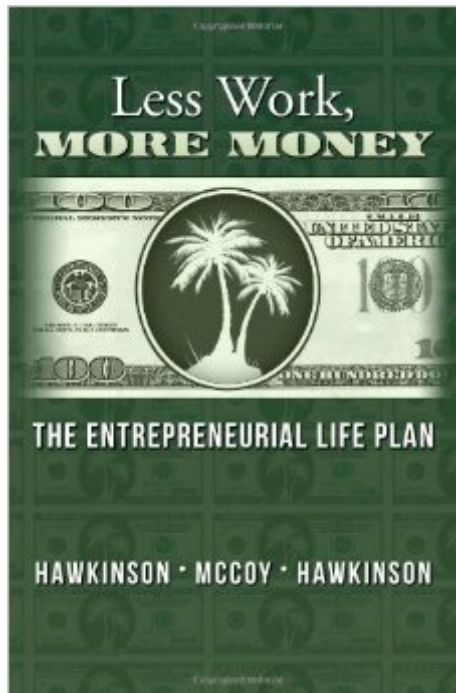


The book was found

# Less Work, More Money: The Entrepreneurial Life Plan



## Synopsis

Have you always wanted to start your own business? Maybe you are already an entrepreneur and you are looking for the guidance, motivation, and inspiration to take your entrepreneurial skills to the next level. *Less Work, More Money* is the book that will help get you there. With over 15 years of success, Matt and Kristen Hawkinson share stories of their entrepreneurial journey and the lessons learned along the way. This book will give you the tools to say goodbye to your cubicle and hello to freedom. Be your own boss. Set your own hours. Create your own destiny. This is your guidebook with step-by-step tools to:

- Assess your situation and determine how to Get In The Game
- Work Backwards to bring your dream to life
- Bootstrap your way to success
- Economize your time so you work smarter not harder
- Manifest your dreams and set goals
- Leverage technology and information to increase productivity

There is nothing more rewarding than the accomplishment of building something from nothing. Begin the journey of starting your own business today!

## Book Information

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## Customer Reviews

Earlier this year, Kristen Hawkinson came and spoke about entrepreneurship at the college where I am an English professor. After Kristen had visited and I had read *Less Work, More Money*, I began to recommend it to many friends, as well as my husband who is in the early stages of his own Audio/Video Design and Consulting business. The personal narratives which Matt relays in *LWMM* are both relatable and encouraging, providing stories of pitfalls, challenges, and successes on their entrepreneurial journey. Most of these chapters are followed by Lessons and How To's: specific

lessons and advice which can be invaluable to someone wanting to start up a new business or in the early formation of his/her own business. I had watched my husband attend tedious and expensive business seminars and struggle to figure out taxes, LLC, and insurance/bonding processes; however, I am confident that he gleaned more useful and applicable assistance from our reading *Less Work, More Money* together than all of the other seminars and videos which he invested in combined. For instance, one small suggestion from Matt to utilize dual-monitors has completely enhanced the efficiency and productivity of my husband's office. Even as a college professor, I have drawn on the lessons of economizing time and manifesting my goals. I certainly recommend *Less Work, More Money* to anyone wanting to take control of his/her life, considering going into business for one's self, or in the early stages of entrepreneurship!

I've never been one to look forward to a 9-5 job. My husband and I are entrepreneurs, but are still newbies. I've read a lot of guides and how-tos, but don't always leave inspired. This book is not only a funny and realistic tale of starting behind a desk and breaking free from it, but it gives you real-life, practical advice and guidelines to becoming your own boss. The author gives an honest look at the highs and lows of starting your own business. Plus, he didn't just start one business, become an instant success, and then tell you how to duplicate it. The book takes you on his journey from the beginning to present day. It is set up in a way that tells you the story, the lesson, and then what you need to do to get to your goals. He's figured out what works (and didn't) and gives you the shortcuts so that you don't have to live the agony of trying and trying again. I highly recommend it to both entrepreneurs and those hoping to one day become one. Even if you don't make the leap just yet, this book will give you some great hints, tips, and hopefully the courage to one day become your own boss.

The format of this book makes it easy to read and learn from. The stories and the business insight learned from them are well told and easy to put into action. Looking forward to building some of my expert teams as I can clearly see the value of doing so based on all the case studies. Just one of many things I am excited to implement in my business!

A very inspiring and entertaining account of the authors experiences as a serial entrepreneur, mixed with practical advice on how to succeed with any small business. The authors jump into life and business with both feet, and learn from their mistakes, and their account is heartwarming and informative. Each chapter is divided into sections: the story, the lessons learned, and practical

tips. A must read for anyone starting or running their own business.

If there was ever a book that chronicled the love story with entrepreneurship and the freedom and growth it provides, this is it. I opened this book on Friday night and was so engaged, I read it cover to cover in one sitting. This book not only provides some great insights into the business strategies that drove various decisions but also the emotional side of every risky decision an entrepreneur has to make. It's rare a book reveals so much about the people behind the success. As they say "Success Leaves Clues" so learn how to be successful from others. I highly recommend the book. @MikeDMerrill

A truly inspirational and honest story of entrepreneurs starting from young adults, learning through experience, and believing in themselves. If you have a dream and a commitment to your belief, read the book. It's well worth it.

This book is SO great! It has made me laugh out loud, nod my head, pull out my highlighter, and recommend this read to everyone I know- and some strangers! My favorite quote from the book: "If you realize that you need a change, prepare to be uncomfortable, but if your gut is signaling a big change, you are probably uncomfortable already. (p.137)" That is the best advice for aspiring entrepreneurs! Entrepreneurship isn't safe or comfortable. There are no "sure things," and there's also no health insurance, paid vacation, 401K, or guaranteed monthly paychecks. He doesn't fool the reader into thinking that entrepreneurship is easy, but by telling his story of his own ups/downs/highs/lows over 15-years of entrepreneurial experiences, he left me with a peace that it's worth it!

This is a quick read, don't let it fool you though, it is full of great ideas, tips and concepts to help anyone work smarter, not harder. I bought the paperback when it first came out and bought the kindle version when it came out so I could take it with me (with no bulk) and make notes with how I am going to utilize the concepts. I love books that inspire, now I just need to go do it!

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