

RATE YOUR RELATIONSHIP WITH YOUR BUSINESS QUESTIONNAIRE

BY TRUESILVER COACHING

Directions:

Score each statement 1 to 5

1 = Totally disagree
5 = Completely agree

Time

I rarely work more than 5 days a week	
I generally work less than 40 hours a week (including paperwork & administration)	
I have more time than I need to get things done	
I work the hours I want and can take time off when needed	

Leadership & Management

Every director and employee has clear written job descriptions and reviews	
Staff are able to openly communicate obstacles to their production	
We invest in training and development of our company	
I frequently spend time planning strategies and looking to the future of my business	
I am in control of my business and proactive in how it's managed	
I spend time developing my business knowledge and expertise	
I have clear goals for myself and my business	
I truly feel if I sold my business it would work well without me	

Lifestyle

I look after my health and my fitness on a regular basis.	
I make time for family, friends, interests and social activities	
My work enables me to have the freedom to give time to my home life when required.	
I have a plan for my exit from the business and we are on track	
Having my business provides me with the security I need to be able to live my life	

Financial

I am at a level financially that I expect to be at this point in my life.	
We have financial statements produced monthly	
Income is consistent and manageable	
All customers pay on time or in advance	
Enquiries and sales are regular and follow a steady pattern	

Emotional

I feel great thinking about going to work in the morning	
Motivation to work and move the company forward comes easily to me.	
I give regularly to charities and worthwhile causes (time, money, resources, etc...)	
I enjoy running my business and still get a kick out of going to work	
Running my business makes me happy	

Now add up your scores and find out if your business is still your baby
(or a temperamental teenager)....

TOTAL:

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Business Bliss (scored 100 to 135)

Congratulations! You either have a business that is successful and makes you a great profit, or it's certainly on it's way. It also makes you proud. By the sounds of it your business really is still your baby and with any luck you have your exit strategy planned so that either you can keep the business on as an income or sell it when you're ready.

Business Building (scored 70 to 99)

Like many other businesses, chances are you've got a great business but there are areas which you really need to develop. Were there specific areas which you gave yourself a lower score? Or are you generally not happy with the company's performance? Some people in your position actually find that they've just lost heart. Might be a good time to think about why you started the business, where you want it to go in the future and look at everything objectively.

Business Breakdown (scored 27 to 65)

Ok, so things aren't great at the moment, but that just means there's room for improvement. Which areas did you score yourself lowest? Which areas are most important for you to improve on straight away? For a lot of business owners in your position things like sales and cashflow are the biggest challenge - or may be you're just working all the hours in the day so that you can stay on top of them. Look at what's most important to you to change right now and make sure it happens. Take a step back, think about if what's happening now can be changed on your own and how long you can keep up this kind of pace for. Talk to someone about the best ways to move forward and remember - you're not alone!

For new business owners....

REMEMBER – if you're a brand new business (6 months or less) your scores could be slightly lower due to the time and investment it takes to start a new business. **However...** look at where you scored yourself low and think about whether this can be changed – even now. Start your business how you mean to go on and be very conscious of your time and your cashflow.

For more information about making some big improvements in your business or just clarification on areas to work on yourself – contact us for a free business coaching session.

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