As an entrepreneur, you cannot expect that you can build the business if you push yourself to be the only employee in your company. In such a case, you are an entrepreneur, manager, business developer and employee. Your job as an entrepreneur is to build the business, not the product and not the job for yourself. Yes, you are building the product because your business must sell something but it is not the one and only task for you. The question is how can you build your business?

**1. SET UP YOUR BUSINESS GOALS**

Let’s say one of your goals is to expand your business in a new international market. The goal does not have a meaning to you if you don’t put all your efforts to achieve them. So, you will need to take more steps instead of only setting up your goals. You will need to dig deeply into what that means for you and your company. Your goals must be SMART - Specific, Measurable, Achievable, Realistic and Time-bound.

**2. FOCUS ON YOUR BUSINESS STRATEGY AND PLANS**

You need to translate your goals into strategy and plans if you want to achieve them. Do you know where you want your company to be in 2, 5 or 10 years? Do you want to take the company public? Or maybe you want to sell it. Next thing you will need to do is your business plan. Break each your goal down into mini-achievable goals for each month for the next year, or years depending on your goals timeframe. Then break those mini-achievable goals into actions that you must take each week.

**3. DEVELOP A SUSTAINABLE BUSINESS MODEL**

Check your business model to see if you need to make some changes related to your goals, strategy and plan. Can you add extra revenue streams? Can your cash flow support your plans? What do you need to change in your business model to help you achieve your goals? Can you allow yourself new employments? What you need to change in your business model to allow you increasing human resources?

**4. DO ONLY THINGS THAT YOU CAN DO REALLY WELL**

You cannot be everything to everyone. You will need to focus on those most important things that you are doing well, something that only you can do, and nobody else. These are those things that will make your business different from your competition on the market.

**5. BUILD STRONG TEAM ON WHICH YOU CAN DEPEND**
To build a sustainable business, your service or product will need to be easily produced, marketed not only by you, but also by others. You don’t want you to be the business. Your team and your systems is your business, not you. Once you’ve hired employees to do some of your business tasks, you need to let them do the tasks.

6. BUILD YOUR BUSINESS SYSTEMS TO BUILD THE BUSINESS

Your business systems and processes will be the essential building blocks of your business. Everything will depend on them, with or without your presence in your company. Can you imagine a business without systems? They have a strategies and plans, but nothing is accomplished. The quality of the results of each work is on very low level; customers complain, employees complain, managers complain. If I want to describe such a business with one word, it is ‘chaos’.

7. BE AWARE THAT YOUR ROLES IN YOUR BUSINESS WILL CHANGE OVER TIME

Your roles in your own business will change over time and you need to be aware and prepared for this. The role change will come faster than you expect. Although most businesses pass the startup stage, in most of the cases, the owners do not succeed in passing this stage. In such a case, they are trying to retain their business to its original position (startup stage). Because of that, they feel the pressure to work harder for less money. Your roles as an employee or technician in your company will become less important for your business development as time passes. Over time, you need to focus more on management role and business development role. So, you will need to change as your business changes as well.