



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 Salon 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@salonexecution.com.