

One Minute Quiz

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This One Minute Quiz will help you answer the most difficult question a business owner ever has to face.

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Count your Yes and No answers to the following questions and then read the scoring key to see how you did.

1. Is your business less enjoyable now than before?
Y/N
2. Does your business challenge and excite you less than earlier?
Y/N
3. Do you think of selling your business more often now than you did previously?
Y/N
4. Do you find yourself complaining more lately?
Y/N
5. Has the business come between you and your loved ones?
Y/N
6. Has your business begun to level off or decline?
Y/N
7. Are you concerned you no longer have the stamina your business requires?
Y/N
8. Do you ask yourself "what would I do if I sold?"
Y/N
9. Do you often wonder "What is my business worth?"
Y/N
10. Would you be hesitant to personally guarantee a sizable loan in order to grow your business?
Y/N

How did you score?

0 -3 Yes's

Congratulations! You are happy and probably quite prosperous in your business. Keep it up.

4-6 Yes's

Pay attention to your "early warning" signals!" It is best not to make the mistake of staying too long! Go out on top. Sell while you are still having fun. Best to start the planning process early. The actual succession or sale process can take a long time.

7-10 Yes's

Don't let time spoil the fruits of your labour. Most great men and women in history have had more than one career. Time for you to decide that you want a change. Choose what you want to do next, then act.