

FOREWORD

This book will empower you to change your thinking from that of an employee to the mindset of an investor, manager, head of business development, and technician. This change in your thinking will allow you to confidently transition to becoming your own boss and living life on your terms. It's not just about getting by, but thriving.

I've been coaching and teaching leadership for nearly twenty-five years, and I've been blessed to have written a couple of *New York Times* best-selling books on the subject. My clients call me a leadership expert, but I blush when I hear those words. I like to refer to myself as a full-time student of leadership.

Last year, Kris attended one of my Heart-Led Leader retreats. I got to know his heart, and it's a good one. During this time together, I learned of Kris's dream to

use his thirty-plus years as an entrepreneur to help others successfully transition from working for someone else as an employee to safely becoming a thriving solopreneur. His goal was to introduce a million people to a new way of thinking through this book, speaking events, online courses, and coaching.

I have to say...at first, this sounded ambitious. However, as I have gotten to know Kris, I've realized that the way he listens and approaches a challenge, combined with his real-life experience and genuine passion for helping people, is unique. Kris has started fourteen companies and has worked with hundreds of businesses. In reality, I think this book may have a much bigger impact than his current goal of reaching a million people.

Here's an example of Kris's thinking that directly impacted me. During the retreat, I shared with Kris my yo-yo weight problem. I told him all the diets I've been on. I told him about all the damn suit pants I own in my closet. We talked about this issue, and I asked his thoughts on diets, exercise, and health.

He didn't answer. He just listened.

A week later, Kris called me to talk about my questions around weight. He challenged me to consider if I was asking the right questions. Perhaps the questions

shouldn't be *what* diet I should go on. Or *what* I should be eating. The question should be *why* do I overeat?

When he initially asked this, a long pause followed. I was trying to process his question. South Beach, Atkins, Jenny Craig, Weight Watchers, Paleo, and Ketogenic all told me *what* to eat. Kris asked me a completely different question...*Why* do I eat?

Remember, this is not a topic with which he has much experience, unlike entrepreneurship. But it's reflective of how he thinks differently and will push you to think differently too. As a friend, he had compassionately listened, challenged, and as a result, empowered me to think differently. Since that conversation, I've lost more weight than ever before and have kept it off. No more yo-yo. I've ditched the 34-, 35-, and 36-inch pants. I now proudly wear 32-inch pants.

Turns out Kris's *why* question changed my life and made me fall in love with this guy's heart. He cared enough to ask the hard questions.

And that's why Kris wrote *The Aspiring Solopreneur*—to ask the hard questions, empower change, and help others to think differently. There are hundreds of entrepreneurship books teaching the what and the how. But Kris starts off by asking about the why. Why do you want to be a solopreneur?

Kris's one question changed my life. This book is packed with a step-by-step process, encouragement, and questions that will change your life. Kris will take you on a journey where you will learn how to think differently, explore what's possible, and if it's right for you, confidently transition to your dream life as a solopreneur.

Enjoy the journey, and welcome to the revolution.

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