ALESSANDRO VEGLIANTE
OWN YOUR LIFE

FREE GUIDE · BUILDING A BUSINESS

The 3 questions that decide whether you can become an entrepreneur alongside your job.

Answered honestly, these three questions show you whether the part-time path is realistic for you, before you invest time and energy.

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

OWN
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What I observe in many conversations: people who fail with a business of their own rarely fail because of the idea. More often, what is missing is an honest look at themselves before they start.

That is why I ask everyone three questions before we work together. I am not promising you success with them. But if you answer them honestly, you will know much more about your starting point afterwards, and in the end the decision is yours.

QUESTION
01

Why isn’t what you earn today enough?

The question sounds provocative, but it is meant differently. I am less interested in whether you earn too little than in whether you know why you want more. In my team I have often seen how important this reason is. Anyone without a clear reason stops at the first setback, and setbacks come for everyone.

- Is your standard of living outrunning your salary?
- Do you want security for your family that your job alone doesn’t provide?
- Or is it about freedom: time, place, decisions?
- Do you have a concrete goal, such as a house, parental leave or capital, or just a vague feeling?

MY THOUGHT ON THIS

If you can state your reason in one sentence, you will find it again in difficult moments.

QUESTION
02

How much time are you investing right now in something that will still count in five years?

Most people work a lot, and yet by Friday evening much of it is over. Ask yourself whether you are building something right now that will still have value in a few years and keep growing over time.

- What have you built in the last six months that lasts longer than a week?
- Do you have five to ten hours a week that you could use differently?
- How do you react when evenings or weekends go into a side project?
- Are you prepared to give up comfort in the short term to gain more control in the long term?

MY THOUGHT ON THIS

Anyone building something alongside their job works double for a while. That is demanding and only lasts if the goal is clear. I did exactly that for years alongside my job.

QUESTION
03

What is stopping you from earning more, and is that really true?

I know the most common answers well: no time, no experience, it's not for me. These are often more excuses than facts. For me this is the most important question, because it shows whether someone is really ready to change something or whether it stays at interest.

- What exactly is stopping you today from building a second income?
- Is that a real obstacle or a habit of thought?
- Have you overcome a similar obstacle before, in another area?
- What would be different if this obstacle no longer existed?

MY THOUGHT ON THIS

As soon as you can name the obstacle concretely, you can work on it. As long as it remains a vague feeling, it holds you back.

NEXT STEP

Something there?

If you have answered the three questions honestly and realise you want more, let's talk. The call is free and without obligation, and we take an open look at whether working together makes sense for you.

CALL calendly.com/alessandro-vegliante/30min

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