



**Eight questions that will expose your business for what it’s really worth:**

	<b>Never (1)</b>	<b>Rarely (2)</b>	<b>Usually (3)</b>	<b>Always (4)</b>
1. Is your business profitable (i.e. do you have money left over after paying all of your bills and paying yourself a reasonable salary)?				
2. Do you pay yourself a reasonable salary (i.e. more than you would be making if you worked for someone else)?				
3. Do you hold regular executive strategy meetings to determine the business goals, objectives and tasks?				
4. Are you working at the highest level of productivity?				
5. Are your employees working at their highest level of productivity?				
6. How frequently do you feel as if you are completely in control of your business, and don’t stay up at night worried about meeting deadlines and paying bills?				
7. How often does your sales team meet its revenue goals? (NOTE: if you don’t actually set goals for your team, then the answer is “NEVER”)				
8. How frequently do you wake up and feel excited about the work day ahead?				
<b>Total</b>				

**Analyzing Your Score:**

**0-8: Your business is miserable.** Your business is dragging you down. Figure out a way to fix it before it runs you completely into the ground.

**9-16: Your business is limping.** Although there may be some positive aspects of your business, for the most part it is a drag. Seek support in building on what works and fixing what doesn’t.

**17-24: Your business is average.** There are positive things happening in your business most of the time. You have a lot of potential for improving your business and finding more success and happiness by focusing on increasing productivity and profitability.

**24-32: Your business is awesome!** Wow! Your business sounds great! There is always room for improvement, but congratulations on running a tight ship.