

Small Business Questionnaire

Business Idea and Goals

1. What type of business do you want to start? _____
2. What products or services will you offer? _____
3. What are your short-term and long-term goals for the business? _____
4. Who is your target audience? _____
5. What makes your business unique or different from others in the industry? _____

Business Planning

1. Have you created a business plan? If so, please share it with us. _____
2. What is your business mission statement? _____
3. What are your revenue projections for the first year? _____
4. How do you plan to finance your business? _____
5. What are your plans for marketing and advertising? _____

Legal Structure

1. What legal structure have you chosen for your business (e.g. sole proprietorship, partnership, LLC, corporation)? _____
2. Have you registered your business with the state and obtained any necessary licenses and permits?

3. Have you obtained an Employer Identification Number (EIN) from the IRS? _____

Operations

1. Where will your business be located? _____
2. What equipment and supplies will you need to operate your business? _____
3. How many employees will you need to hire, and what roles will they fill? _____
4. What are your plans for managing and organizing your business? _____

Marketing and Sales

1. Who is your target market? _____
2. How do you plan to reach and engage with your target market?

3. What is your pricing strategy? 4. How will you handle sales and customer service?

Financial Projections

1. What are your projected revenues and expenses for the first year?

2. Have you created a budget and cash flow projection? _____
3. How will you manage and track your finances? _____

Additional Information

1. Is there anything else you'd like to share about your business idea or goals?

2. Are there any specific challenges or obstacles you're facing in starting your business?

3. How can we assist you in starting and growing your business? _____

This questionnaire is designed to help us understand your business idea, goals, and needs, and to provide you with the best possible support and guidance as you start and grow your business.

***Please visit this website below to book your Business Coaching* \$49.99**

<https://theresalewis.biz/TP2GW>

If you have any questions, please contact me via email or phone.