

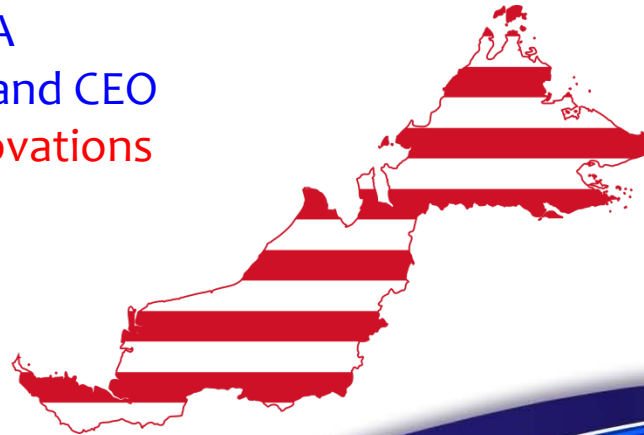
How to become a Successful Entrepreneur

Roy Chin

USA

Chairman and CEO

Chest Innovations



Roy Chin's Background

Born and raised in Melaka, Malaysia

Attended Tun Tuah High School in Melaka, Malaysia – Class of 1983

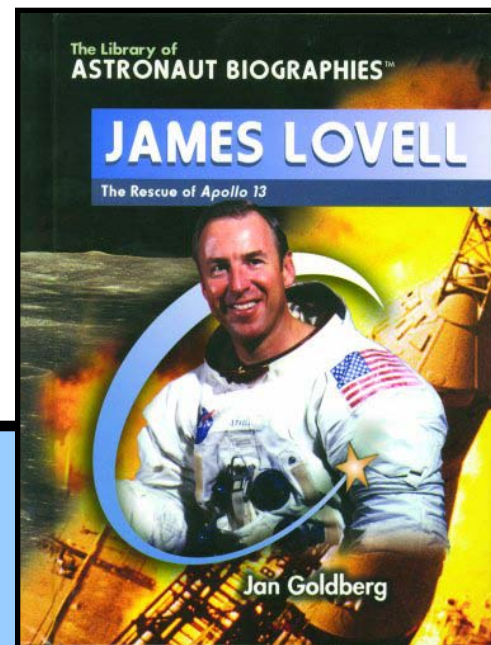
University of Kansas (USA), Electrical Engineering, class of 1988

Work Experience: Stryker Endoscopy (20th Employee), **Cardiothoracic Systems** (IPO & Acquired), **AFX** (Acquired), **SpineView** (CEO – Medtronic invested \$10MM).

Current:

- Founder & Chairman / CEO, Chest Innovations
- Founder & CEO, Intrepid Medical
- Advisor – University of Kansas, UCLA
- Personal Goal – Establish Malaysia as a top medical device hub
- 100+ patents

Success starts with...

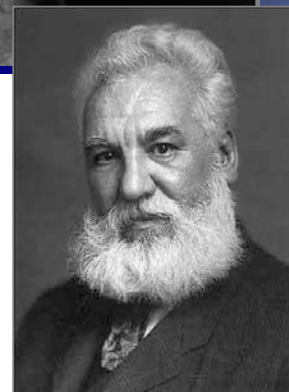
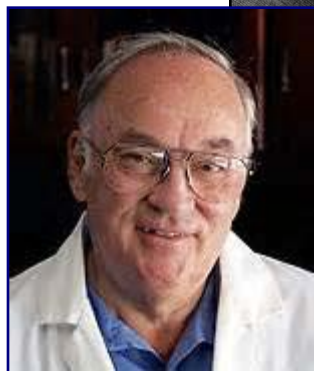
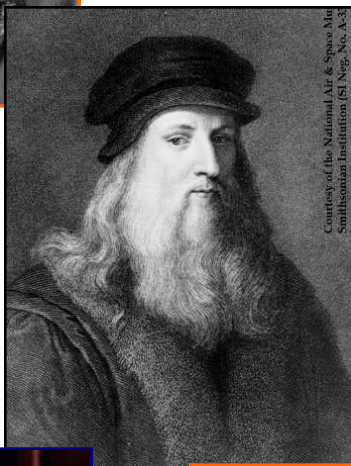
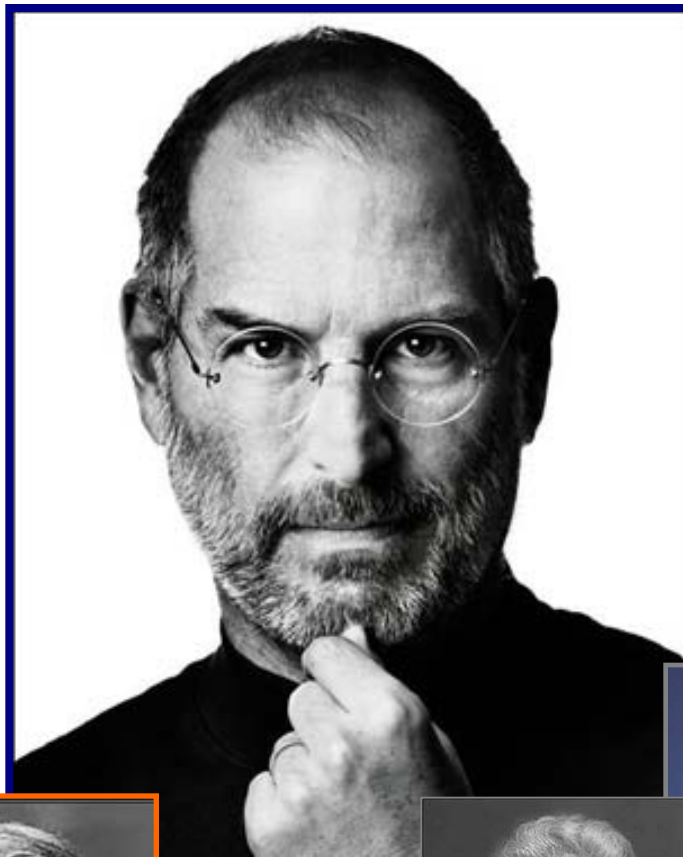
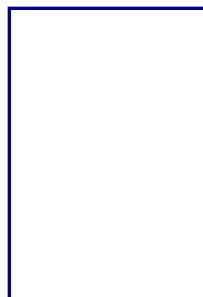
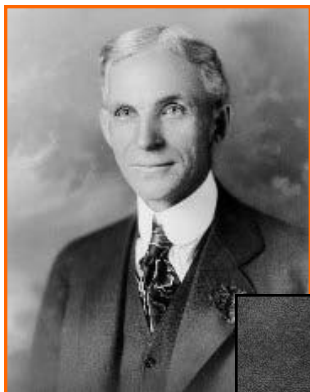


Quote from James Lovell

There are people who *make things happen*, there are people who *watch things happen*, and there are people who *wonder what happened*. To be ***successful***, you need to be a person who ***makes things happen***.

Successful Entrepreneurs

Past and Present...



Entrepreneur Definition

En-tre-pre-neur¹ [ahn-truh-pruh-nur] *noun*

A person who organize and manages any enterprise, especially a business, usually with considerable initiative and risk



Entrepreneurs are people that recognize opportunities and take the initiative to assemble resources to make new products

Entrepreneurship is built on...



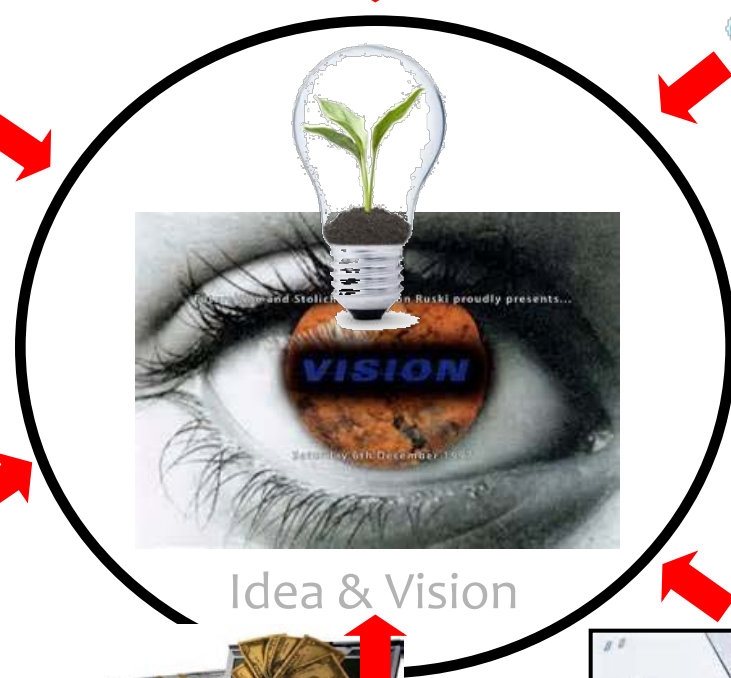
Dream Team



Leadership



Financing



Idea & Vision



Patent protection



Customers

Successful Entrepreneur needs...



Execution

Well-oiled Machine...



THE ULTIMATE DRIVING MACHINE

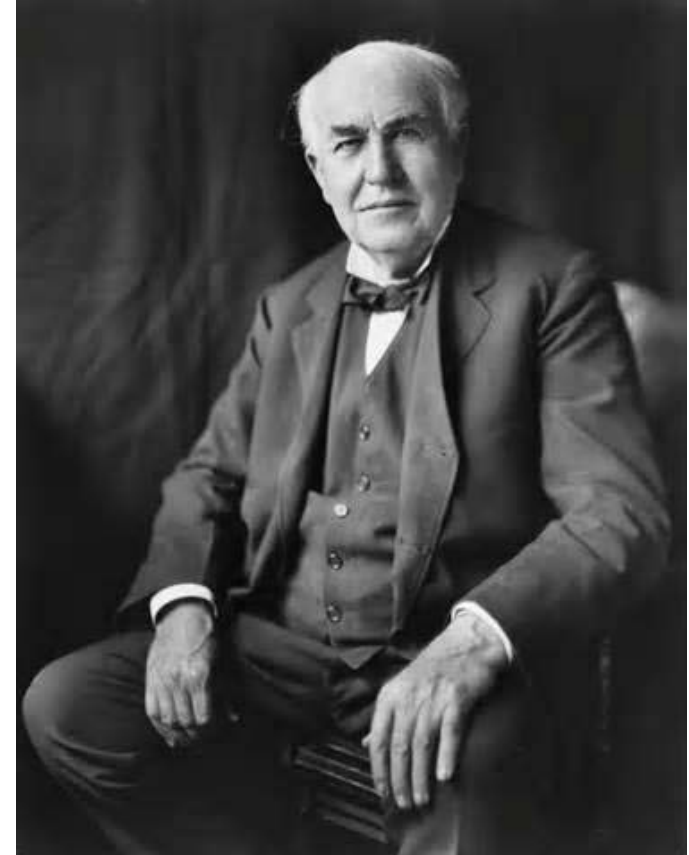


Don't Just Dream, Do it...

“

“Vision without execution is hallucination.”

— *Thomas A. Edison*



Execution



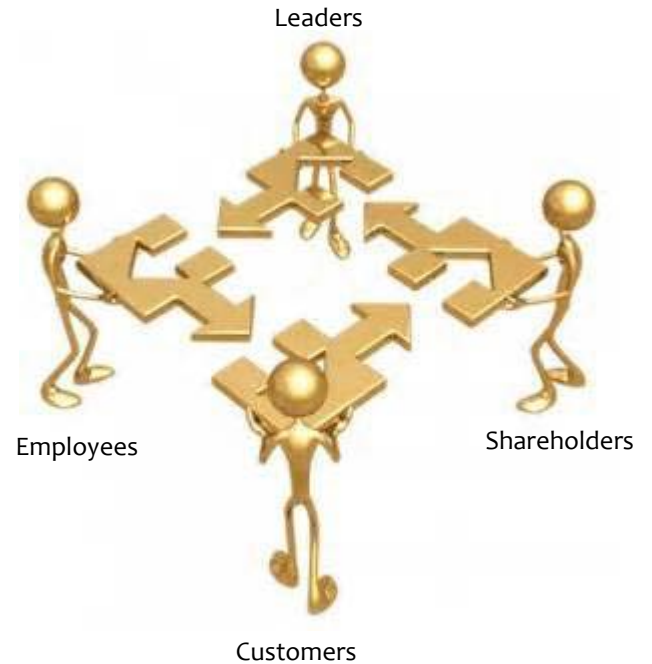
Hire Right Team



Execution (Continued)



Communicate



Execution (Continued)



Focus on Goal



Execution (Continued)



Set Expectation



Execution (Continued)



Risk Mitigation

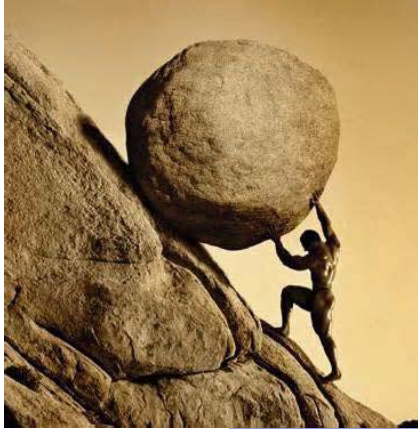


Successful Entrepreneur needs...



ENTREPRENEUR
Characteristics

Successful Characteristics



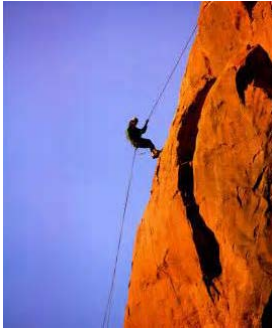
Passion



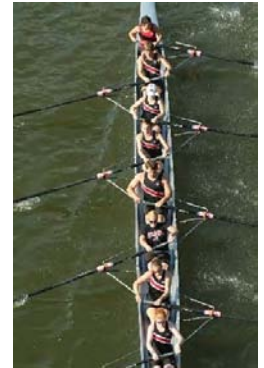
Commitment is the attribute that divides the winners from losers



Successful Characteristics (Continued)



Determination



Team work



Communication



Perseverance



Decision maker



Trust



Believe



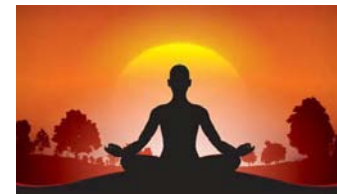
Good Attitude



Risk taker



Overcome Crisis



Discipline

Successful Entrepreneur needs...



Tips for successful entrepreneurship



Be Passionate

Tips for successful entrepreneurship

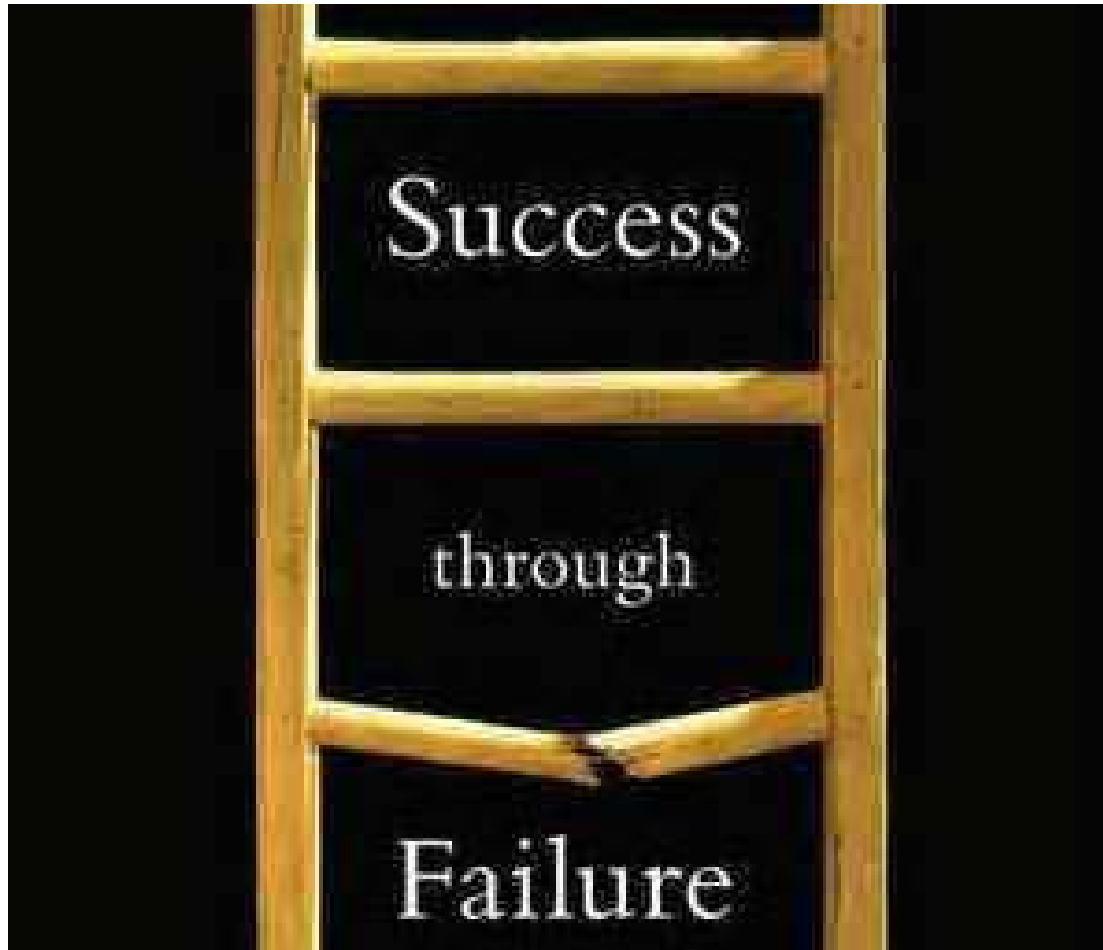
Think Success



Tips for successful entrepreneurship



Tips for successful entrepreneurship



NEVER consider the possibility of Failure

Tips for successful entrepreneurship



Plan accordingly

Tips for successful entrepreneurship



Work Hard

Tips for successful entrepreneurship



Network constantly

Tips for successful entrepreneurship

LEARN

Willingness to Learn

Tips for successful entrepreneurship

Ask for Help



Tips for successful entrepreneurship

Discipline is the bridge between goals and accomplishment.

- Jim Rohn

Discipline yourself



Tips for successful entrepreneurship

Don't Give Up!



Measuring Success

Measuring Success



How do we measure success? Success, of course, is very personal.

- Bill Gates and Mother Teresa have in common? → It's the number of lives in which you might be able to make a positive difference.
- This is the measure of success we need to apply while we are on our journey to success.

Learn from Failures



Not having a right team

Lack of Funding

Intellectual Property Troubles

Product Development Delay

Overpay Executives

Bad Luck

Poor Sales Strategy/Training

Lack of Focus

Being Perfectionist

Fear

Source : MIT Professor, Robert Langer

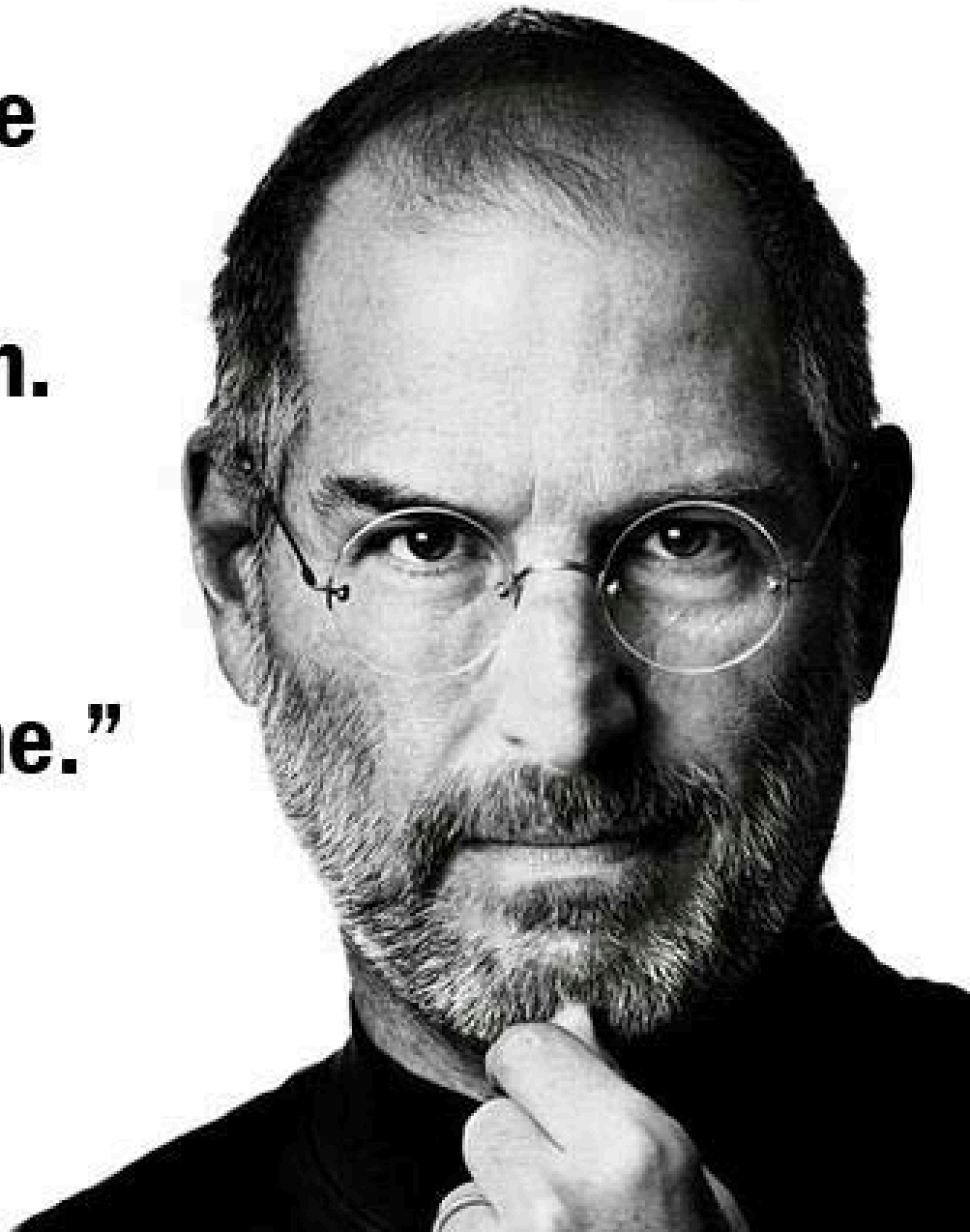
Successful Entrepreneur needs...

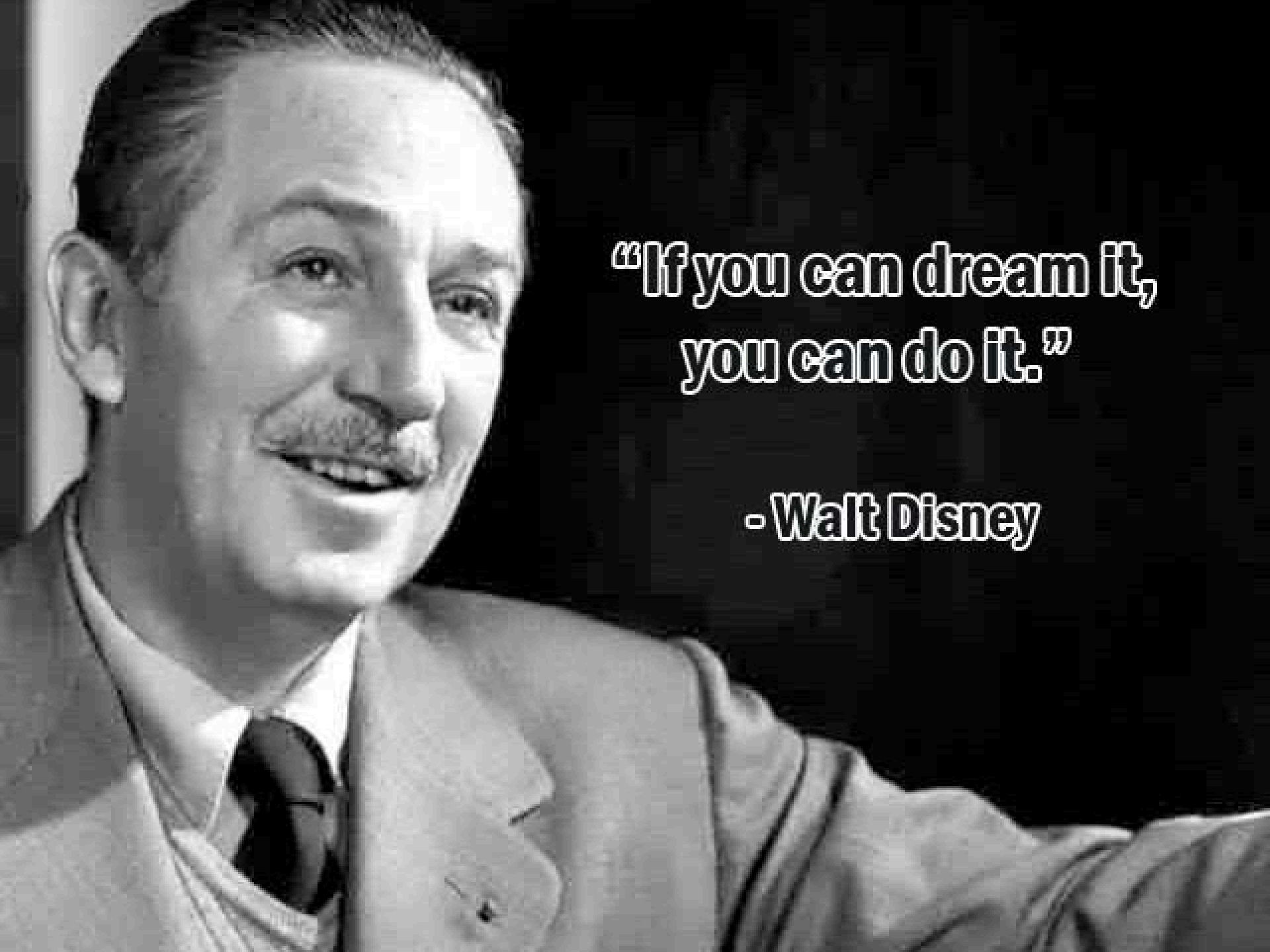


... to be inspired

**“Have the courage
to follow your
heart and intuition.
They somehow
know what you
truly want to become.”**

- Steve Jobs





**“If you can dream it,
you can do it.”**

- Walt Disney

never
never
never
give
up

(winston churchill)

***Fail Fast
Succeed Faster***

Roy Chin

To be published

Take Away Message

Thank You

Q&A