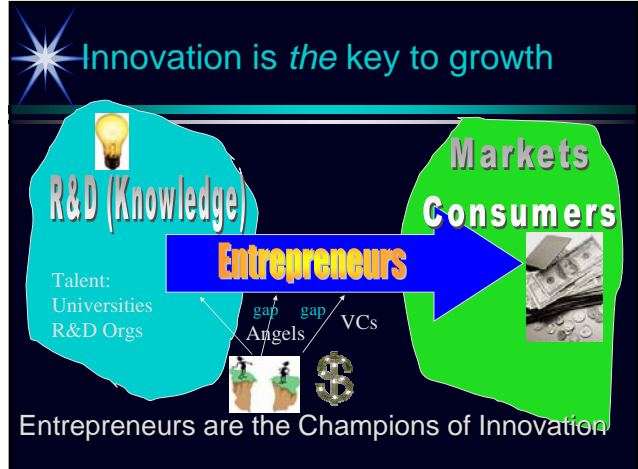




The Fun of Business

Mike Volker



The Engineering Spirit

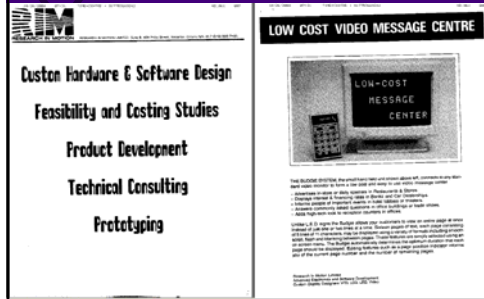
The reasonable man adapts himself to the world; the unreasonable one persists in trying to adapt the world to himself. Therefore, all progress depends on the unreasonable man. [G B Shaw]



Volker-Craig Terminals



RIM - 1988



2007





Business Success Stories

- ◆ Dropouts:
 - Bill Gates
 - Richard Branson
 - Mike Lazaridis
 - Fred Ghahramani (www.airg.com)
(former 201 student & TA)
- ◆ And Google, YouTube, etc etc



High Technology in B.C.

- ◆ GDP: >4% est.
- ◆ Ranking: #3 (by industry)
- ◆ Employees: 50,000+
- ◆ Revenue: \$7.5 Bn+
- ◆ # of Firms: 6,000+
- ◆ Exports: \$1.5 Bn (i.e. manuf. goods)
- ◆ Market Value? >> 20 Billion!



A Great time to start a Company

- ◆ Prime at 6.25%, low inflation, GDP: >4.0%
- ◆ Lower taxes
- ◆ Low R&D costs
- ◆ Great Infrastructure (see www.hitechbc.com)
- ◆ Overhaul of securities regs (easier financing)
- ◆ Special incentives: SBVCA - VCC program
- ◆ Make a list of all un-invented things!
- ◆ Americans will buy anything!



Starting is easy....

There's no such thing as failure....

.....only a learning experience!

Fact: 100 companies are incorporated in B.C.
each business day!!



So, it's Fun, because....

- ◆ it's challenging
- ◆ it's "do-able"
- ◆ it's rewarding (money!)
- ◆ it's a roller-coaster
- ◆ it gives you CHOICES -
- ◆ you can do because you want to, not because you have to



Limitations

- ◆ Span of Life
- ◆ Speed of Light
- ◆ Sand, Oil, Air
- ◆ What did Pogo Say?



Your Advantage

- ◆ You understand the Engineering "Method"
- ◆ BUT - beware of the E-Myth!
- ◆ "Easier" to learn management than science
- ◆ Great demand exists for....
Technical AND management skills
- ◆ Your attitude
- ◆ **Remember: Success in business depends on judgement...not intelligence!**



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