

The 5 Minute Business Diagnostic

Is your Business operating at its full potential?

Let's find out!

Read each question then answer with a ...

Yes or No

1. I have multiple marketing strategies in place which generate sufficient leads?	YES	NO
2. I have a written 90 day & annual business plan from which I work from?	YES	NO
3. I am happy with the hours I work each week and have achieved life balance?	YES	NO
4. Every team member including myself has performance targets they must hit?	YES	NO
5. My team is fully engaged and I get 100% of what I expect from them consistently?	YES	NO
6. I understand my Unique Selling Proposition and utilize it in my marketing?	YES	NO
7. I know the current value of my business and I understand how to increase it?	YES	NO
8. I understand my profit margin and have a written plan on how to improve it?	YES	NO
9. I have a 12 month Budget projecting my sales revenue as well as my expenses?	YES	NO
10. My team and I have scripts or systems to help us upsell with each customer?	YES	NO
11. I understand my Sales Conversion and have a plan in place to improve it?	YES	NO
12. I have a strategy for inviting my customers to buy more often & send referrals?	YES	NO
13. I hardly ever feel overwhelmed, stressed out, disorganized and worried about business?	YES	NO
14. My profitability this year has increased in comparison to last year?	YES	NO
15. I have a good handle and understand the numbers /finance of my business?	YES	NO
16. I have written systems, manuals and operating procedures to automate my business?	YES	NO
17. I am content with the level of customer service that we deliver to our customers?	YES	NO
18. I have a "Niche" which helps me stand out from my competitors	YES	NO
19. I am able to step out of my business and it will continue to run smoothly without me?	YES	NO
20. I am happy with the profit & life-style that my company generates for me?	YES	NO

How did you do? Add up each column to determine how many are YES.

Your success probability: 16-20 Strong, 5-11, Average, 6-10 Risk, 0-5 Danger

Every company has hidden profit potential that is just waiting to be discovered. Allow me to show you the method I use to find this profit so you too can begin to work less, earn more and relax as your company will grow & eventually run without you. Experience what 15,000 other businesses in 46 countries already know...that our system works. Guaranteed!

Contact: Juan Ortega (954) 773-8835 or juanortega@actioncoach.com