

Are You Working On Your Business or Is Your Business Working On You?

Read and complete the following chart.

	My business is working on me	1	2	3	4	5	6	7	8	9	10	I am working on my business
1.	My finances are a mess — both personally and professionally.											I am in complete control of my personal and professional finances.
2.	My support staff is in anarchy — making their own rules, ignoring mine.											I have a championship support team who handles the detail for me.
3.	My working environment frustrates me, depresses my staff, and turns clients away.											My working environment is perfect for me, comfortable for my staff, and an inspiration to my clients.
4.	I have no idea how to sell anything to anybody.											I believe that ethical selling is a skill that my team possesses in abundance.
5.	We do not have a structured marketing plan for the business.											We have a low cost marketing engine that provides a steady flow of potential new clients — delegated to the support team.
6.	My life is completely out of balance — too much work, not enough rest and play.											My life is well balanced between work, rest and play.

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