

## Are You Ready to Be Your Own Boss?

Are you ready to throw take the leap into self-employment? How do you know for sure that you are ready to run your own (even the most modest home-based) business? Use this handy quiz to find out if you're ready to be your own boss. Just answer the following questions with either Yes, Maybe, or No. Hint: Don't think too hard here; just choose the first answer that pops into your head.

1. I am ready to work for myself even if it challenges my family's or my friends' perceptions of me and/or causes conflict.

Yes  Maybe  No

2. I am ready to stop activities during my work day that are not part of my marketing plan, including playing computer games, checking my email more than once an hour, having the TV on while I work, and making personal phone calls, among other things.

Yes  Maybe  No

3. I am ready to temporarily stop talking to or hanging around friends and family members who are not supportive of my business, and who may wish to sabotage my efforts to be self-employed.

Yes  Maybe  No

4. I am ready to own my own business, take responsibility for its success, and willing to do what it takes to make it succeed.

Yes  Maybe  No

5. I understand that I may need to change myself, my beliefs, and my behavior to succeed, and am willing to do the work and commit to my action plan in order to make my business succeed.

Yes  Maybe  No

6. I am willing to evaluate my own habits and behavior honestly, and to improve what needs improvement.

Yes  Maybe  No

7. I am willing to create and follow a written plan for growing my business.

Yes  Maybe  No

8. I am willing to redefine my business if that's what it takes to succeed.

Yes  Maybe  No

9. I am willing to commit to both an action plan and a timeline to succeed at my business.

Yes  Maybe  No

10. I am willing to devote at least 50% of my working hours to marketing my business until I have reached my initial goals.

Yes  Maybe  No

11. I am willing to make succeeding at my business a top priority in my life.

Yes  Maybe  No

12. I am willing to review my goals and action plan every working day.

Yes  Maybe  No

13. I am willing to memorize positive affirmations and/or success statements that ring true for me.

Yes  Maybe  No

14. I am willing to learn to speak clearly and concisely about my business and what I offer without embarrassment or apologies.

Yes  Maybe  No

15. I understand that marketing and getting clients is my sole responsibility, and that nobody else can do it for me.

Yes  Maybe  No

16. I will stop lying to myself about how I spend my time.

Yes  Maybe  No

17. I am willing to commit to following my action plan and to do everything I say I will do, when I

say I will do it, even if I don't feel like it at the time.

Yes  Maybe  No

18. I am willing to admit that I may have some fears, doubts, deficits, and challenges, but I will not allow any of them to get in the way of my success.

Yes  Maybe  No

19. I understand that I alone am responsible for my success, not my clients, friends, colleagues, or partners, and I am committed to doing what it takes to succeed.

Yes  Maybe  No

20. I understand that the process of marketing my business may feel uncomfortable and unfamiliar, but I know that I can do it with integrity and even with ease as I learn to understand how to use my talents and resources effectively.

Yes  Maybe  No

21. I am willing to say aloud that I will succeed, despite any challenges, even if it is hard and I get discouraged from time to time, because no matter how tough it is to work for myself, it is better than working for somebody else.

Yes  Maybe  No

### Scoring Your Assessment

Total all your Yes answers. Forget the others.

#### **0 to 3: You're in the Zone (but not the right one)**

You are clearly not ready to be self-employed, because you appear to have taken up residence in your comfort zone (and maybe not even because it is comfortable, but because it is familiar). Due to your lack of willingness to risk or accept responsibility for your own actions you are better off getting a paycheck from somebody else. You prefer having someone else figure out what you should be doing, then tell you to do it, and pay you for it.

#### **4 to 10: You're on the Fence (and that's not comfortable, is it?)**

You're actually thinking about being successful, but that's really all you're doing toward your success. You may *want* your business to succeed, but not enough to commit to the level of effort that entrepreneurship requires. Your biggest obstacle here is fear, such as fear of rejection, fear of embarrassment, fear of appearing too needy, and you are stuck in that fearful place. The only way to overcome those fears is to do it anyway. You will discover that you can do things you never thought you could do, or you will decide that you'd rather scuttle back to the security of a nine-to-five somewhere rather than live out your heart's desire.

#### **11 to 15: You're at a Crossroads (which way will you go?)**

You are serious about success, and you may have a great action plan, but you're not making the progress you want, right? You've got good ideas, great intentions, and high hopes, but it just is not working at the moment. You just need to get moving and doing. You've got the "being" down, so now get the "doing" happening, and sooner than you think, you'll achieve the "having" part that you want so much.

#### **16 to 21: You're Ready, Willing, and Able (look out world, here you come!)**

This is it; your time is now. You understand what you need to do, and you are prepared to take that leap of faith. You realize that the only thing in the way of your success is you, and the question is not "can you do it?" but "are you ready and willing to do it?" If you've made up your mind that you really want this business to succeed, then you are ready to do it AND to make your business work.