



Profit Builders Inc.

C BUSINESS **CONSULTANT**

Good solutions for your business!

Helping You Out-Think, Out-Perform and
Out-Earn the Competition-Risk Free & Guaranteed!

BUSINESS RATING SHEET

**On A Scale of 1 [the lowest] to 10 [the highest]
Rate Your Business in the following areas:**

| AREA | ACTUAL | GOAL | COST |
|--------------------------------|---------------|-------------|-------------|
| PROFIT IDENTIFICATION | | | |
| Profitability | _____ | _____ | _____ |
| Quality of Life | _____ | _____ | _____ |
| Exit-Succession-Tax Strategies | _____ | _____ | _____ |
| BUSINESS ADMINISTRATION | | | |
| Ease of Operations | _____ | _____ | _____ |
| Accounts Receivable | _____ | _____ | _____ |
| Collections | _____ | _____ | _____ |
| Attracting New Employees | _____ | _____ | _____ |
| Employee Turnover | _____ | _____ | _____ |
| SALES/MARKETING | | | |
| Volume | _____ | _____ | _____ |
| Getting New Clients | _____ | _____ | _____ |
| Increasing Client Volume | _____ | _____ | _____ |
| Back-End Sales | _____ | _____ | _____ |
| PRFORMANCE MANAGEMENT | | | |
| Project Administration | _____ | _____ | _____ |
| Contract Administration | _____ | _____ | _____ |
| Project Cash Controls | _____ | _____ | _____ |
| Job Controls | _____ | _____ | _____ |
| Work Scheduling | _____ | _____ | _____ |
| Management | _____ | _____ | _____ |
| Project Costing | _____ | _____ | _____ |
| Employee Productivity | _____ | _____ | _____ |
| FINANCIAL PLANNING | _____ | _____ | _____ |
| CASH MANAGEMENT | _____ | _____ | _____ |
| EXIT STRATEGIES | _____ | _____ | _____ |

SUCCESSION STRATEGIES
TAX STRATEGIES

IN EACH AREA ANSWER THE FOLLOWING QUESTIONS:

1. From 1-10 (10 being the best) Where are you now?
2. Below "8" – Where do you think you should be, or where would you like to be?
3. Why aren't you there now?
4. What is holding you back?
5. How much is it costing you NOT to be there?
6. If you could take a guess, what do you think it would be?
7. IF you DID NOT have this problem-concern, how would it affect your Business?
8. IF you DID NOT have this problem-concern, how would it affect you?
9. IF you DID NOT have this problem-concern, how would it affect your Employees?
10. IF you DID NOT have this problem-concern, how would it affect your Family?

[When completed submit your answers to us. Thank you.](#)