ALESSANDRO VEGLIANTE
OWN YOUR LIFE

FREE GUIDE · BUILDING A BUSINESS

5 misconceptions about part-time entrepreneurship that stop you from starting.

Capital, sales talent, time, pace, going it alone: what is really true before you decide for or against a path of your own.

By **Alessandro Vegliante**, entrepreneur and coach · Reading time about 6 minutes

OWN
YOUR
LIFE

Many people give up before they even start. They believe a business of their own means capital, risk and a talent they don't have.

Some of these assumptions are justified, others are not. In this guide I separate the two, even where the answer is uncomfortable, so that you can base your decision on facts.

01

"I need a lot of capital for a business of my own."

When people think of entrepreneurship, they think of loans, warehouses, shop rent and their own brand. For many business models that is true. For building an independent sales activity within an existing system it is not: products, production and logistics already exist.

THE REALITY

The financial entry is manageable; I discuss the details with you openly in the initial call. The bigger investment is your time.

02

"I'm not a sales type."

Many people picture a salesperson who persuades and pushes. They want nothing to do with that, and I understand that well. Sustainable sales work differently: listening, asking questions, honestly recommending what you use yourself.

THE REALITY

Selling and working together can be learnt. Willingness and consistency count for more than talent or prior knowledge.

03 “With my job and family I have no time.”

Time is rarely the real problem. The question is what you use it for today and whether that will still benefit you in five years.

THE REALITY

Building something on the side takes five to ten hours a week over a longer period. Whether you find that time is usually a question of priorities.

04 “If it works, it happens fast.”

Social media shows results, rarely the road to them. Anyone who starts expecting to earn a second salary within a few weeks usually stops exactly when the work is starting to pay off.

THE REALITY

Solid growth takes months to years. Income depends on your effort; there is no guarantee. If you are looking for quick money, this is not for you.

05 “I have to manage this on my own.”

What I often observe: many people fail less because of their abilities than because they start alone, without structure, without a role model and without anyone who follows up.

THE REALITY

You join an existing team, with personal support and a path others have walked before you. You do the work yourself, but you don’t do it alone.

NEXT STEP

Seeing more clearly?

If you are still interested after this reality check, let's talk openly about your situation, your time and your goals. You will get an honest assessment from me of whether this path suits you.

CALL	calendly.com/alessandro-vegliante/30min
EMAIL	alex@alexvegliante.com
WEB	vegliante.ch