

ARE YOU WORKING ON YOUR BUSINESS — OR IS YOUR BUSINESS WORKING ON YOU?

For each statement below, circle a number value that relates to your situation:

| MY BUSINESS IS WORKING ON ME | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | I AM WORKING ON MY BUSINESS |
|--|---|---|---|---|---|---|---|---|---|----|--|
| My work time is totally used putting out fires. | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | I have total control of my time and accomplish everything I set out to do. |
| The people we hire never seem to deliver what we expect of them. | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | The people we hire always exceed our expectations. |
| We have no idea how to sell anything to anybody. | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | We have a documented selling system which works extremely well. |
| We do not have a structured marketing plan for the business. | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | We have a low-cost marketing engine that provides a steady flow of potential new clients . |
| The accountant's historical report is our only financial management tool. | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | We have a formal budgeting and forecasting system and up-to-date financial information at all times. |
| My life is completely out of balance — too much work, not enough leisure. | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | My life is well balanced between work and leisure. |
| We have no idea where the business is going — we just react to each opportunity as it happens. | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | We have a written strategic plan and each employee understands the direction we are taking. |
| Total each column: | | | | | | | | | | | Enter your total score here: <input style="width: 50px; height: 20px;" type="text"/> |

Compare your total score to the chart below:

| 7—29 | 30—39 | 40—49 | 50—59 | 60—70 |
|---------------------------------|----------------------------------|--------------------------------|--------------------------------|----------------------------------|
| Your Business is Working on You | Your Business Has the Upper Hand | You Are Struggling For Control | You Have Control in Some Areas | You Are Working on Your Business |

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