

Ultimate 5 Minute Business Health Check

tenfold



Business Coaching

How well is your business performing?

Take this quiz and answer some simple questions that cover key areas of business. The results may surprise you...

Service

- | | | |
|----|--|-----|
| 1. | My company tests and measures everything to ensure customer satisfaction. | Yes |
| 2. | We survey our clients regularly to determine how we can better serve them. | Yes |
| 3. | We choose our clients to fit our way of doing business. | Yes |

Sales

- | | | |
|----|---|-----|
| 4. | Sales processes are managed weekly and measures are taken to ensure quotas are met. | Yes |
| 5. | Our sales volumes are continuously increasing. | Yes |
| 6. | I am completely satisfied with my market share. | Yes |

Marketing

- | | | |
|----|---|-----|
| 7. | The company has found a niche for its product and doesn't compete on price. | Yes |
| 8. | We consistently track our leads, our conversion rate and the number of transactions per client. | Yes |
| 9. | We test and measure the ROI of all marketing activities. | Yes |

Team (Employees)

- | | | |
|-----|--|-----|
| 10. | Every team member has a job description, KPIs and regular performance reviews. | Yes |
| 11. | The company provides ongoing training. | Yes |
| 12. | Team meetings are held weekly with useful outcomes | Yes |

Strategic Plan

- | | | |
|-----|--|-----|
| 13. | The company has a formal written business plan with dates to achieve its strategic objectives. | Yes |
| 14. | The company's business plan is being used, tested and measured, and updated quarterly. | Yes |

Budgeting, Finance & Cash Flow

- | | | |
|-----|--|-----|
| 15. | Suppliers' and service providers' invoices are routinely paid on time. | Yes |
| 16. | Product business: inventories are monitored to ensure maximum turnover and minimal financial outlay. Service business: billable hours are monitored to ensure maximum productivity | Yes |
| 17. | The company has the cash flow to achieve its objectives. | Yes |



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Productivity

- | | | |
|-----|---|-----|
| 18. | Quotes are reviewed at the completion of every order to compare quoted price vs actual cost | Yes |
| 19. | Systems are implemented effectively to streamline repeat tasks | Yes |
| 20. | Staff and facilities are being utilised to at least 80% of their potential. | Yes |

Profitability

- | | | |
|-----|--|-----|
| 21. | Profit margins have increased over the last three years. | Yes |
| 22. | Individual responsibilities for achieving financial goals are clearly defined. | Yes |
| 23. | Profits will increase this year by at least 10%. | Yes |

Leadership & Direction

- | | | |
|-----|--|-----|
| 24. | I have a clear vision of where the company is going and have written it out in detail. | Yes |
| 25. | I consistently let my people know when I am proud of their work. | Yes |

Balance

- | | | |
|-----|---|-----|
| 26. | I work less than 50 hours per week. | Yes |
| 27. | My days are well planned and I achieve what I set out to get done every day | Yes |
| 28. | I am happy with the amount of money I make from the business. | Yes |
| 29. | I invest time to work on the business every week. | Yes |
| 30. | I exercise regularly and spend quality time with the people I care about. | Yes |
| 31. | I am 100% confident in the future of my business. | Yes |

How did you go?

Count the number of times you answered 'Yes' and check your score:

Less than 10: Well done for sticking with it, you deserve a medal. If you'd like to discover some straight forward ways you can improve your business, free up your time and achieve a better, healthier balance (both for your bank account and your lifestyle), call us to arrange a complementary appointment with one of our experienced business coaches. Nothing to lose, lots to gain.

10 > 25: You're doing some things well and other things, well... not so much. When you meet for a complementary diagnostic appointment with a Tenfold business coach, they'll help you figure out how to do more of what works and less of the stuff that doesn't.

26+: Top marks, you have a real business. Reward yourself with a holiday. What's that, you say? You can't take a holiday because the business needs you? Sounds like you need us. Discover ways to do the right things even better and let us introduce you to our travel agent.



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