



ENTREPRENEUR PROFILE SURVEY ANALYSIS

1. When faced with difficult situation or unfamiliar circumstances, are you more likely to:
 - Ignore the problem and hope it will go away
 - Make an attempt to fix it, but if that fails, give up
 - Do whatever it takes to work through the issues until they are resolved

2. When you have a big project to work on are you more likely to:
 - Plan it out, schedule it, rework the plan until its perfect, then re-plan it
 - Just tackle it – get going now
 - Plan it out, schedule it, work the plan and accomplish the task

3. If you've got several things to accomplish on your to do list, are you more likely to:
 - Start with what you like to do and hope you'll just be able to get through them all
 - Start with the project you like least and get it over with
 - Prioritize you list against your plan and work them in order of priority

4. In managing your time are you more likely to:
 - Be easily distracted by emails, phone calls, Internet surfing
 - Be focused for the most part, but check emails whenever they come in to make sure nothing important is being missed
 - Laser focused on the task at hand – checking emails twice a day and answering phone calls at designated times

5. When you dream of being your own boss do you visualize yourself as:
 - A person who specializes in one area of the business, knowing you can do that one thing better than anyone else
 - A person who focuses on a few areas of the business, knowing you can do those well – hoping the others will take care of themselves
 - A person who knows most areas of your business and who does things you like to do, that you're good at and that make you money – hiring someone else to take care of the rest.

6. When you think of your new business:
 - It is easy for you to model your business after others with no major improvements or changes
 - It is easy to see ways to differentiate my business from others and I see a unique selling proposition
 - It is easy for me to see the big picture – how I can differentiate from others and how I can sustain my business through future changes in our industry.



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7. After having put together your business plan you find that your budget is about 10% off – your start-up costs are higher than you anticipated. Are you likely to:
- Throw in the towel and decide to get a JOB (go back to work for someone else?)
 - Move forward knowing you've got to take risks now and then
 - Look for ways to reduce costs or get additional funding before you move ahead
8. When faced with setbacks and disappointments are you most likely to think:
- Of course! These kinds of things always happen to me – I knew this stuff wouldn't work!
 - Of course! These kind of things happen to me, but if I just change a few things maybe I could finally get something to work
 - Of course – setbacks are to be expected and I know I can overcome whatever happens; I just need to make a few adjustments and get back on track!
9. You've had a bad week, and you're under more stress than usual – what are you most likely to do?
- Kick the dog and yell at the cat
 - Count to 100
 - Take time out to do something significant help you reduce stress
10. Once you've set your goals, you find that even though you had planned to see revenue coming in by the end of the first quarter, here it is the middle of the second quarter and it seems like the money is slow in coming. How are you feeling?
- Terrible. I missed my goal and I expected revenue to come in QUICK!
 - Upset – people told me I should be making money by now
 - I'm Ok. I'm in this for the long haul and I understand things don't always happen as fast as planned – but it's on its way.
11. You've decided to keep your day job while you work through the steps of getting your own business up and running. When you come home from work you:
- Eat some dinner and watch American Idol
 - Eat some dinner, work on the biz for awhile, then watch 24
 - Eat some dinner, and then focus on the new biz
12. In terms of having a "Goal Orientation", are you more likely to:
- Spend a few minutes thinking about your goals
 - Write your goals down and put them in a drawer to review once in awhile
 - Write detailed goals that inspire you and post them on your wall to see every day



ENTREPRENEUR PROFILE SURVEY ANALYSIS (Scoring Guide)

To Score your PERSONALITY PROFILE ANALYSIS

Give yourself **1** point for every time you checked the first answer.

Give yourself **3** points for every time you checked the second answer.

Give yourself **5** points for every time you checked the third answer.

Scoring Guide:

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| 50 to 60 | Move over Donald Trump – There's a New Kid in Town! |
| 40 to 49 | You have the Makings of a Real Good Entrepreneur! |
| 30 to 39 | You have Talent! Build on Your Strengths and Work to Minimize Your Weaknesses. We'll Show You How? |
| 20 to 29 | Being an Entrepreneur May be a Struggle for You? You're going to have to Put in the Time to Develop an Entrepreneurial Mindset! Don't Worry, We've Got the Training for You! |
| 12 to 19 | Better Keep Your Day Job! Working From Home Might Not be a Good Fit? |

When You Finish and Have Your Results, What Do You Do?

You now have a real good idea of the degree of entrepreneurship you possess. This is a good start. Now you know the areas you need to work on to improve your entrepreneurial skills?

While your answers to the '**ENTREPRENEUR SURVEY PROFILE ANALYSIS**' are still fresh in your mind, we would highly recommend that you go to the next step by clicking the article entitled: [**"21 Ways To Become A Better Work From Home Entrepreneur!"**](#) You'll be glad you did!