



WHAT WORK FITS YOU?

1. Do you like people, ideas, or things?

2. Are you creative and expressive or logical and analytical? Are you neat and orderly or carefree and unorganized? Are you a social butterfly or a recluse? Do you easily influence people or cringe at the thought of disciplining an employee?

3. What are five things you enjoy doing in your free time?

4. List any technical or unique skills you possess.

5. What personal qualities account for the greatest success in your life so far?

6. List five things other people say you do well.

7. What is your background, education, and experience?

8. What do you want in a business? Time freedom, opportunity to help others, more money, chance to develop hobby, etc?

9. Now list 20 business ideas that would allow you to incorporate these items. Stretch your thinking. Don't stop until you reach 20. (This is a process I have used with high achievers for years. Often they come in with a great idea, but I require that they come up with 19 more similar ideas before we create a plan of action. It's uncanny how, in that process, a new option rises to the top as the best choice.)

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10. What are 3-4 ideas you have had over the years that you did nothing to pursue but then saw someone else develop?

11. Are you typically a goal setter? Do you set goals at the first of the year? If not, why not? (Just remember, it's impossible to hit a goal you cannot see!)

*The future is not some place we are going, but one we create.
The paths are not found, but made, and the activity of making them
changes both the maker and the destination.*

John Schaar