

Personal Goals Work Sheet

This work sheet will help you identify the reasons why you want to go into business. Answer each question by ranking its level of importance to you, on a scale of 1 to 10, with 1 being least important. Check this list regularly against your business plans to ensure that you are 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.	
<ul style="list-style-type: none">• Annual compensation over \$50,000	
<ul style="list-style-type: none">• Annual compensation over \$100,000	
<ul style="list-style-type: none">• Annual compensation over \$250,000	
<ul style="list-style-type: none">• Annual compensation over \$500,000	
I want to eventually sell my business for a high price.	
<ul style="list-style-type: none">• For over \$100,000	
<ul style="list-style-type: none">• For over \$250,000	
<ul style="list-style-type: none">• For over \$500,000	
<ul style="list-style-type: none">• For over \$1,000,000	
I want to take large risks for large financial rewards.	
<ul style="list-style-type: none">• Annual sales over \$100,000	
<ul style="list-style-type: none">• Annual sales over \$250,000	
<ul style="list-style-type: none">• Annual sales over \$500,000	
<ul style="list-style-type: none">• 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 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.	