

## Congratulations and New Beginnings for LAEDA's EDTP Class 88

Posted on 11/19/2020 by Ray Lamboy in [LAEDA News](#)

On Wednesday, November 13th, 2020 LAEDA congratulated the 88th Session of the Entrepreneurial Development Training Program (EDTP) virtually through video conferencing for the completion of the EDTP. This session marks the end of the EDTP session virtually with our EDTP session of 88 since the COVID-19 pandemic. LAEDA welcomed even more members to its family here at LAEDA because our alumni are not just business owners, but also a part of our LAEDA alumni family as well.

The orientation was hosted by Ray Lamboy, LAEDA's CEO, and the entire LAEDA staff was able to congratulate the students virtually and hear about their experiences, challenges, discuss any more questions and concerns and listen to goals that alumni have moving forward.

Ray Lamboy, started off by asking the question in reference to the picture with a train track and a light at the end of the tunnel, "So, is it the light of opportunity or are you going to get run over?"

This is the question that was asked when first starting the course we all have opportunities', resources and support we just need to connect them together in a valuable way and let them guide us in fulfilling our goals. Therefore, as Ray illustrated in response to this question, "without a business plan it is a train that is ready to run you over."

A business plan is like a road map for an entrepreneur and also like a compass that guides or shows the way to the path of their- the entrepreneurs success.

"Don't let your life suck you back in you have momentum to keep on going. You collected valuable information, expanded your jet fuel, have counselors and mentors and keep up this new daily routine," Ray Lamboy suggests, "Take a break, but dedicate yourself to working on your business at least 2 or 3 nights a week. I mean strategize, finish and implement your business plan. You guys have been stretched like a rubber band it can never be the same again and you guys have been stretched to become the entrepreneurs that you want to be.

LAEDA is a resource for you and for your journey. Key takeaway: we gave you a lot of information, but I hope now you know what YOU DON'T KNOW. Now you know the systems that you need to have in place to be successful and now you know exactly what you are doing so please apply what you learned and work on your mindset. Be a life learner in business. Make sure to schedule your next counseling session with your counselor. We have to invest our time, instead of spending our time. Protect your investment and finish your business plan.

Afterward, all of us played Wheel of Fortune presented by one of our alumni from Session 82, Andrea Riley the owner of Marriage Service Technicians, where you learn about equipping relationships with Tools to GO the Distance and much more. Andrea talked about her journey as an entrepreneur and her experiences with us at LAEDA.

"I went to all (Buffets) types of webinars and workshops and got bits and pieces of information before I started my business and even afterward. But even with all this information I needed something to put this full course meal all together and I wanted to get all the nutrients I needed so I found LAEDA," Andrea Riley explains, "I was going to takeaway and use whatever I learned and adjust my business accordingly and this is why I came up with a visual board because it allows us to see where we are going and where we need more knowledge and information to carry those things we need for success or to achieve our goals."

Andrea Riley taught, as we must think outside the box thinkers. Thus, we cannot be stuck in a box and live without innovation. She used the pandemic of the world as an example and illustrated that we cannot just sit there and say everything did not work out and plan did not fall through so I will just sit and wait here. Remember opportunities do not always knock on your door and especially when it seems like the most challenging we must create our own opportunities and almost become detectives and research about what is needed out there and build it.

"Be willing to do this when necessary—Recreate and also revisit and please find the time to take care of yourself—SELF-CARE. Continue to make this a priority- personal development. (Keep investing in yourselves), Andrea Riley expresses, "Things are always changing and evolving and we have to learn and involve and change along with them. Our clients will be moving on or taken away by our competitors if we don't change or evolve." If you want to contact Andrea Riley you can email her at [TheRileys@MarriageServiceTechnicians.com](mailto:TheRileys@MarriageServiceTechnicians.com).