

THE THREE PHASES OF A SMALL BUSINESS PERSON: WHICH PHASE ARE YOU?

PHASE 1	PHASE 2	PHASE 3
"In the weeds" more than on the path	"In the weeds" less and on the path more	On the path most of the time
No clear sense of what's working and what's not working	A fair sense of what's working and what's not working	A clear knowledge of what's working, a system to capitalize on that, and a plan to address what's not working
No clear vision for the business	An idea of where the business is going, some pieces are there	A clear vision for the business
Don't know what is needed to close the gap	A beginning understanding of what is needed to close the gap	A step-by-step plan in place to close the gap
Unrecognized, limiting habits and beliefs	Limiting habits and beliefs identified and acknowledged	Limiting habits and beliefs replaced by powerful new beliefs
Unrealistic or unclear financial goals	Some financial goals set	Realistic and consistent financial goals
No financial monitoring	Finances monitored somewhat	Regular and consistent financial monitoring
No support or wrong support	A basic support team to rely on when needed	Support team aligns with your values and philosophies, & is there to support the way you work
Limited, inadequate, or no systems	A few disjointed processes and procedures	Self propelled, automatic, & documented systems
Your business is running you	You are beginning to gain control of your business	Your business totally supports you and is working for you