# About the Author

Nicholas "Nick" Bartley, M.Ed is a serial entrepreneur with 15+ years of "qualified" experience in meeting/ event planning, graphic design, brand management, and business development consultation. He brings a wealth of knowledge and experience that contribute to his success in fully grasping his client's vision. His experience includes planning regional/ national conferences (with up to 10,000+ attendees), graphic design (logos, collateral and websites) for clients nationwide, managing a \$65M college budget, sponsorship acquisition, image & professional development for high school students up to young



professionals, and the list could go on. His unique background of education, financial management, customer focus principles, and innovative event planning & creative design experiences combine as an infusion of the perfect blend to accomplish his client's mission and goals for their respective project.

After building a solid five year career foundation working at Morehouse College, Nicholas decided to pursue this long awaited entrepreneurial endeavor...to own his own conference and special events planning & design company. In 2009 that dream was realized with a trust fall on faith that led to the formation of V2L Events, LLC (now **The V2L Corporation**, **LLC**), an event planning & management firm focused on highlighting the client's brand image through their events. By 2011 the demand shifted to branding & marketing and fostered the development of the V2L Design Studio. The founding vision and current practice is to make V2L a "one-stop" branding solutions firm to assist with event planning, branding, and marketing in one seamless production package. Additionally, his commitment to assisting in business and entrepreneurial development led to creating The Entrepreneurial Cooperative (2012) and The 168 Life Project (2014).

Nicholas is a native of Savannah, Ga and is a product of the Chatham County Public School System. He obtained a B.S. degree in Mathematics from Morehouse College, an M.Ed degree in Educational Leadership from Georgia State University, and a Certificate of Hospitality Administration in Trade Show and Event Planning from the J. Mack College of Business at Georgia State University. He served in professional capacities as Budget Assistant, Budget Analyst and Director of On-Campus Recruitment & Special Events all at Morehouse College prior to venturing into the entrepreneurial journey. Currently, he resides in Atlanta, Ga and is a devoted member at New Faith Mission Ministry (Griffin, Ga) where he serves on the Finance Team and is Director of Media & Marketing.

To review Nick's full Bio visit: www.NickBartleyPresents.com

#### Chronicles of a Serial Entrepreneur

...is a 5 Book Business & Professional Development Self-Help series of The 168 Life Project designed to assist current and aspiring entrepreneurs in believing in their entrepreneurial VISION and handling the mental, physical, and financial roller coaster of the journey in which they will experience. Based on his personal testimony and real life experiences, Nick Bartley shares a story of adversity, faith, and triumph to deliver tips, tricks, and professional "wish I had of known" advice on building a business on a foundation for success. As a self starter, Nick dissects the areas which most first time entrepreneurs struggle with when initiating the thought of owning and executing a business or non-profit organization. Starting from NOTHING but a VISION, faith and meager personal finances to growing a successful business venture, entrepreneurship is possible with hard work, a tenacious spirit, and self motivation. This book series addresses topics: (1) professional development & the entrepreneurial journey, (2) legally forming & operating a business, (3) branding & promotions, (4) event planning, and (5) network expansion.

The 168 Life Project is an initiative of The V2L Corporation, LLC (Atlanta, GA) www.The168Life.com | (404) 913-6825 | books@The168Life.com



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The following gives a snippet of the foundation of each chapter as it breaks down my story and gives the premise to the advice I would give to those seeking a similar path to provide direction and focus.

Opening: I've got a TESTimony: Passion, Purpose & VISION

### Strategy 1 STOP, and go Pray... THE WALL: In the midst of it all, yet still I TRUST You...

COACH YOU: I was CHOSEN for this

Despite your situation and as you desire to excel and achieve, seek inspiration and guidance through prayer & meditation to ensure you thoroughly know how to execute the Vision.

### Strategy 2 Understand your Brand...

THE WALL: I focus on doing what needs to be done...

COACH You: May the work I DO speak for me

Understand that You are YOUR "brand" and it is inseparable. Everything you aspire to do in life will orbit around the decisions you made yesterday and the choices for tomorrow. Safeguard your image so it brands you positively.

Strategy 3 Write, Write, WRITE...
The Wall: My 2014 "New" ideas were written in 2009...

COACH You: Writing speaks manifestation into the atmosphere

Write the VISION and create the game plan as it was divinely given to you. Release your mind clutter, organize, and be ready to move forward in order and excéllence.

#### Strategy 4 Develop, Grow & Expand your Network...

THE WALL: The world is watching and waiting...

COACH You: My Vision is bigger than this box

Network...with Everybody...your purpose is your ministry as long as you operate in the aift instilled in you.

#### Strategy 5 Be Professional in all you do...

THE WALL: The smile, the tone, and the bow-tie...

COACH You: Yes Sir, No Ma'am, Please, and Thank You

Project a professional image at all times so that it reflects a positive perception, personally & professionally, to prospective stakeholders and it allows those you know to understand your level of seriousness.

Strategy 6 Build your "A" Team...
The Wall: I AM hiring, but are you ready to put in the WORK

COACH You: My Team is Awesome and I am thankful they chose ME...

Choose your circle to be those moving in a positive direction...ordain your team according to where they are most beneficial and effective...Many may call, but few should be chosen, so choose wisely.

### Strategy 7 Relationships...

THE WALL: We are cool, but this is BUSINESS...

COACH You: Know when to hold 'em, fold 'em, or walk away

Maintain professional client/business/personal relationships at all times... consistency is key in acquiring and retaining healthy relationships with friends, clients, vendors, and industry colleagues.

#### Strategy 8 Execute with Authority...

THE WALL: Passiveness doesn't pay the bills...

COACH You: This is my season and I was CHOSEN for this appointment

Operate in your calling, execute with passion, know the game and play your role, and don't waste anyone's time.

The following gives a snippet of each strategy as it seeks to provide a basis and rationale to support its standing to reach and achieve goals. These strategies assist in the creation, achievement, and retention of goals and what it takes to succeed without barriers and limits on ones thinking and physical efforts.

#### Opening: You Are Good Enough, So Make it Happen

#### Strategy 1 Quiet Time: the Remix...

THE WALL: You need "ME" time to plan and strategize...

COACH YOU: I was CHOSEN for this

Despite your situation and as you desire to excel and achieve, seek inspiration and guidance to ensure you thoroughly know how to execute and obtain all you seek out to do.

#### Strategy 2 Understand your Brand...

THE WALL: Everything You do matters and determines how doors will open...

COACH You: Your work will speak for you when you are not around Understand that You are YOUR "brand" and it is inseparable. Everything you aspire to do in life will orbit around the decisions you made yesterday and the choices for tomorrow. Safequard your image so it brands you positively.

## Strategy 3 Write, Write, WRITE... THE WALL: "When I grow up, I want to..." ...

COACH You: Write IT, Speak IT and Believe in IT

Write the VISION, create the game plan, and make it happen. Release your mind clutter, organize, and be ready to move forward and make excellence the constant GOAL.

#### Strategy 4 Mind-set, not Mind Games...

THE WALL: Keep the bigger picture in mind...

COACH You: Think holistically and get out of that box

Mind..Body..Spirit..Network..Health..Finances..Education..Balance...

#### Strategy 5 Be Professional in all you do...

THE WALL: The world is always watching what you do...

COACH You: Yes Sir, No Ma'am, Please, and Thank You

Project a professional image at all times so that it reflects a positive perception, personally & professionally, so those you know (and don't know) can understand your level of seriousness.

# Strategy 6 Is Your Team "A-1"... The Wall: Will your crew be there when...?

COACH You: Would you hire them...

Choose your circle to be those moving in a positive direction according to where they are most beneficial and effective... Many may call, but few should be chosen, so choose wisely.

#### Strategy 7 Relationships...

THE WALL: Don't burn any bridges & Get out of your feelings...

COACH You: Know when to hold 'em, fold 'em, or walk away Maintain healthy and positive relationships at all times (family, friends, work, oh and Bae)...be consistent and maintain balance.

## Strategy 8 Think like a BOSS... THE WALL: Act how you want to be treated...

COACH You: You were created to Achieve and Succeed

Learn the Game, know your role, play your position, execute in excellence, and don't waste anyone's time.