

BUSINESS BUILDER QUESTIONS

Name: _____

1. Is my 2010 Business Plan as well thought out and thorough as it needs to be? What obvious adjustments should I make?
2. Do I have clearly defined income goals for the next 3-5 years, if so, what are they?
3. How am I doing with the rest of my life, which areas need focus and attention in 2010?
4. Do I have 3-5 year goals for the other areas (equities) of my life, if so are they written out in detail?
5. What qualities or characteristics have I developed, enhanced, or improved upon in the last 12 months? What was the result?
6. What do I need to develop in 2010?

BUSINESS BUILDER QUESTIONS

7. What sales or business skills have I developed in the last 12 months? What were the results?

8. What skills do I need to develop in 2010?

9. What major accomplishments did I achieve so far this year?

10. What are two great accomplishments I want to achieve in both business and personal this year?

11. Who do I need to improve communications with in 2010?

12. How often do I review my personal and business goals (honestly) and is it often enough?

13. Am I keeping a journal as the week passes or a place to record my thoughts and actions?

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14. Who do I have as members of my support team and do they know it?

15. How good am I at keeping promises to myself?

16. How good am I at keeping my promises to others?

17. What new affirmations am I going to use in 2010 to keep positive thoughts flowing inside me?

18. What motivates me more than anything else? Why?

19. Am I managing my time as well as I should? What changes must I make in order to increase my billable hours in 2010?

20. What takes me off the track?

BUSINESS BUILDER QUESTIONS

28. Who are two or three influential people I'd like to get to know in 2010? How would I get to know them?

29. How honest am I with what I want, who I am, with others and what I believe in?

30. Are the people I spend most of my time with positive, supportive, & happy?

31. Am I spending time with people who are below me so that I look good?

32. Am I honestly taking responsibility for my thoughts, words, and actions daily?

33. What am I doing to become a more responsible person?

34. What are my financial standards (cash flow, savings) low, average, or high?

BUSINESS BUILDER QUESTIONS

42. Am I giving the same kind of service that I would like to have in return?

43. What are the primary complaints you or your staff hear from clients?

44. What are three ways I should improve my customer service?

45. What is my definition of a lead?

46. How do I attract more business from my affinity relationships?

47. How do I attract more referrals from my staff?

48. How do I attract more referrals from my existing customers?

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56. What strengths do I have that aren't being used to generate more income?