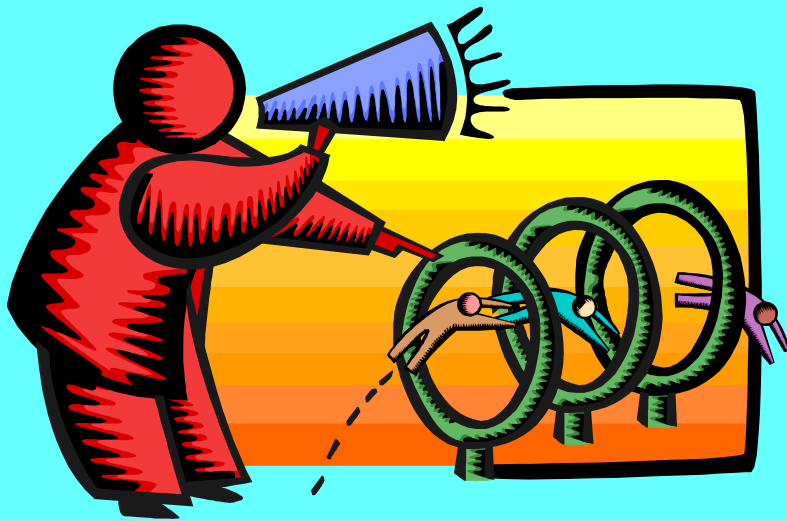


Once you have completed your Business Summary, please fax it to the Business Growth Centre at +61 3 9569 1181 and we'll have Andrew Vincent contact you for your FREE Business Consultation.



HISTORY

1. What was it you read/heard from Michael Gerber that made sense to you as it relates to what you are experiencing in your business?
 - Systems
 - Organisation
 - More life
 - Other _____
2. Why now (as opposed to any other time in the history of the business) is it important to take a look at how you are doing business?
 - Long hours
 - Family
 - Stress
 - Health
 - Compensation
 - Other _____
3. Why or how did you start this business?
 - Entrepreneurial seizure
 - Family business
 - Job loss
 - Family
 - Other _____
4. What has your experience as a small business owner been like?
 - Very satisfying
 - Somewhat satisfying
 - Frustrating
 - A nightmare
 - Other _____
5. Looking back to when you started this business, how close have you come to reaching the vision that you had for the business?
 - Have reached it
 - Have come close
 - Not reached it
 - Have given up on reaching it
 - Other _____

MARKETING & SALES

1. Which best describes your business?
 - Retail or wholesale
 - Manufacturing
 - Service
 - Professional
 - Other _____
2. Who are your clients
 - Other businesses
 - Individuals
 - Other _____
3. What age group do you attract?
 - Under 18
 - 30 - 50
 - 18 - 30
 - 50+
 - Other _____
4. Where are your clients located?
 - Local
 - International
 - National
 - Other _____

VISION

1. List 3 key issues or challenges facing your business.

1. _____

2. _____

3. _____

2. The vision or creation of the prototype model for your business is to:

- | | |
|---|---|
| <input type="checkbox"/> Sell it | <input type="checkbox"/> Replicate it |
| <input type="checkbox"/> Franchise it | <input type="checkbox"/> Use it as an income source |
| <input type="checkbox"/> Leave it as a legacy | <input type="checkbox"/> Stay involved doing the strategic work |
| | <input type="checkbox"/> Other _____ |

3. Please use the space provided to tell us anything about your business that would help us to recommend a course of action.

**Once completed, fax to the Business Growth Centre
+61 3 9569 1181 for your FREE Business Consultation**