



WORKSHEET 1 | THE E-MYTH BY MICHAEL E. GERBER

## The Entrepreneurial Myth

*Why most small businesses fail — and what to do about it*

### OVERVIEW

Michael Gerber opens with a provocative claim: the fatal assumption most people make is that because you understand how to do the technical work of a business, you understand how to run a business that does that work. This is the E-Myth — the Entrepreneurial Myth — and it leads millions of small business owners to burn out, stay stuck, or quietly fail. In this session we explore how the dream of owning a business often collides with the reality of being trapped inside one, and why recognizing that tension is the first step to changing it.

### DISCUSSION QUESTIONS

1. Gerber says most businesses are started by "technicians suffering from an entrepreneurial seizure." Does this describe how your business (or a business you know) started? What was the trigger?
2. What's the difference between working IN your business versus working ON your business? Where do you currently spend most of your time?
3. The book describes three personalities inside every business owner: the Entrepreneur, the Manager, and the Technician. Which role dominates you most? How does that affect your business?
4. Have you ever felt trapped by your own business — as if you created a job for yourself rather than a company? What does that feel like day-to-day?
5. If the E-Myth is that technical skill equals business success, what skills are actually missing from most small business owners?

### HOME EXERCISE

#### HOME EXERCISE: The Three Hats Audit

This week, track your time each day in a simple log divided into three columns: Entrepreneur (visioning, strategy, new ideas), Manager (systems, schedules, people), and Technician (doing the actual work of your trade). At week's end, calculate what percentage of your time went into each role. Bring your results to the next session — be honest!