

Planning for Financial Prosperity

Circle where you are on the path of managing your profitability:

I am not sure why I am in my business.	1	2	3	4	5	My personal goals relating to my business are clear.
My actions are based on my competitors and the current market.	1	2	3	4	5	I have a written plan on how I'm going to reach my goals. It can be adjusted easily based on current conditions.
Results will be what they are - no sense trying to guess ahead of time.	1	2	3	4	5	Conservative budgets are prepared annually and compared to actual results regularly.
Meaningful financial information seems to be too little, too late.	1	2	3	4	5	I have adequate financial information that allows me to know where my business stands at a glance.
I rely solely on myself for the answers.	1	2	3	4	5	I have a reliable and responsive business support team.
Activities are driven by revenue generation.	1	2	3	4	5	Activities are driven by profit generation.
Revenue needs to stay at high level to cover overhead.	1	2	3	4	5	Overhead expenses are kept very low.
Loan payments are sometimes paid by credit card.	1	2	3	4	5	All loan payments are paid on time without juggling cash.
I regularly use credit cards for purchases even though I don't have enough money in the bank.	1	2	3	4	5	All credit card purchases are paid at the end of each month.
I have purchases still in original packaging; staff has idle time.	1	2	3	4	5	Staff and belongings are used 80% of the time.
Company has not been profitable for some time.	1	2	3	4	5	Company's profit is at top of industry average.
I make all decisions.	1	2	3	4	5	Staff is encouraged to make decisions on own in line with company mission.
I have not taken vacation for over a year.	1	2	3	4	5	I have taken two or more weeks in the past year for a restful, relaxing vacation.
My business takes too much time for me to enjoy outside activities.	1	2	3	4	5	I have interests, hobbies and friends outside of my business.

Action steps to which I am committing:

Completion Date:

1. _____

2. _____

3. _____

4. _____

5. _____

Partner name: _____

Phone number: _____

Call date/time: _____