

## Do You Have A 'Real Company'?

Answer the questions below to find out, and get your score at the end...

Please indicate how much you agree with each of the following statements by placing a mark in the appropriate box.	Strongly Agree	Agree	Slightly Agree	Slightly Disagree	Disagree	Strongly Disagree
1. I must be present at my business on a daily basis.'						
2. I have trusted, reliable people in place to run my business when I am not there.						
3. I am able to take time off from work whenever I want to.						
4. I take at least one vacation of two or more weeks every year.						
5. The balance between my professional and personal life is just right.						
6. I have enough time to spend with my family, my friends, and just for me.						
7. I manage my time and energy well, and I rarely feel overwhelmed by the responsibilities of work and family.						
8. I function only at my role level. I delegate to others what is not part of my role.						
9. I am good at follow-through. Things I start get done right, and finished on-time.						
10. There is no clutter on my desk, or in my office.						
11. I have a succession plan in effect so I can step away from my business when I want to.						
12. I have written goals about what I need to do to make it easy to sell my business.						
13. My business has enough value that I could sell it now and live comfortably from the proceeds for the rest of my life.						
14. I know what my net worth is.						

15. I can read a P & L statement, and I know how profitable my business is at any time.						
16. I know what my business is worth on the market.						
17. I know exactly what the steps are that I would take to sell my business.						
18. I have had my business evaluated by an outside expert such as a business broker.						
19. My company has an excellent reputation and high visibility within our industry.						
20. The core products, services and people in my organization would transfer well to new ownership.						
21. I have written goals for both my professional and personal life.						
22. I know specifically what it would cost to live the life of my dreams.						
23. My current income from my business more than meets my needs and desires.						
24. I have lots of free time to enjoy my life.						
25. I am living the life I want to live right now; I am not putting it off for the future, for retirement.						
26. If I see something I really want or need, I can buy it for cash.						
27. My income from my company has grown steadily every year, and I expect it will continue to do so for the foreseeable future.						
28. I have examined my own values related to money, and I feel good about them.						
29. I am not a workaholic.						
30. I am able to leave work behind and enjoy life at the end of the day, the end of the week.						

# Got A Real Company?

## Scoring

The survey you just took is designed to show you how you're doing with the three things that need to happen for your business to be a real company.

There were ten statements that you were asked to evaluate for each of those three things (categories).

Those categories and the numbers of the statements that apply to each one are listed below, in the order they appear in the survey.

Please go back to your survey sheet and add up a numerical score for each ten-statement section, with points for each answer as follows:

Strongly agree = 10

Agree = 8

Slightly agree = 6

Slightly disagree = 4

Disagree = 2

Strongly disagree = 0

Place each ten-statement score that matches each category in the appropriate box below, then total your score (highest possible score is 300):

<p><b>1. My company runs smoothly, even when I am not there.</b></p> <p><u>(Questions 1 – 10)</u></p>	
<p><b>2. I can sell my company for a substantial profit.</b></p> <p><u>(Questions 11 – 20)</u></p>	
<p><b>3. I have a strong income from my company, and the free time to enjoy it.</b></p> <p><u>(Questions 21 – 30)</u></p>	

<b>Total score</b> -----	
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**My three biggest strengths are:**

- 1. \_\_\_\_\_
- 2. \_\_\_\_\_
- 3. \_\_\_\_\_

**Three things I am most committed to improve are:**

- 1. \_\_\_\_\_
- 2. \_\_\_\_\_
- 3. \_\_\_\_\_

If taking this evaluation lit a fire under you  
to grow your business into a *real company*,  
contact us...

We'll help you get there.

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