

# Who's In Charge: Of Your Business?

## A Reality Checklist

Tick each box if the statement is true.

**Less than 5.** You're still in control of your business. However some specialist business coaching in those specific areas could allow you more freedom to grow.

**Between 5 and 10.** Get some outside help. Things have probably gone too far to have the perspective to fix it your self.

**Over 10.** HELP! The business is running you. Time to get some help and pull this runaway train back on the rails.

- My income does not reflect the effort and hours I put in.
- Problems start as soon as I walk out the door.
- I couldn't imagine going on holiday without worrying about the business.
- I work more than 10 hours a day.
- I seem to manage by customer and staff reaction rather than by planned strategy.
- If I weren't here the place would not be functioning within a month.
- The business has debt of more than 20% of its annual income.
- I am working at things I don't enjoy and am not good at.
- I do not spend anywhere near the time with my family I want to.
- I spend nearly all my time working **in** the business rather than **on** it.
- I would like to delegate more but feel I can't.
- I have trouble getting and keeping good staff.
- The excitement of owning a business has turned into tired stress.
- The staff seems unmotivated and not interested in the business.
- Profitability for the turnover is down.
- The books and tax returns are not up to date.
- I have good ideas but no time to implement them.
- I do not feel secure about the future of the business.
- I am not as focused on the customers needs as I should be.
- I have no written business plan.
- I have no structure to my marketing and advertising.
- I do not know my U.S.P.



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