

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.			

