

ILYAS SALIM

ISLAM AND THE BUSINESS MINDSET

**Motivational tips and advice
for Muslim Entrepreneurs**



Ta-Ha Publishers Ltd.

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بِسْمِ اللَّهِ الرَّحْمَنِ الرَّحِيمِ

Allah says:

If only the people of the cities had had iman and taqwa, We would have opened up to them blessings from heaven and earth. (Surat al-A'raf 7:95)

And:

If only they had implemented the Tawrah and the Injil and what was sent down to them from their Lord, they would have been fed from above their heads and beneath their feet. (Surat al-Ma'idah 5:66)

He meant – and Allah knows best – if only they had acted upon that which was revealed in the Tawrah and the Injil and in this Qur'an they would have eaten from above their heads and beneath their feet, meaning – and Allah knows best – He would have bestowed the world upon them fully.

Yahya ibn 'Umar, *Ahkam as-Suq* (The Rulings of the Market)

Business Mentality and Purpose

WHETHER you are starting a new business or are an existing business owner, whatever the scale of your business or field of work, these are some basic principles to put into practice that will help form your mentality and shape the purpose of your efforts.

The primary goal of a Muslim business should be to please Allah and establish a way of life that seeks a halal income through means that benefit society as well as yourself.

Make profit a secondary aim

Seeking to make a profit is not a bad aim as we all have bills to pay, but it should be secondary to seeking the pleasure of Allah.

And whoever has taqwa of Allah – He will give him a way out and provide for him from where he does not expect. Whoever puts his trust in Allah – He will be enough for him. (Surah at-Talaq 65:2-3)

When you make Allah the primary consideration and run your business within the limits that He has prescribed, then insha'Allah, Allah will fulfil your needs.

Be honest and professional

Prophet Muhammad ﷺ has said that the honest and truthful businessman will be in Jannah amongst the Prophets, the truthful and the martyrs.

(Tirmidhi, Hakim)

Honesty and professionalism are essential in any business. When it comes to building a business, that means building relationships based on trust with customers, employees, partners, suppliers and, in fact, anyone that you come into contact with. This trust is built through being open and transparent, being respectful of people in communication, through doing what you say you will do, being punctual with meetings and delivery dates, and so on. Even one lie or deception can ruin your reputation and is not worth it.

The Messenger ﷺ stressed the importance of fairness in business whilst reprimanding a dishonest tradesman:

Prophet Muhammad ﷺ has said that Almighty Allah proclaims, “I am the third partner of a two man partnership until one of them acts dishonestly to his partner, and, in such event, I then leave them.” (Abu Dawud)

Dishonesty is not always telling outright lies, but extends to making exaggerated claims, overstating the benefits of a product or service, or discrediting others in the same industry in order to gain a competitive edge.