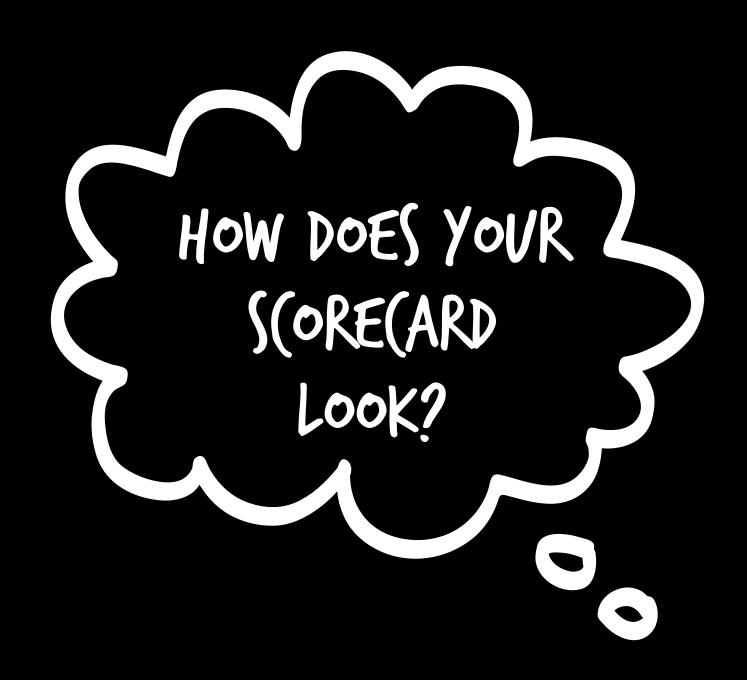
START WITH THE END IN MIND

(regardless of how old your business is) (think...Business Planning in Reverse!)

DENISE HALL

ex-Business Owner now Exit Strategist and Business Broker



if the whole idea of completing the full Sellability Score questionnaire is just a little too daunting at present,

instead,

complete the "So You Think You're In Business" one-page scorecard (based on the same attributes) Life is way too short to spend it on a business that is not really working yet.

Only you know what size Business you want to build. It's your Life after all!

So, lets take a moment to get clear on the current state of your Business by running it through this Scorecard. Circle the number that best represents your business per question; 5 = absolutely! Couldn't be better, to, 1 = shocking! Need to do more.

This not only gives you a snapshot of how you rate your Business loday but it also reveals the opportunities, if you're up for the challenge...

	Business Name:	Sco	re				
tings	ncials						Tota
1.	Is your Business making money?	1	2	3	4	5	
2.	Is your Business profitable?	1	2	3	4	5	
3	Is your Business paying you a wage?	1	2	2	4	5	
4.	is your family reliant on the money it makes?	1	2	3	4	8	-
recu	ming			1			Ž.
5.	Does your Business have a "subscription" modelf	1	2	3	4	5	
ó.	Do you know of model examples in your industry?	1	2	3	4	5	1
struc	ture						
7	Can you take a 6 mths haliday? (Business conts.)	1	2	3	4	5.	
8.	Are you clear about what you will and won't do?	- 1	2	3	4	8	-
grov	vth			No.			9
9.	is your industry trending up or down?	1	2	3	4	5	
10.	Is the future looking rosy?	1	2	3	4	5	1
valu	e						
11.	Do you know what the Business "breakeven" is?	1	2	3	4	5	
12.	Does the Business make more eash than it spends?	. 1	2	3	4	8	,
buri	ier to entry	2				504	2
13.	What's the Business "moat" ie how is it specialf	1	2	3	4	5	
14.	Are you recognised as an industry leader?	-1	2	3	4	5	÷
relia	nce						
15	Is the Business reliant on any one customer?	1	2	3	4	5	
16.	Is the Business reliant on any one supplier?	1	2	3	4	5	1
17.	Is the Business reliant on any one employee?	1	2	3	4	5	
satis	faction		-				
18.	Does the Business measure customer satisfaction?	1	2	3	4	5	-
19.	Does the Business have a referral program?	1	2	3	4	5	ā.
YOU	!						
20.	Have you started with the end in mind?	1	2	3	4	5	-
21.	Do you know what you want to do with Business?	1	2	3	4	5	0
22.	Are you ready to make this happen?	1	2	3	4	5	
	Total Score	i		ĺ	1		

Happy with your score? What help do you want/need to Improve your score?

want a copy of this? it can be arranged by emailing your request to **info@theentrepreneurialmother.com.au**

HOW'S THE S(ORE LOOKING? GOT A BIT OF WORK TO DO?

TO (ONTINUE THE (ONVERSATION ...

- 1. come to **theentrepreneurialmother.com.au** and have a good look around
 - 2. find me on **LinkedIn** and connect
 - 3. join me for focused DOing...

Spend 3 hrs with me in the Boardroom;

"lets get this party started!"

Date to be Advised

email me at info@theentrepreneurialmother.com.au