



Project Management Business Success

A Project Management Entrepreneur Roadmap

Holistic Project Management Consulting
Elaine Jackson, BS, PMP, GPM, CB-PMO

Introduction
Status
Temperatures
Roles
Transformation
Myths
Roadmap
Next Steps



AGENDA





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Holistic Project Management Consulting

Professional Speaker

Trainer, Coach, Mastermind Moderator

Leadership Coach

Martial Artist

Fencer

Gardner

Pianist

Violinist

95%
SUCCESS
PASS RATE

OUR
CLIENTS
PASS
=====

15,000+
CONTACTS
ON
LINKEDIN

PMP
PMO
GPM
ACP
MS
PhD
University

[Holistic Project Manager Blog Talk Radio Show](#)

www.holisticPMC.com

YOUR BONUS

top 15 actions to plan and kick off your project management business

DATE	DONE	
		Define your niche: Identify a specific area within the project management industry where you can excel
		Conduct market research: Understand your target audience, their needs, and the competitive landscape
		Develop a comprehensive business plan: Outline your goals, strategies, target market, financial projections
		Choose a memorable business name: Select a name that reflects your brand identity
		Register your business: Complete the necessary legal requirements, register business name or permits
		Create a professional website: Establish an online presence re services, expertise, and credibility
		Optimize your website for SEO: Implement SEO strategies to improve your website's visibility / organic traffic
		Establish pricing structures: Determine competitive / profitable pricing/ value proposition
		Build a strong online presence: Utilize social media platforms, online directories, and industry forums
		Develop a lead generation strategy: Implement content marketing, email campaigns, networking to attract leads
		Invest in project management tools: Use software and tools to streamline your business operations
		Network with industry professionals: Build relationships with other professionals, potential clients, and influencers
		Monitor and analyze performance: Regularly track key metrics such as website traffic, lead generation
		Stay updated on industry trends: Keep up with developments in the project management field, best practices
		Stay persistent and adaptable: Entrepreneurship requires perseverance and flexibility.
		Chat-GPT utilized to gather initial outline
		www.holisticpmc.com

PLEASE READ THIS NOW!

Disclaimer - you are guaranteed!



Holistic Project Management Consulting (HolisticPMC) makes no claims that if you follow our prescribed solution(s) you will be able to become an instant 6-7 or 8 figure earner.

This information in this presentation may work for some, and may work for many, and at the same time may not work for some.

Entrepreneurship success is dependent upon a few different factors all happening at the right time - in the right sequence - with the right intensity.

You will be successful in business with the right attitude and with unwavering intensity.

Viel Glück an Jeden

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MAJOR FACTS ABOUT ENTREPRENEURSHIP

1.Independence

2.Control your earnings

3.Satisfaction of growing and developing as you choose

4.Feeling fulfilled to control your destiny

5.Create your own Work-Life Balance

LinkedIn is the world's largest professional network ... on a mission to connect the world's professionals to make them more productive and successful.

<https://careers.linkedin.com/>

Senior Project Manager

Ropes & Gray LLP · Boston, MA · Reposted 1 week ago · Over 100 applicants

- \$117K/yr - \$175K/yr Hybrid
- Matches your job preferences, workplace type is Hybrid.
- Full-time Matches your job preferences, job type is Full-time. Mid-Senior level
- 1,001-5,000 employees · Law Practice

[LINK TO JOB](#)

LARGEST TECH COMPANIES IN SILICON VALLEY

Apple
Hewlett Packard
Google
Oracle
Intel
Cisco Meraki
Facebook
Broadcom
Adobe
eBay

<https://www.builtinsf.com/articles/silicon-valley-tech-companies>



Dice

Dice: Where tech connects.™
Software Development

[Job Boards Software](#)

Centennial, Colorado

DICE.COM

CLOUD PROJECT MANAGEMENT

[LINK TO JOB](#)

Responsibilities

Identification of alternatives and options for future computing needs

Sunset and migration strategy

Architecture and capacity planning

Capital and operating expense planning

The major phases outlined, will bring forth a deep understanding and evaluation of the needs and costs for on-prem, co-location, cloud based and hybrid solutions. This will span the existing footprint in Groton and other smaller sites whose needs can be more effectively solved through additional consolidation.

Change Management- Oracle Financials Transformation Project L&D

[LINK TO JOB](#)

Role Title: Change Management- Oracle Financials Transformation Project

Duration: 10 months+ extensions

Location: Remote with some travel- one week a month to either Charlotte, NC or Buffalo, NY. Work EST time zone

Role Description:

We are looking for a Change Management resource with a heavy background in L&D/Instructional Design. This resource will be involved in a large financial transformation cloud based ERP program. They will be in charge of training/instructional design for the team. Experience with video, instructional design (even if not an ID themselves – be able to speak the language), also Agile/Jira experience would be a huge plus. Look at the solution being implemented holistically and look at the change management piece and put a plan in place for the change so when the roll out is at the end it's doable and meets the needs for the users and regulatory perspective.

ENTREPRENEUR SALARY

Location Industry Education

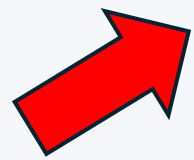
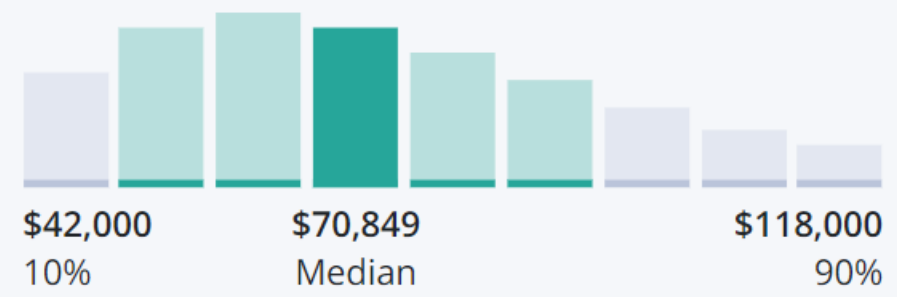
Updated March 14, 2024

Average Entrepreneur Salary

\$70,849

\$34.06 hourly rate

Entry-Level Entrepreneur Salary
\$42,000 yearly salary



I am very sad

Highest Paying State
New York
[See All States](#)

Highest Paying City
New York, NY
[See All Cities](#)

Top Entrepreneur Jobs
You
[Full Time Jobs](#)

How much does an entrepreneur make?

<https://www.zippia.com/entrepreneur-jobs/salary/>

AVERAGE ENTREPRENEUR SALARY BY STATE

Highest Paying States For Entrepreneurs

Rank	State	Avg. Salary	Hourly Rate	Job Count
2	New York	\$107,291	\$51.58	2,375
5	Connecticut	\$103,815	\$49.91	60
8	District of Columbia	\$97,984	\$47.11	51
11	New Jersey	\$87,436	\$42.04	125
15	Massachusetts	\$82,278	\$39.56	134
1	Michigan	\$81,879	\$39.36	3,494
6	Virginia	\$81,722	\$39.29	2,987
7	Washington	\$81,373	\$39.12	1,923
18	California	\$79,251	\$38.10	4,007
9	Illinois	\$78,756	\$37.86	3,069
13	Rhode Island	\$77,742	\$37.38	25

Highest Paying Entrepreneur Jobs

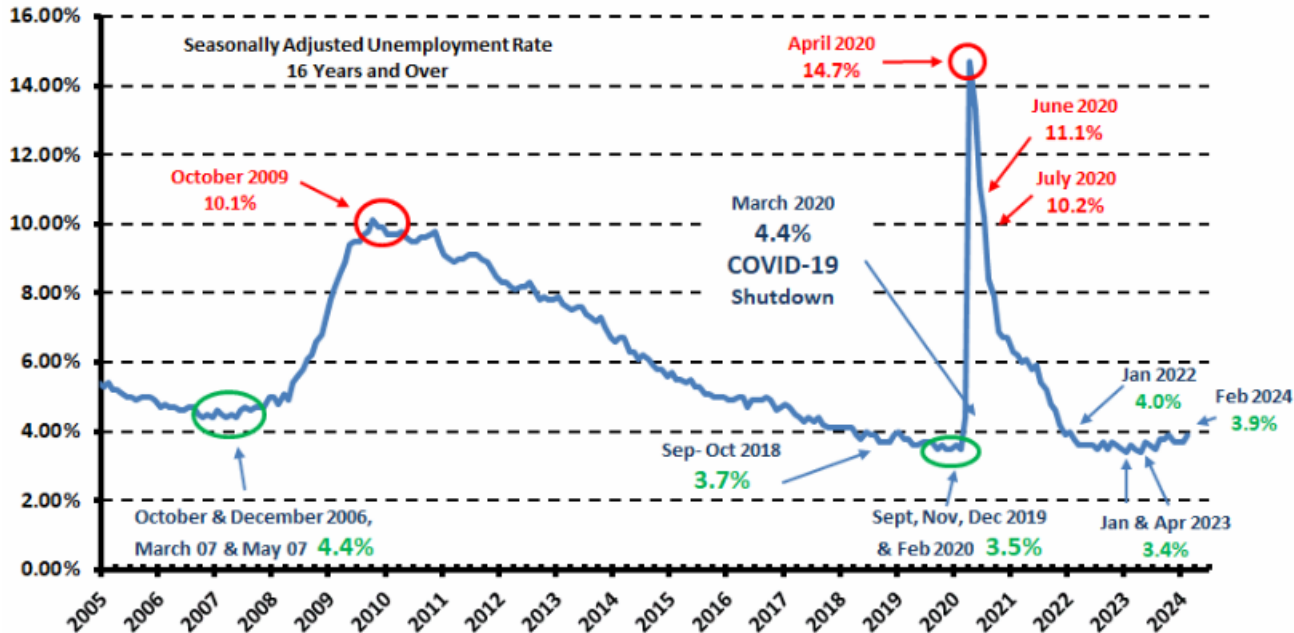
The highest paying types of entrepreneurs are owner/operator, managing partner, and managing owner.

Job Title	Annual Salary	Monthly Salary	Hourly Rate	Job Openings
<u>General Manager/Partner</u>	\$85,061	\$7,088	\$40.89	279,155
<u>Operations Manager</u>	\$76,894	\$6,408	\$36.97	343,868
<u>Service Manager</u>	\$74,009	\$6,167	\$35.58	341,785
<u>Customer Service Manager</u>	\$61,487	\$5,124	\$29.56	313,110
<u>Manager</u>	\$58,651	\$4,888	\$28.20	1,236,194
<u>Co-Owner/Operator</u>	\$32,256	\$2,688	\$15.51	95,615

Unemployment Levels Since 2005

Seasonally Adjusted U-3 Unemployment Rate
www.UnemploymentData.com
Updated 3/8/2024

Source: US Bureau of Labor Statistics
Series LNS14000000



Please include a link to the original when using this chart

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* Simple g6% Win-Rate System

* The Perfect Dividend Stock

* The 7 Stocks You Need to Own

HOW INVESTORS COULD HAVE MADE 29X IN CRYPTO

Juan Villaverde is no ordinary crypto trader. His proprietary timing algorithm has led him to rack up a series of gains of 477%, 333% and 153% on Bitcoin... 1.148%, 826% and 673% on Ethereum... 1.135% on

GDP is the total value of goods and services produced within a country's borders in a specific time period¹²³⁴.

It is a measure of an economy's output, size, and health¹³⁴⁵. It can be adjusted for inflation to show the real growth of the economy².

It can also be divided by the population to show the living standards over time⁴.

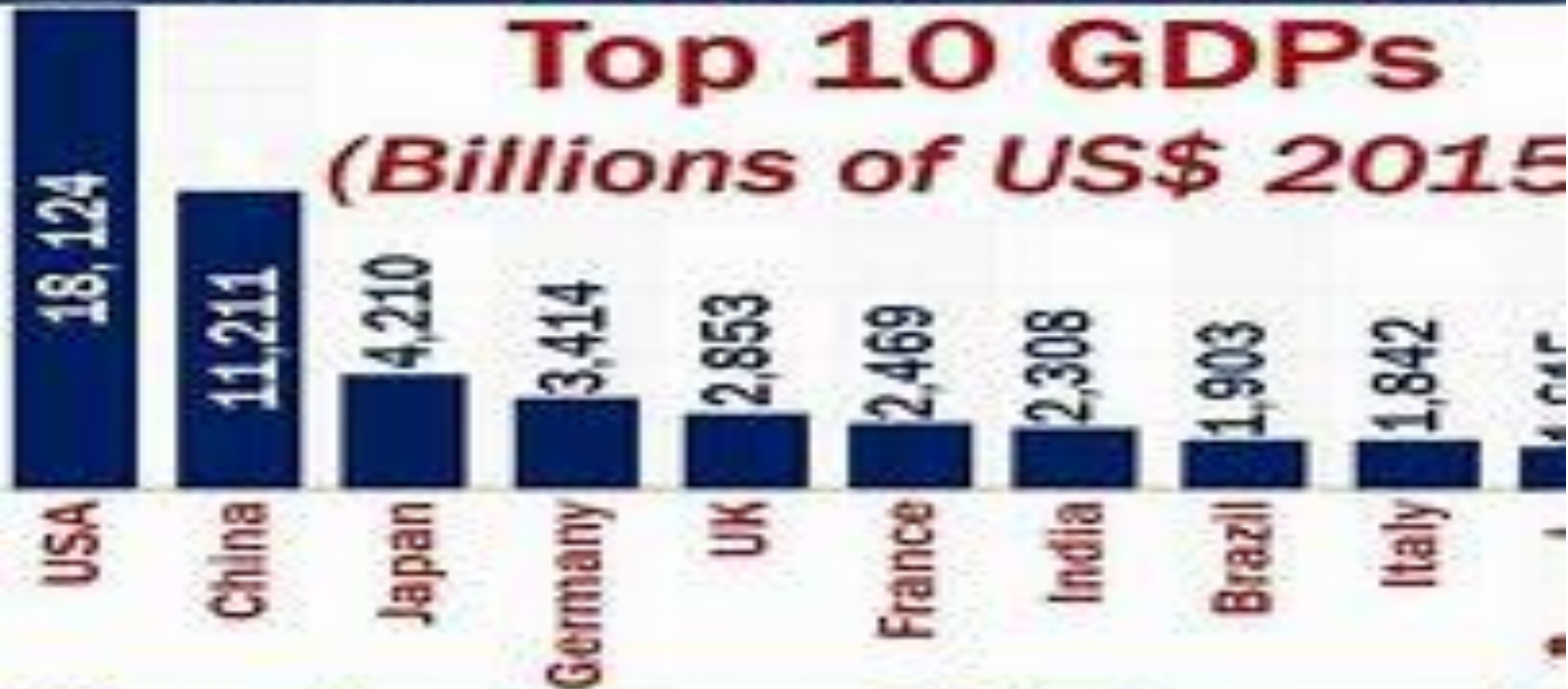
Click link for more details

[The Importance of GDP \(investopedia.com\)](https://www.investopedia.com/terms/g/gdp.asp)

What is Gross Domestic Product (GDP)

Top 10 GDPs

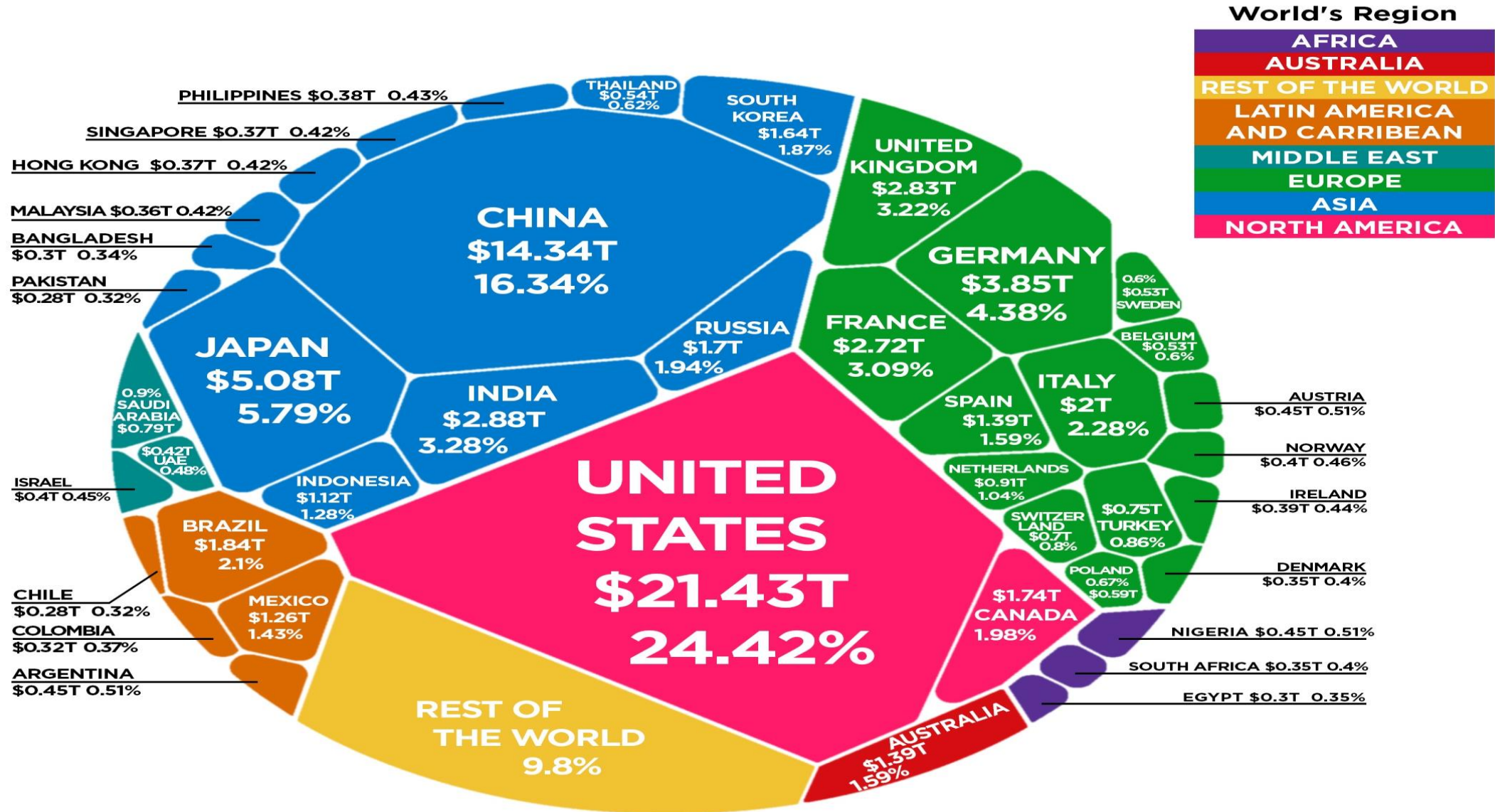
(Billions of US\$ 2015)



The value of everything a country produces in a specific period

The World Economy

Gross Domestic Product (GDP) by Country 2019



Article & Sources:

<https://howmuch.net/articles/the-world-economy-2019>
<https://databank.worldbank.org>

UNIT 3 - Gross Domestic Product

□ Gross Domestic Product Definition

Using the expenditure approach, GDP is:

$$C + I + G + X$$

$$C_{\text{Consumption}} + I_{\text{Investment}} + G_{\text{Government}} + \text{net } eX_{\text{ports}}$$

Using the income approach, GDP is:

$$W + I + R + P + IBT + CCA$$

$$W_{\text{ages}} + i_{\text{nterest}} + r_{\text{ent}} + p_{\text{rofit}} + I_{\text{ndirect Business Taxes}} + C_{\text{apital Consumption Allowance (depreciation)}}$$

Project Manager

Program Manager

IT Project Manager

**YOUR
ROLES
?**

CONSULTING

TRAINING

KEYNOTE SPEAKER

IT EXPERT

PMO SUPPORT

**INDEPENDENT
CONTRACTOR**

?

AUTHOR

?

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**BUSINESS
OWNERSHIP
MYTHS**

EXPENSIVE TO MAINTAIN	VERY HARD WORK	EASY WHEN YOU HAVE THE RIGHT TEAM	OVERNIGHT SUCCESS
BIG MONEY BIG MONEY BIG MONEY	BANK ACCOUT HAS \$0	LONG TIME TO BUILD TRUST	COMPLICATED
NEED TO KNOW MARKETING	NEED TO KNOW SALES	NEED TO KNOW LOTS OF PEOPLE	NEED TO BE PATIENT
BE READY TO INVEST LOTS OF MONEY	MAY HAVE TO SHUT OPERATIONS DOWN	NEED TO DO LOTS OF TRAINING	NEED TO DO THINGS YOU DON'T LIKE TO DO



BUSINESS OWNERSHIP MYTHS

WHOM SHOULD I WORK WITH?

DO I HAVE ENOUGH MONEY?

CAN I TRUST MY BUSINESS PARTNER?

WHAT ARE THE THINGS I DON'T KNOW?



**FAIL FAST
&
FAIL OFTEN**

**MEASURE
EVERYTHING**

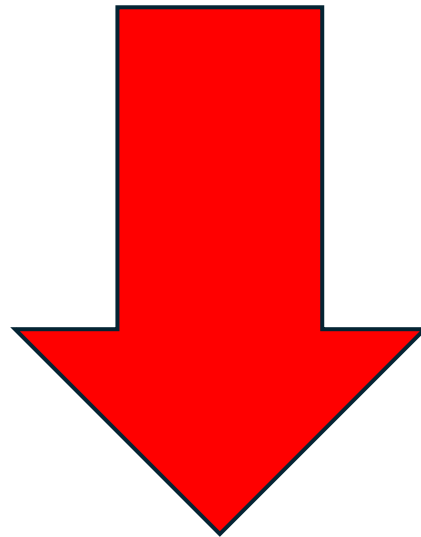
**GET TO A
LEVEL OF SUCCESS
AS SOON AS
POSSIBLE**

Mistakes in business leaves you broke and angry!

Feeling betrayed
Feeling ripped-off!

GDPR

General Data Protection Regulation



1.Lawful Basis for Processing Data: Identify and document a lawful basis for processing personal data, such as consent, contract, legal obligation, vital interests, public task, or legitimate interests.

2.Data Protection Impact Assessments (DPIA): Conduct DPIAs for processing activities that pose a high risk to individuals' rights and freedoms. This is especially important for new projects or technologies.

3.Data Processing Agreements: Ensure that contracts with third-party vendors or processors comply with GDPR requirements. This includes specifying roles, responsibilities, and data protection measures.

4.Data Subject Rights: Be prepared to honor the rights of individuals, including the right to be informed, right of access, right to rectification, right to erasure, right to restrict processing, right to data portability, right to object, and rights related to automated decision-making and profiling.

5.Data Minimization and Purpose Limitation: Collect only the personal data necessary for the specified purposes and ensure it is not kept longer than necessary.

6.Security Measures: Implement appropriate technical and organizational measures to ensure a level of security appropriate to the risk, including pseudonymization and encryption of personal data.

7.Data Breach Notification: Have a process in place to detect, report, and investigate personal data breaches. GDPR requires data controllers to notify the relevant supervisory authority (in Germany, this would be the Bundesdatenschutzgesetz (BDSG) and, if applicable, the data subjects within 72 hours of becoming aware of a breach.

8.Record Keeping: Maintain detailed records of data processing activities, including the purpose of processing, data sharing, and retention periods, which is mandatory for companies with more than 250 employees or those processing sensitive data on a large scale.

9.Data Protection Officer (DPO): Appoint a DPO if your business conducts large-scale systematic monitoring of individuals or large-scale processing of sensitive personal data. The DPO will help oversee GDPR compliance and act as a point of contact for supervisory authorities.

10.Cross-Border Data Transfers: Be cautious when transferring personal data outside the EU/EEA. Ensure that such transfers are compliant with GDPR, which may involve using standard contractual clauses (SCCs), binding corporate rules (BCRs), or ensuring an adequacy decision is in place.

ATTORNEY

MARKETING

SALES

TEAM ROLES

BUSINESS PROTECTION

COMPLIANCE

SCALE BUSINESS

EXIT PLAN / SUCCESSION PLANNING



YOUR STEPS

PLANNING	NAME WEBSITE RESEARCH BUSINESS PLAN	COMPETITORS APPROACH	DEDICATION	KNOWLEDGE	MARKET SHARE
COLLABORATE	MENTOR COACH ADVISORS	NETWORKING VENDORS CONTRACTORS	TEAM MEMBERS ORGANIZATION VIRTUAL ASST	CHAMBER OF COMMERCE	BBB AG GDPR FTC UNITED NATIONS
TECHNOLOGY	FUNNELS SCRIPTS	NETWORKING GRANT WRITER	SALES BANKER SALES LETTER	FACEBOOK LINKEDIn TIC-TOC TWITTER INSTAGRAM	ADS LINKEDIn LIVES
LIFE CYCLE	5 YEAR PLAN	10 YEAR PLAN	15 YEAR PLAN	FRANCHISE	SELL

<h1>MY STEPS</h1> <p>MARKET RESEARCH</p>	<p>CHECK FOR FUNDING SOURCES</p>	<p>BUILD ADVISORY TEAM</p>	<p>TALK WITH <u>MANY</u> EXPERTS</p>	<p>BUILD BUSINESS PLAN</p>	<p>GOT EXCITED ABOUT THE MONEY</p>
<p>DO NOT LISTEN TO PEOPLE THAT DO NOT HAVE BUSINESSES</p>	<p>BUILT MY OWN TRAINING MATERIALS update materials</p>	<p>Coach Oliver Lehmann</p>	<p>WORK ON PRICING IN THE MARKET</p>	<p>START MARKETING</p>	<p>DEVELOP AN ADVERTISING PLAN</p>
<p>BE NICE TO EVERYONE</p>	<p>HAVE A FIRM PLAN</p>	<p>KEEP MATERIALS UP-TO-DATE</p>	<p>TRANSPARENT WITH CLIENTS</p>	<p>WILLING TO MAKE REFERRALS</p>	<p>AI SALES SCRIPTING FUNNELS SEO</p>
<p>MEET COMPLIANCE i.e. GDPR</p>	<p>Process taxes on time ethical</p>	<p>HIRE COACHES FOR SUPPORT</p>	<p>GO OUTSIDE THE BOX OF NORMAL</p>	<p>?</p>	<p>?</p>

FINISH

BUSINESS DEVELOPMENT ROADMAP

START



Do you have the guts to reach for your dreams?

TRUTH BE TOLD

you would never fire yourself from your own company!

Business success is possible.

**HOW - BADLY
DO - YOU - WANT - SUCCESS?**



FINAL THOUGHTS

ARE YOU WILLING
TO DO ANYTHING
FOR SUCCESS?





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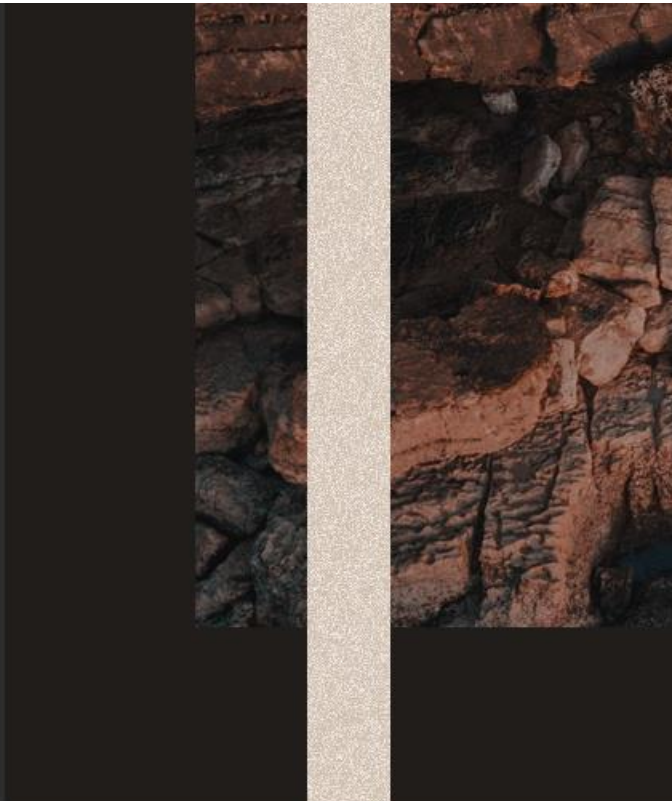
Pianist

Violinist

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Over 15,000 contacts on linkedIn Connect on [linkedIn](#)



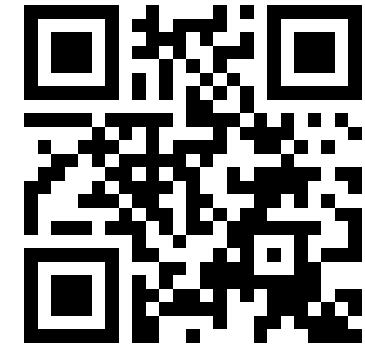
THANK YOU
we welcome you to join our
community of
project management
business professionals

Free handouts

Top 15 actions you can take now to start your own business

[PMI Megatrends report](#) click link for access

Click link or click image
http://eepurl.com/h2_pKv



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