

Your Entrepreneurial Self-Assessment

Taken from my book, “You TOO Can Start (and Grow) a Business,” this questionnaire helps you honestly evaluate your progress and identify areas for growth. Score each statement from 1 (Not at all) to 5 (Absolutely!). See **Chapter 11** for more on mindset.

Mindset

- I see mistakes as learning opportunities. ☐
- I am excited to take small steps toward my big dream. ☐
- My "why" (the reason I started) inspires me to work daily. ☐
- I actively ask for feedback from customers and mentors. ☐
- I can adapt my plan when things don't go as expected. ☐

Readiness

- I have a clear idea of my business and my ideal customer. ☐
- I've checked the legal steps required to set up my business. ☐
- I spend time on marketing to find new customers each week. ☐
- I have tested my product or service and received feedback. ☐
- I set exciting, achievable GET RESULTS goals. ☐

Scoring

- **40–50: Super Ready!** You're building a strong foundation. Keep up the great work.
- **30–39: Doing Great!** You have solid skills. Focus on the questions where you scored a 3 or less.
- **20–29: Eager!** You're on the right track. Go back to the relevant chapters to strengthen your skills.
- **Below 20: Start Small!** Review Chapters 1 and 12 to build your foundation and confidence.

Action Item: For any question you scored 3 or less, turn that item into your next immediate action step.