

Business development questionnaire for members of business enterprises.

Building a successful business requires you to wear many hats but most importantly you need to think strategically about the future. The success of your business enterprise may be at risk if you have not discussed or considered some of following issues.

	Question	Yes	No
1.	<i>Have you had a business health check and performance review in the last eighteen months to find out where your business is now and how to get where you want to be?</i>	<input type="radio"/>	<input type="radio"/>
2.	<i>Are you setting and achieving your business goals?</i>	<input type="radio"/>	<input type="radio"/>
3.	<i>Do you need help to develop and implement a structured succession plan to put your business on the path to success?</i>	<input type="radio"/>	<input type="radio"/>
4.	<i>Do you regularly monitor and review performance so you stay on course?</i>	<input type="radio"/>	<input type="radio"/>
5.	<i>Have you developed a business value proposition that clearly expresses why potential customers should do business with you?</i>	<input type="radio"/>	<input type="radio"/>
6.	<i>Have you analysed the profit potential of your business to find ways to dramatically improve your profitability?</i>	<input type="radio"/>	<input type="radio"/>
7.	<i>Do you know which customers are the most profitable for your business—and which ones are actually costing you money?</i>	<input type="radio"/>	<input type="radio"/>
8.	<i>Would you like to develop a winning customer service strategy that keeps your best customers coming back?</i>	<input type="radio"/>	<input type="radio"/>
9.	<i>Do you have a marketing campaign that targets the customers you want to deal with so business becomes a pleasure?</i>	<input type="radio"/>	<input type="radio"/>
10.	<i>Have you created key business processes so your business is less dependent on you—giving you more time to do the things you want, like plan your expansion, develop a new product...or take a holiday?</i>	<input type="radio"/>	<input type="radio"/>
11.	<i>Would you like help to determine how to get the best from your suppliers so it's easier for you to give your best to your customers?</i>	<input type="radio"/>	<input type="radio"/>
12.	<i>Would you like help to identify your people needs so you can build a loyal, customer-focused team who are committed to your business's success.</i>	<input type="radio"/>	<input type="radio"/>

If more than two of your responses indicate that an issue may be unresolved or unclear, it is likely that your business would benefit enormously from our business review process. Act now, contact Ann on 02 6969 4600 and arrange an appointment to speak to one of our business advisors Dennis Pasin, Morris Massarotto or Frank Catanzariti to find out more on how we can help you.