



Engineer to Entrepreneur

SUCCESS STRATEGIES TO MANAGE YOUR CAREER
AND START YOUR OWN FIRM

Rick De La Guardia

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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.