

Is Your Business Killing You?

As a business owner, you may well be in the grips of a terrible disease – ‘workaholism’. The following survey will help you identify where you are.

How many hours a week do you work?

- a. Less than 25
- b. 26 – 40
- c. 41 – 50
- d. 51 – 70
- e. 71 or more

Do you work at all on weekends?

- a. Never
- b. A few times a year
- c. Once a month
- d. Most weekends
- e. Always

How many holidays (excluding weekends) will you take this year?

- a. More than fourteen days
- b. 10 - 14 days
- c. 5 - 9 days
- d. 1 - 4 days
- e. None

What is your personal income before tax?

- a. Over \$250,000 p/a
- b. \$150,000 - \$249,999 p/a
- c. \$80,000 - \$149,999 p/a
- d. \$40,000 - \$ 79,999 p/a
- e. Less than \$40,000

In the past year, you have missed family/personal events due to work...

- a. Never
- b. Rarely
- c. Occasionally
- d. Regularly
- e. Always

You put work ahead of pleasure and relaxation ...

- a. Never
- b. Because you started business within the past year and are still setting up
- c. Because you can't afford to employ others at the moment
- d. To save costs and beat competition, or because of price conscious customers
- e. Because you're the only one that can do the job properly

The toll your profession has taken on your personal life, now and in the past, includes...

- a. None
- b. Your free time
- c. Your personal satisfaction
- d. Your physical health
- e. Your marriage or relationship

Your tombstone will likely read...

- a. Party on
- b. World's best Parent and/or Partner
- c. Achieved a great balance of work & play
- d. Should have stopped and smelled the roses
- e. Success at any cost

Self-Survey Results

Add up your answer based on the following scores:

A = 0 points

B = 1 point

C = 2 points

D = 3 points

E = 4 points

15 to 32 points

You need some 'serious' professional help building your business and altering your lifestyle. The symptoms won't go away on their own, regardless of how often you kid yourself it's only for a few more weeks / months / years. You're very likely on the brink of some serious trouble health wise and probably on the home front too. If you have a family... don't be surprised if your house key doesn't open the front door one day soon.

9 – 14 points

You are on your way to achieving balance but there is still a lot to do. You need to look at ways to improve each business activity and strategy to make sure your tactics achieve maximum effectiveness. Some simple changes will have a great effect on your time management and stress levels. Get some help and encouragement to build your vision of the future from positive people such as your coach. See life after work, set a dollar value on your time and be aware of when you are doing tasks you could pay others less, to do.

5 – 8 points

You are doing well; you probably have systems in place to give you confidence that your team can complete tasks up to your standard. You have realised there is more to life than work, and that you only have one life made up of finite time and you want to make it count. You have confidence that your clients get a great return on their investment and refuse to sabotage yourself with discounts and write-offs. Now is not the time to 'lose the plot', stay focussed and get an outside view of your business now and again as a 'reality check'.

0 – 4 points

If you really do own a business, congratulations and welcome to the 'Entrepreneur's Club'.

The fact is, regardless of your score, you can always do better than you are now. Give me a call and get an external view and some honest, objective observations and ideas for you to implement in your business.

All you'll invest is your time, so call **John Layzell at 305-899-9963 or 786-853-0711**