



# Little Man

Evan Carmichael

The Little Man is the person in your life who puts you down.

Who tells you that your dream is not possible.

Who says that you're not good enough.

Who makes you doubt yourself. We all have a Little Man in our lives.

And Little Man makes me upset.

Because Little Man is a dream killer.

This is important because at the beginning stage of your dream you don't have all the answers.

You have a vision for what you want to accomplish but you don't quite know how it's going to work out.

That's ok.

Your friends are the people who see the holes in your plan and help you figure out ways to make it stronger.

Little Man will find everything wrong with what you're doing and hate on your idea.

And because you don't have all the answers yet, Little Man makes you doubt yourself.

This is often where dreams die.

For that one brief moment you thought about becoming more than you are right now.

You thought about how your life could change for the better.

You thought about the impact you could make.

You had the courage to step outside your comfort zone.

And then...

BAM!

Little Man puts you back in line.

"You can't do this," he says.

"You don't know what you're doing," he says.

"This will never work," he says.

And so you quit.

That one seed of doubt grows like a cancer and the next day you go back to your ordinary life.

Don't listen to Little Man.

Little Man doesn't know what he's talking about.

He's jealous.

He's afraid.

He doesn't want to see the people around him become successful.

And so instead of doing something courageous himself, he spends his life putting others down.

Entrepreneurs are gladiators.

Every day we go to fight for our business.

We get in the arena while the world watches.

We risk embarrassment, failure, and criticism to chase our dreams.

Little Man is in the crowd.

He laughs at you.



Jokes at you.

Throws popcorn at you.

But remember that you're the gladiator and he's in the audience.

He's nothing compared to you. Don't let Little Man get you down.

If you want something, go get it and don't let anyone tell you that you can't have it.

If you believe in it enough, you'll find a way to make it happen.

Believe.

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## About the Author

Evan Carmichael helps entrepreneurs. At 19, he built then sold a biotech software company. At 22 he was a venture capitalist helping raise between \$500,000 and \$15 million. He now runs [EvanCarmichael.com](http://EvanCarmichael.com), one of the world's most popular websites for entrepreneurs. His goal is to help 1 billion entrepreneurs. He has helped set 2 world records, works 20 hours per week, uses a stand-up desk, rides a Vespa, raises funds for Kiva, and created a line of Entrepreneur trading cards. He graduated from the University of Toronto and enjoys salsa dancing, being a DJ, and the Toronto Blue Jays.

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