

# Are You Working On Your Business or Is Your Business Working On You?

Read and complete the following chart.

	<b>My business is working on me</b>	1	2	3	4	5	6	7	8	9	10	<b>I am working on my business</b>
<b>1.</b>	My finances are a mess — both personally and professionally.											I am in complete control of my personal and professional finances.
<b>2.</b>	My support staff is in anarchy — making their own rules, ignoring mine.											I have a championship support team who handles the detail for me.
<b>3.</b>	My working environment frustrates me, depresses my staff, and turns clients away.											My working environment is perfect for me, comfortable for my staff, and an inspiration to my clients.
<b>4.</b>	I have no idea how to sell anything to anybody.											I believe that ethical selling is a skill that my team possesses in abundance.
<b>5.</b>	We do not have a structured marketing plan for the business.											We have a low cost marketing engine that provides a steady flow of potential new clients — delegated to the support team.
<b>6.</b>	My life is completely out of balance — too much work, not enough rest and play.											My life is well balanced between work, rest and play.

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