

PERSONAL GOALS WORKSHEET

The purpose of this worksheet is to help you identify the underlying reasons why you want to go into business. Answer each question along the left-hand side of the worksheet by ranking its level of importance to you. Check this list regularly against your business plans; make sure you're being true to yourself

LIFESTYLE

I want to provide myself with a reliable job for life.				
I want to be my own boss.				
I want to be with my family more (probably not possible with anything but a tiny business).				
I want to set my own schedule.				
I want to have more time with my kids.				
I want to create fame and recognition for myself.				

INCOME

I want to make a reliable living.				
Annual compensation over \$50,000				
Annual compensation over \$100,000				
Annual compensation over \$250,000				
Annual compensation over \$500,000				
I want to eventually sell my business for a high price.				
Closing price of over \$100,000				
Closing price of over \$250,000				
Closing price of over \$500,000				
Closing price of over \$1,000,000				
I want to take large risks for large financial rewards.				
Annual sales over \$100,000				
Annual sales over \$250,000				
Annual sales over \$500,000				
Annual sales over \$1,000,000				

STYLE OF BUSINESS

I want to build a big business and then sell it.				
I want to start a business that doesn't require employees.				
I want to make decisions regarding my business without anyone looking over my shoulder.				
I want to build a business that I can pass on to my family.				
I want to manage a good team of employees.				

OTHER ISSUES

I want to offer better jobs to others than I've had myself.				
I want my company to be socially as well as environmentally responsible.				