

# 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.
<b>Total each column:</b>											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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