### Play #34 Exercise: Managing Your Fear

Using the information in this Play, do the following.

1. Review all the Plays in *The Entrepreneur’s Gameplan* and make sure you’re being detailed and realistic.
2. Talk with people who are already in your line of business and find out what it takes to be successful, as well as what causes failure.

[Enter any comments about this step here.]

1. Perform extensive soul searching about your belief in the potential success of the venture.

[Enter any comments about this step here.]

1. Answer these questions:
* “Can I handle the downside?”

|  |  |
| --- | --- |
| * Yes
 | * No
 |

* “Am I emotionally and financially able to handle a failure?

|  |  |
| --- | --- |
| * Yes
 | * No
 |

[Enter any comments about this step here.]

1. After finishing steps 1 – 3, and if you can and answer “YES” to both questions in step 4, then go for it!