

# Business Success by design

## ARE YOU A NEW BUSINESS OWNER OR CONSIDERING SELF-EMPLOYMENT?

Take this Quick Assessment to Identify Potential Roadblocks to Your Success

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### POTENTIAL ROADBLOCKS TO SELF-EMPLOYED SUCCESS

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Agree Disagree Unsure

I have the confidence I need to build a business

I have no experience in sales and marketing

I have difficulty describing my business and the services I offer

I started this business because I can't find employment

I'm unsure how to identify and find my ideal clients

I'm not comfortable asking for business

I'm overwhelmed with how to get started and/or which steps are most important

I have a lot of ideas but can't seem to complete anything—  
I'm always getting ready to get started.....

I have a SOLID business plan with clearly defined goals for the next  
6 months, one year, five years

I'm not sure how best to market my business

I'm afraid of or have no experience with writing and/or public speaking

I have a marketing plan that closely aligns with my business goals

I have the support I need to build the business and be successful

I'm not sure if I have the discipline to work on my own

I am operating from a solid financial foundation

I have the skills needed to be successful in this business

I consider myself a perfectionist—if I can't do it right, I won't do it

I don't have much of a network to build on

I regularly review/update my business & marketing plans to stay focused

I've structured my business to play to my strengths

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I encourage you to answer these questions honestly. And keep in mind that the purpose of this assessment is to help you focus and commit to your own success. The questions are not intended to talk you out of starting or continuing with your own business or consultancy. Rather, it's an opportunity to pinpoint the actions or thinking that may be hindering your success.

Use the assessment as a guide in creating a 90-day plan for yourself. **STRUCTURE YOUR ACTION PLAN AROUND YOUR THREE HIGHEST BUSINESS PRIORITIES:**

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

For maximum results, challenge yourself to implement what I call the ***go in go Challenge***: Create an action plan and commit to taking 90 actions in the next 90 days. It is a powerful and motivating process to push past your fears, insecurities, and not knowing, and COMMIT to progress.

To track your progress, answer these questions at the 30-, 60-, and 90-day mark and celebrate your progress!

I hope you find this assessment useful.

**If you're ready for some SUPPORT and BRAINSTORMING, email me TODAY at [kathleen@renaissancecoachinggroup.com](mailto:kathleen@renaissancecoachinggroup.com).** We'll schedule a mutually convenient 90-minute complimentary strategy session to help you focus on your next steps for moving forward with your business plan. It NEVER hurts to get some fresh perspective!