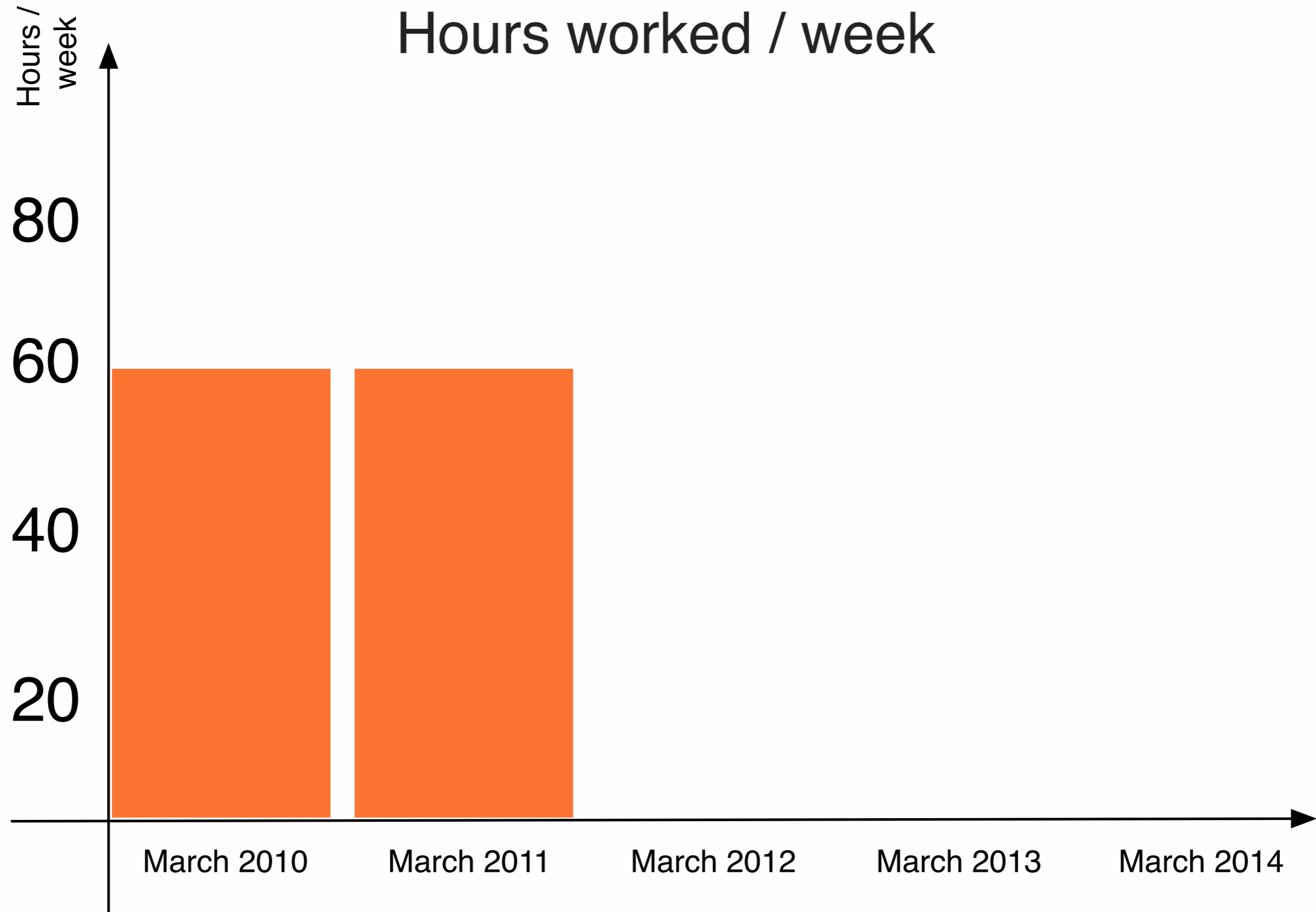
The Process



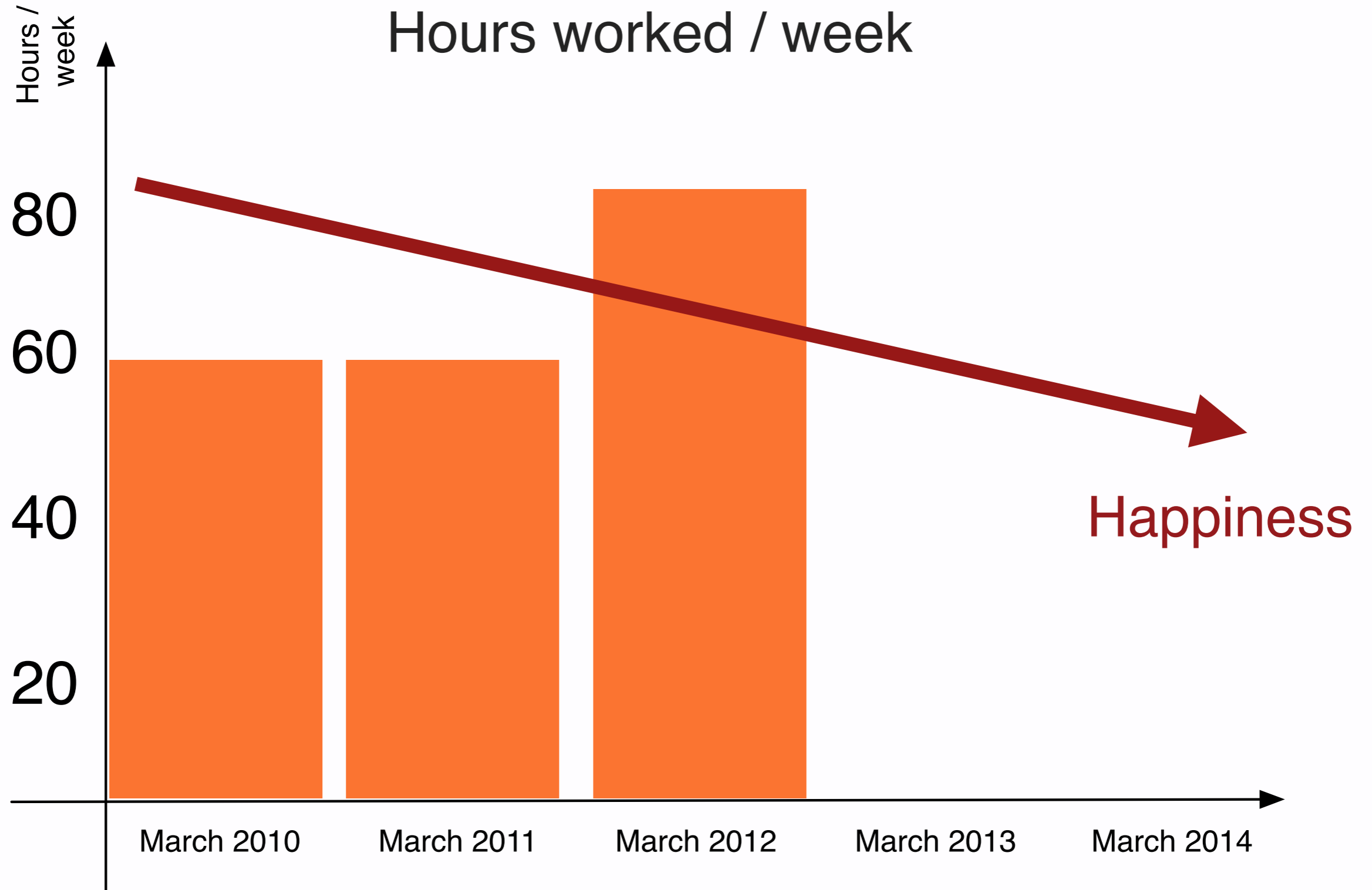
#2. Nothing takes the place of persistence



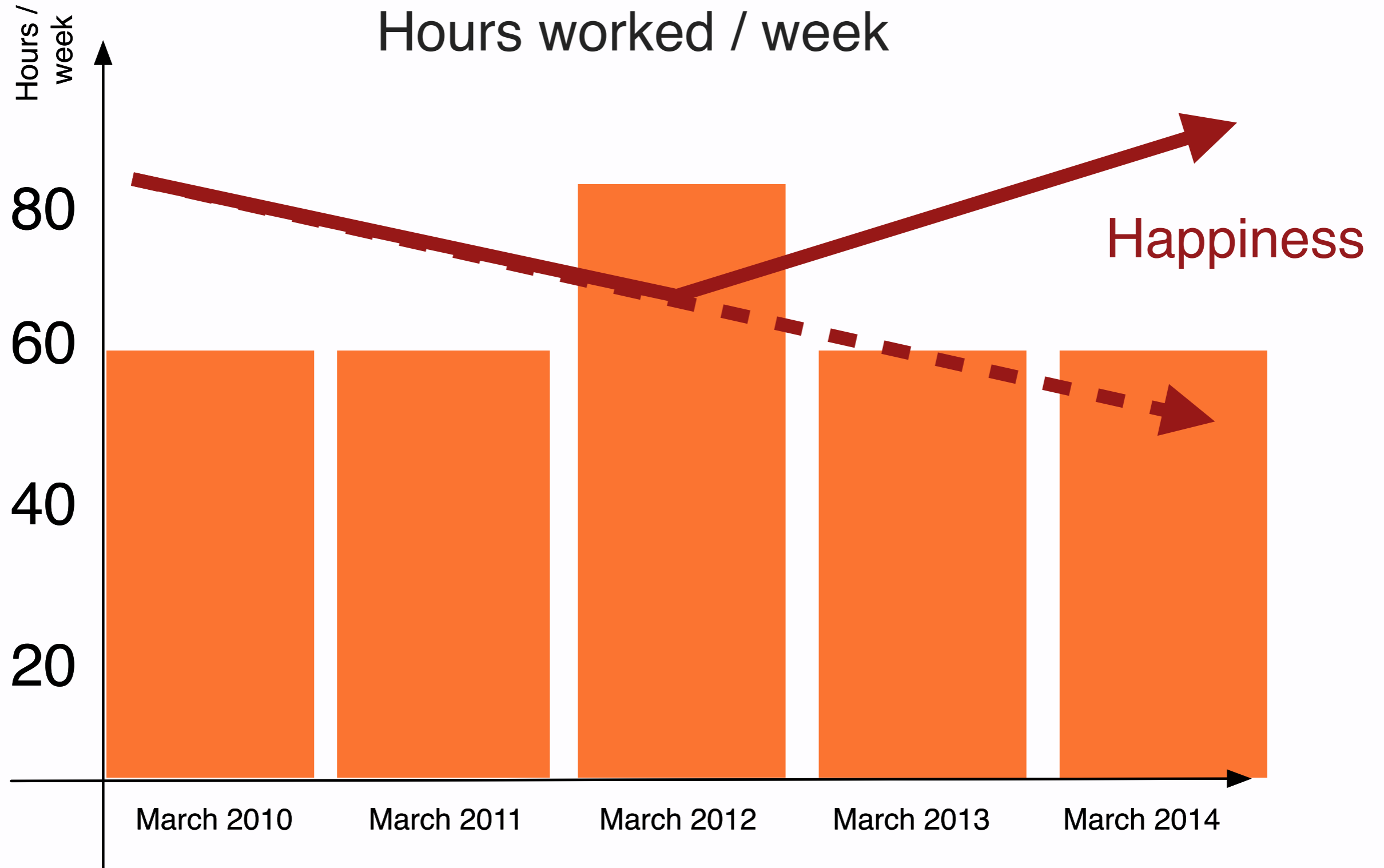
#2. Nothing takes the place of persistence



#2. Nothing takes the place of persistence



#2. Nothing takes the place of persistence



#3. Make decisions fast

It's better to be moving forwards
(even if slightly off target)

#3. Make clarity more important than accuracy



LE
FP
TAPZ

#3. Make decisions fast



#3. Make clarity more important than accuracy



We all like to get things right the first time around...

However, whether right or wrong, it is more important to be moving in a direction than to be static.

This energy is picked up by the whole team and is the driving force behind your success.

And remember:

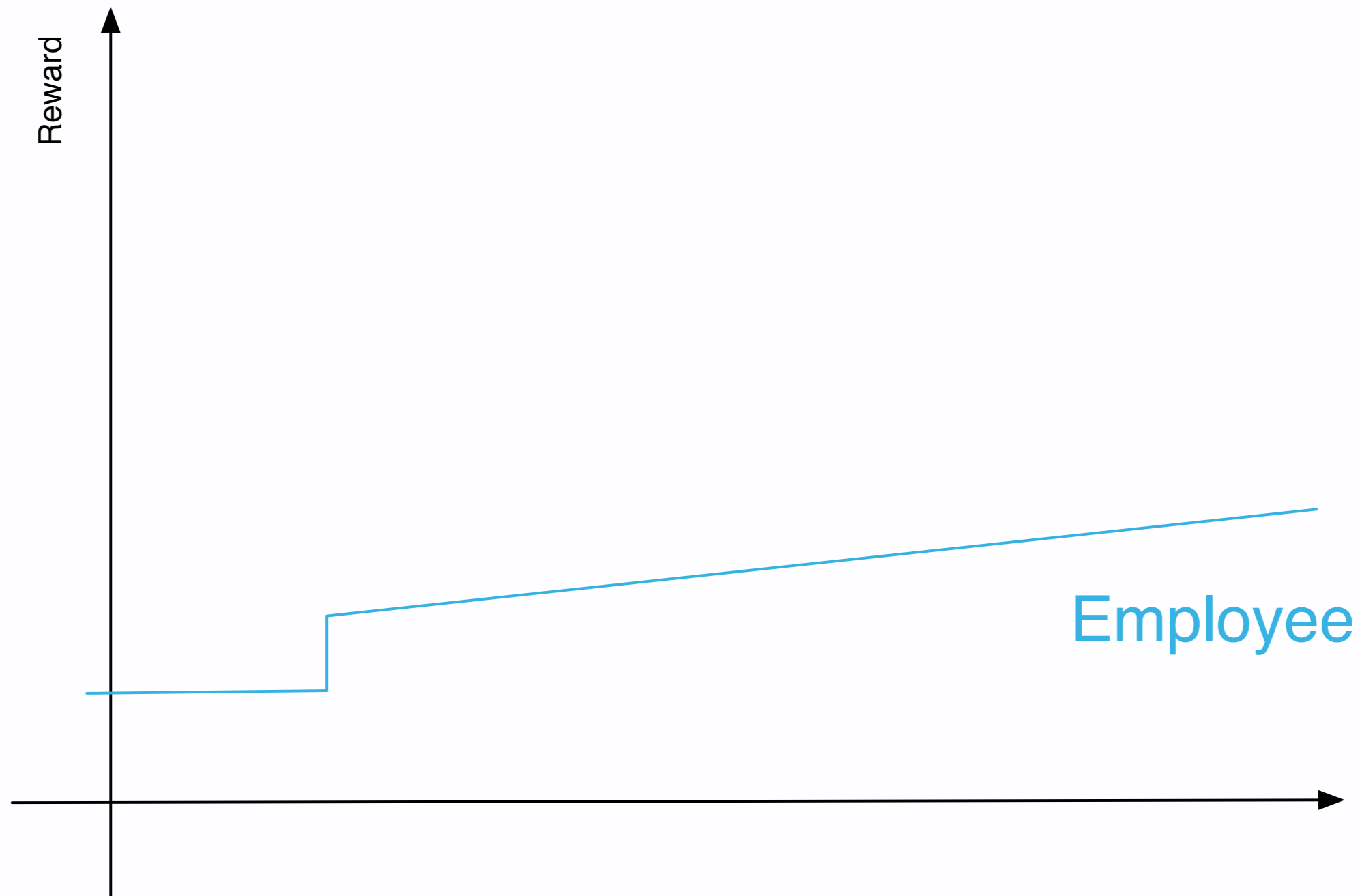
Ask for **FORGIVENESS** rather than **PERMISSION**

#4. The reward is in
the journey

#4. The Reward is in the Journey

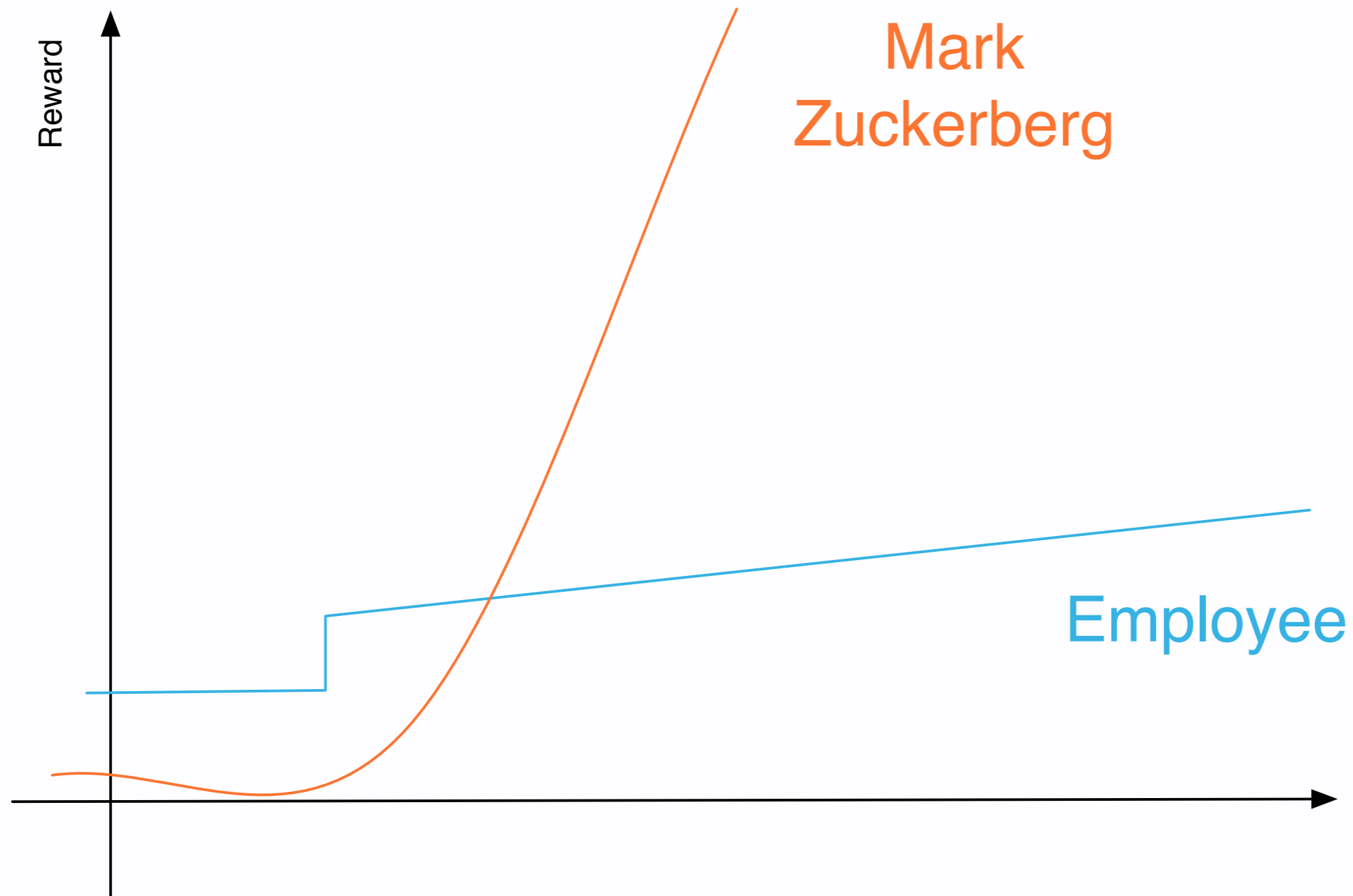


This is an example of a journey of someone who starts at the bottom of a company, develops their skills and goes on through various promotions to retirement.



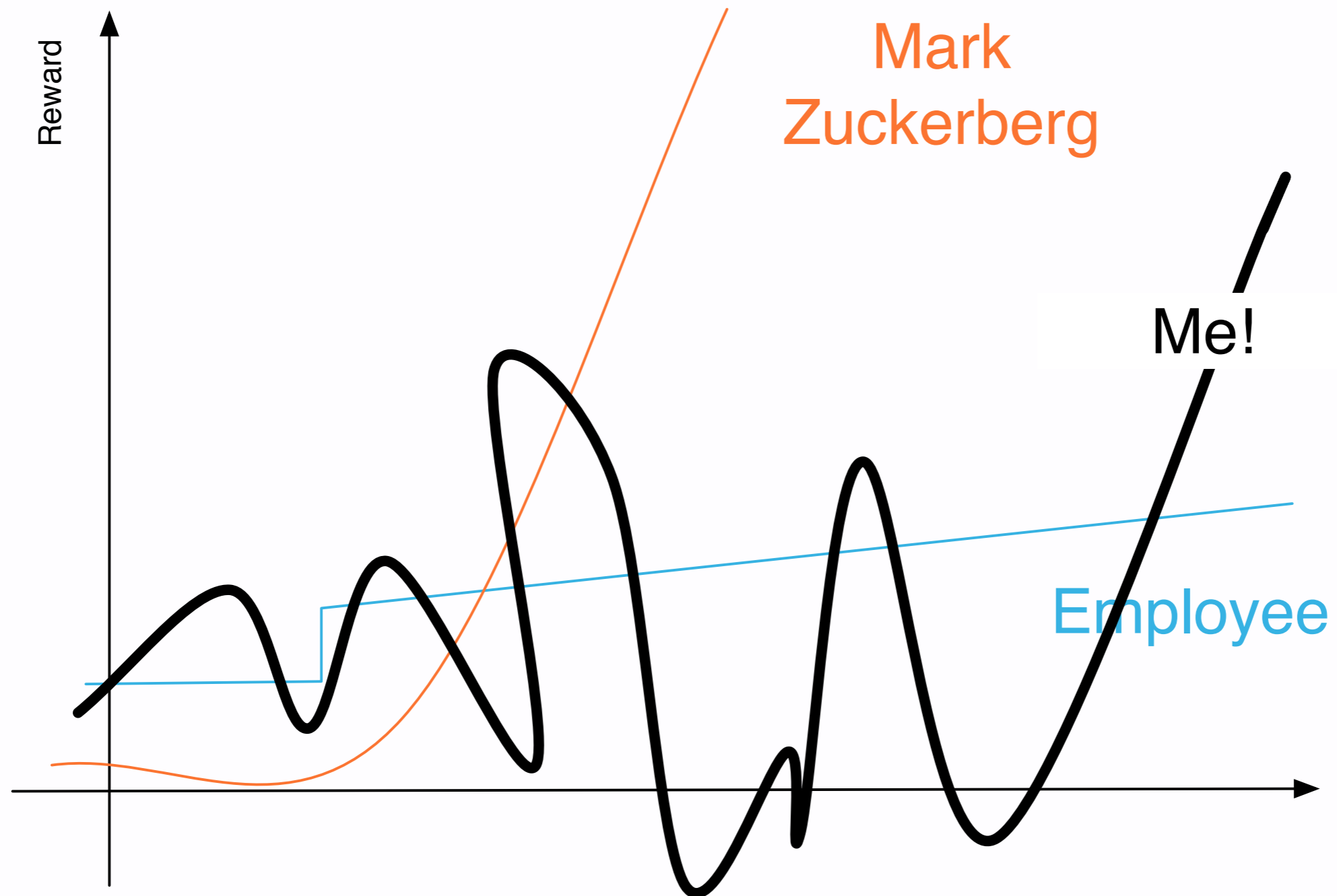
#4. The Reward is in the Journey

This journey is pretty self explanatory!



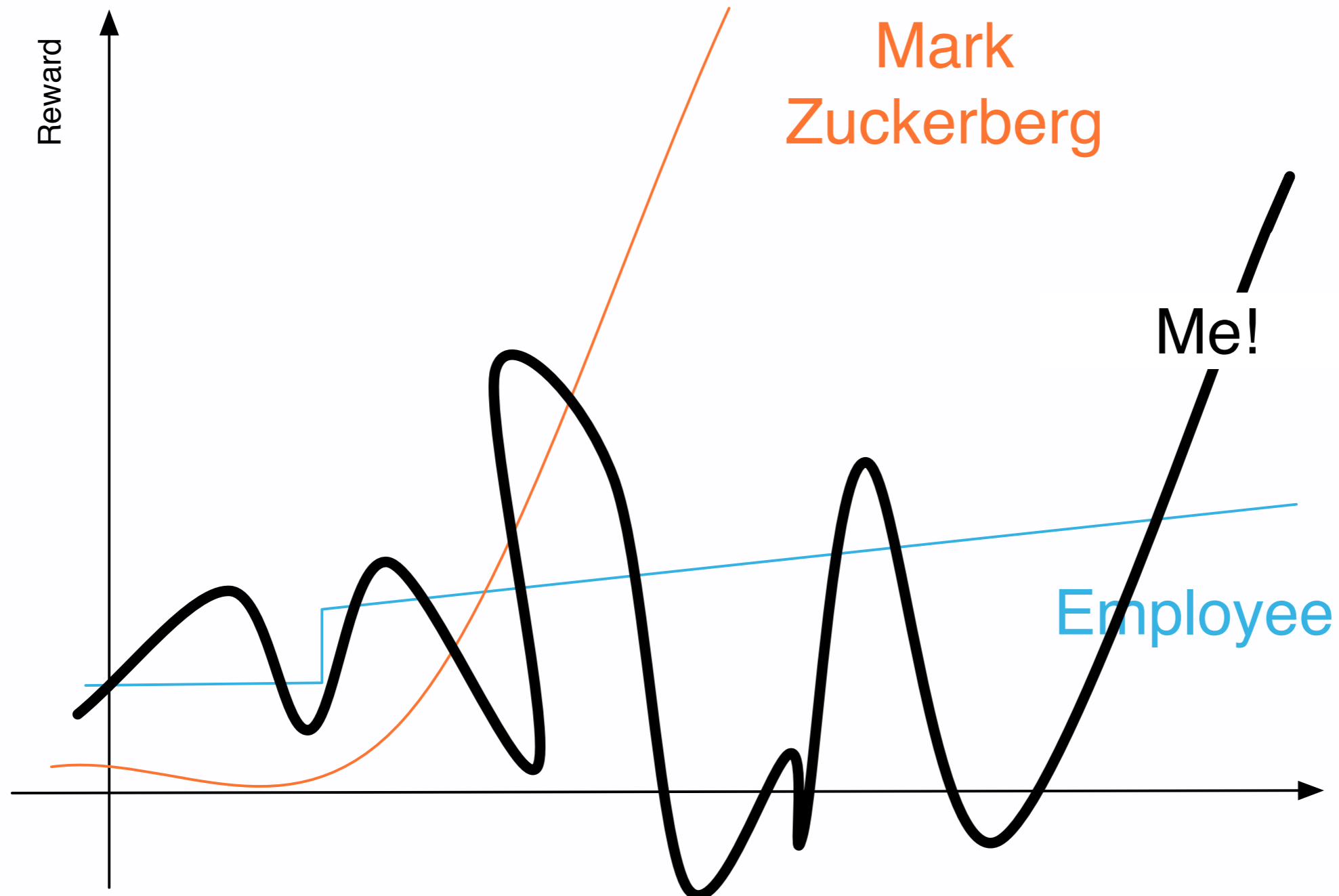
#4. The Reward is in the Journey

And this is my journey...



#4. The Reward is in the Journey

And this is my journey... Running a Startup business is not for the faint hearted but the downs are just as valuable as the ups.



#5. Hiring (and firing)

Follow your heart

#5. Follow your heart



#5. Not everyone finishes the journey (and that's ok)



#1. A learning journey

#2. Persistence

#3. Make decisions fast

#4. The road less travelled

#5. Follow your heart

The more I practice the luckier I get



Thank you

Any questions?