

[coaching eXecution]

Pulse Check: 20 Questions to Gauge the Health of Your Business

Based on your experience, please answer the following questions thoughtfully for a closet look of where you and your business are on your path to success, and what areas might need further review.

| Your Business | Rating low 1-2-3-4-5 high |
|--|------------------------------|
| My business is profitable. | |
| I have a clear Vision & Mission for my business. | |
| I have an up to date business plan in place for my company. | |
| I have a clearly defined marketing plan for my business for the next 6 -12 months. | |
| My company uses its resources effectively & efficiently. | |
| My company has established policies & procedures. | |
| My company has clearly defined roles & responsibilities for each team member. | |
| My company attracts and retains high quality clients. | |
| I have clear goals and strategies in place for growing my business. | |
| I spend equal time 'Being In Business' and 'Working On My Business'. | |
| YOU | |
| I am proactive in dealing with challenges before they become problems. | |
| I am able to focus on and manage my most important priorities. | |
| Decision making easy for me. | |
| I communicate clearly & effectively. | |
| I have strong listening & relating skills. | |
| I easily maintain my relationships with customers & colleagues. | |
| My life is structured for balance both professionally and personally. | |
| I am doing work that is important to me & gives me a sense of purpose and meaning. | |
| I take time to nourish my mind, body & spirit for consistent work performance | |
| I make decisions based upon the values I have for my business and my life. | |

For any questions which you had a score of 3 or below, ask yourself, "How is this affecting me and my business?"

What are the top three areas that you would like to change?

- 1.
- 2.
- 3.

What are the strengths that I bring to my company?

- 1.
- 2.
- 3.

What are three of my skills that I would like to improve upon?

- 1.
- 2.
- 3.

If these issues affect you or your company's bottom line, working with a coach can be of value.
 Contact Coaching Execution today for a complimentary coaching session to help you understand how coaching can help you and your organization. Call 617.869.9515 or email will@coachingexecution.com.