



# Engineer to Entrepreneur

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SUCCESS STRATEGIES TO MANAGE YOUR CAREER  
AND START YOUR OWN FIRM

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**Rick De La Guardia**

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# Engineer to Entrepreneur

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# Contents

*Foreword by Anthony Fasano, P.E.* ix  
*Preface* xi  
*Acknowledgments* xiii  
*Introduction* xvii

## **PART 1 HOW TO PREPARE FOR ENTREPRENEURSHIP: STUDENT ENGINEERS**

**Chapter 1. Helpful Courses and Skills .....3**  
Computer Software and Programming Courses 3  
Management and/or Leadership Courses and Skills 11  
Core Principles Courses 16  
Recommended Activities 20

**Chapter 2. Helpful Activities .....23**  
Join Student Groups and Associations 23  
Establish Contacts and/or Become an Intern at a Local  
Engineering Firm 24  
Find Work That Emphasizes Accounting, Management,  
and Clerical Duties 25  
Compile Available Resources 26  
Networking as a Student 26  
Recommended Activities 28

## **PART 2 HOW TO MANAGE YOUR CAREER: YOUNG ENGINEERS**

**Chapter 3. Finding Your Niche .....31**  
Mechanical 32  
Aerospace 33

- Civil 33
- Structural 33
- Architectural 34
- Environmental 35
- Industrial 35
- Biomedical 36
- Electrical 36
- Computer 37
- Recommended Activities 38
  
- Chapter 4. Your First or Next Job .....39**
  - Interview Your Interviewer 39
  - Be Open Minded with Employment Type 40
  - Consider Working for a Niche Firm 41
  - Seek a Mentor 42
  - Offer to Assist with or Learn Management or Accounting Tasks 43
  - Understand the Right Time to Make a Career Move 43
  - Always Learn, Never Stagnate 44
  - Be Patient with the Right Firm 46
  - Be Honest and Dependable 46
  - Make Personal Contacts 47
  - Networking as a Professional 48
  - Save Business Cards 49
  - Incorporate, Open Business Accounts, and Establish Credit at Least Three Years in Advance 50
  - Invest in a 401(k) Plan and Max Out Your Contributions If Possible 52
  - Buy Your First House Wisely 53
  - Recommended Activities 54
  
- Chapter 5. Establishing Your Niche .....55**
  - The Five Questions Aspiring Entrepreneurs Should Ask Themselves Before Starting a Firm 55
  - Recommended Activities 62

**PART 3 HOW TO START YOUR OWN FIRM: EXPERIENCED ENGINEERS**

**Chapter 6. Funding Your Start-Up Company .....65**  
 Step 1: Find Out How Much Money You Have 65  
 Step 2: Find Out How Much Money You Need 67  
 Step 3: Find Out Where to Get the Money You Need 77  
 Step 4: Find Out How to Get the Money You Need 82  
 Recommended Activities 85

**Chapter 7. Company Start-Up Logistics.....87**  
 Come up with a Good and Unique Name 87  
 Decide on a Legal Business Structure 89  
 Incorporate your Business 91  
 Set up Clear Company Policies 94  
 Apply for Board or State Certification and Licenses 95  
 Apply for Business Tax Receipt (Occupational License) 96  
 Implement Legal, Taxation, and Insurance Requirements 96  
 Recommended Activities 102

**Chapter 8. Office Start-Up Logistics .....103**  
 Choosing a Physical Office Space 103  
 Establishing Business Accounts 105  
 Establishing a Budget 106  
 Setting Up an Employee Benefits Package 107  
 Generating Proposals for Services 109  
 Handling Collections 110  
 Hiring Employees 112  
 Pay Yourself Last 113  
 Recommended Activities 114

**Chapter 9. Marketing and Communications.....115**  
 Marketing 116  
 Communications 129  
 Recommended Activities 135

**Chapter 10. Management.....137**  
Office Management 138  
Cash Flow Management 142  
Client Management 144  
Project Management 145  
Employee Management 148  
Payroll Management 150  
Contract Worker Management 154  
Profit Management 156  
Recommended Activities 159

**Chapter 11. Intangibles of Entrepreneurship .....161**  
Great Communication Skills 162  
Honesty 163  
Empathy 164  
Humility 164  
Philanthropy 165  
Philosophy 166  
Self-Awareness 169  
Recommended Activities 169

*Closing Statement 171*  
*About the Author 173*  
*Index 175*

# Foreword

Although you may be fortunate to have mentors as an engineer, your career success is ultimately up to you—nobody else. Unfortunately, too many engineers don't understand this. They go through their day-to-day routines, waiting for the next high-profile project, waiting for the next client to call them, and waiting for their next pay raise, which may or may not come. *Engineer to Entrepreneur* will not only inspire you to take control of your engineering career, but the book also gives you a blueprint for doing so, regardless of where you are in your career when you read it.

I can't think of a better person to write a book on engineering entrepreneurship than Rick De La Guardia. Rick epitomizes an entrepreneurial engineer, which you'll see when you read the vivid examples of his career and business throughout the book.

I had the good fortune of meeting Rick when he offered to come on my radio show (now a podcast) and offer career advice to young engineers. He enjoyed the idea of helping engineers so much that soon after, he invited me to come to speak to the students at his alma mater. During the trip, I visited Rick's office and got to see first-hand how passionate and energetic Rick is, both as an engineer and as a person. To this day, watching him grow a successful engineering business in a well-defined niche, while still serving the profession in so many ways, is motivating.

An entrepreneur is defined as a person who organizes and manages any enterprise, especially a business, usually with considerable initiative and risk. The word *enterprise* is important here. It doesn't have to mean a business; it can also mean your career. This book gives you the tools to be a highly successful engineer, with an entrepreneurial attitude and spirit, whether you start a company or not. Believe me, I provide career coaching to hundreds of engineers, and if they only knew half of the information Rick provides in this book, they would be 10 times as successful as they are now.