

Self-Assessment for Business Owners

This assessment is designed to assist you to identify areas for yourself and for your business that could benefit from business coaching.

Read the statements at both ends of the grid and select the number that most reflects your current situation.

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| My business is aligned with and operates according to a vision and company values. | 5 | 4 | 3 | 2 | 1 | We do not have a vision or if we do, not everyone knows it. |
| The business sales are trending up on a consistent basis and I know this because I measure them. | 5 | 4 | 3 | 2 | 1 | The business sales are flat, declining or I am not sure what they are doing. |
| We know where our profits come from and how much each line item gives us. | 5 | 4 | 3 | 2 | 1 | I know we make money because we can pay our bills, but I am not sure what my margins are or where the profits come from. |
| We are consistently successful at reaching our goals. | 5 | 4 | 3 | 2 | 1 | We don't have goals or we have a hard time reaching our goals. |
| Our business is thriving and so are our employees. | 5 | 4 | 3 | 2 | 1 | We are often short of necessities such as time, space, opportunity, money or resources. |
| I have an exit strategy. | 5 | 4 | 3 | 2 | 1 | When I go the business goes too. |
| We have a written strategic plan and make conscientious decisions based on that plan. | 5 | 4 | 3 | 2 | 1 | We are "winging it." |
| We watch and understand cash flow. | 5 | 4 | 3 | 2 | 1 | We are constantly chasing receivables. |
| We leverage our strengths and move quickly on new opportunities. | 5 | 4 | 3 | 2 | 1 | We feel like we are a step behind and miss opportunities. |
| We attract business and business interest easily. We have the kind of customer/client we want. | 5 | 4 | 3 | 2 | 1 | We have customers/clients that we do not like but we feel we have to keep them; they drain our time and resources. |
| I have a lot of support personally and professionally. | 5 | 4 | 3 | 2 | 1 | There is no one to talk to about the above. |
| I am well organized and protected financially. | 5 | 4 | 3 | 2 | 1 | I am sinking in debt. |