

Self-Evaluation Questionnaire

Print and fill out this short questionnaire to check the status of your business' health. Using the key below, score yourself (1 - 10) depending on how strongly you agree or disagree with each statement.

1 2 3 4 5 6 7 8 9 10

Strongly Disagree



Not Sure



Strongly Agree

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- _____ Cash flow is good, I feel in control, and the business has adequate financing to support our plans.
- _____ I have all the necessary financial information at my fingertips to properly understand and manage my business.
- _____ I understand in detail, the costs of doing business, and know we are operationally efficient.
- _____ I'm excited about the business' prospects and feel in control of our short- and long-term future.
- _____ We have a budget in place for this year and are working towards it (Note: if you have a budget, but are underachieving against it, score a maximum of 5 points).
- _____ We have a written business plan that looks forward at least 3 years.
- _____ Everyone understands the company's goals and plans, and is committed to achieving them.
- _____ I feel like we are 'ahead of the game' compared to our competitors.
- _____ We have clear succession or exit plan in place and we continually review our options.
- _____ I work reasonable hours, have a good work-life balance, and enjoy running the business.
- _____ Total Score

How did you score?

0 - 60 You need some help.

61 - 89 Not bad, but how much better could business be?

90+ Excellent!