

Source Map

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Business Philosophy Work Sheet Instructions

See blank Work Sheet on reverse

STEP #1 ---> Place Mission Statement here

"Helps me achieve my goals"

In this column list every element (hand written) of your personal and professional experience that will either be an **ASSET** and/or a **GOAL** in achieving your business objectives (see list suggestions below):

(Should take One - to - two weeks to compile)

STEP #2 --->

"Hurts me achieve my goals"

In this column list every element (hand written) of your personal and professional experience that will either be an **IMPEDIMENT** and/or a **IRRITATION** GOAL in achieving your business objectives (see list suggestions below):

(Should take One - to - two weeks to compile)

STEP #2 --->

STEP #3 --->

Once you have exhausted your thinking about your Goal Elements (in a week or two), enter the two lists into a computerized spreadsheet (like Excel) and number-prioritize each list's elements with the most important items at the top.

STEP #4 --->

Once completed, you now have a Business Philosophy *Criteria* which you can use as a template to evaluate any **Business Model** you encounter as to its suitability and compatibility with your business/personal goals.

If you plan on a partner, be sure to have your proposed partner complete a separate Business Philosophy, without any input from you. When done, compare your two Business Philosophies to establish the level of compatibility and synergism of goals.

Suggestions for list Goal Elements

- | | | | | | |
|----|--|-----|-----------------------------|-----|------------------------------------|
| a. | your skill sets | p. | remote v home office | ee. | delegation skills |
| b. | your weakness sets | q. | technology skill set | ff. | organization skills |
| c. | income goals over near, medium and long term | r. | impact on family | gg. | problem-solving skills |
| d. | what makes you happy, sad | s. | credit worthiness | hh. | employees v. 1099 contractors |
| e. | working hours | t. | network skills | ii. | equity v. non-equity business |
| f. | travel | u. | communication skills | jj. | product v. service |
| g. | public speaking | v. | sales skills | kk. | virtual v. brick-mortar |
| h. | team-centric | w. | work ethic | ll. | reliance on sole-source components |
| i. | extra-, intra- version | x. | open-mindedness | mm. | self-financed v. investors/loan |
| j. | oral v. written expression | y. | ability to accept criticism | nn. | intellectual property |
| k. | leading v following | z. | management skills | oo. | limited market v. multi-market |
| l. | skill at dealing with conflict | aa. | delegation skills | pp. | required licenses |
| m. | skill at dealing with stress | bb. | organization skills | qq. | Others |
| n. | skill at dealing accounting | cc. | problem-solving skills | | |
| o. | what is your business end-game exit strategy | dd. | niche v. open market | | |