

28 key questions for your business

It's important from time to time to work on your business rather than in it.

If you aren't aware of the difference, working in your business means doing tasks as an employee. Working on your business means taking time out from tasks to evaluate your goals.

Lifting your head up from the desk and enjoying some reflection time can be incredibly rewarding.

You can do this whether you are the business owner, or an employee. If you're an employee, you may want to consider this as it relates to your role, or your department.

YOU CAN FILL THIS PDF OUT ON YOUR COMPUTER AND HIT "SAVE", OR PRINT IT AND WRITE ON IT.

Please give yourself permission to be totally honest with your answers. If you feel emotional towards any answer, take a break and resume later.

Your decision making

Most of us at times make some amazing decisions, and some less amazing - that's OK. But to improve, understand the difference.

What's one decision you made in the last 2 years that was **effective**?

Why and how did you make this decision? Think carefully.

What's one decision you made in the last 2 years that was **ineffective**?

Why and how did you make this decision? Think carefully.

What was the **difference** in why and how you made those two decisions?

What's one way you could **improve** your decision making?

Your performance

Most of us hold ourselves back and don't allow ourselves the options we need without realising.

If I would wave a magic wand and **fix** one problem for you, what would it be?

What's your current **strategy** for fixing that problem? Is it working?

When you're performing **well**, describe yourself and the tasks you're doing?

When you're performing **poorly**, describe yourself and the tasks you're doing?

What's one way you hold yourself back from achieving your **full potential**?

What's one important task you **didn't complete** in the last year, and what's your strategy for completing it going forward?

You'll find an emotion wheel on the previous page. Which 6 emotions do you spend most of your time **experiencing**? Be honest with yourself.

Which emotions from the wheel would you like to experience **more** often?

Which emotions from the wheel would you like to experience **less** often?

How do you think colleagues and customers **feel** about the emotions you exhibit towards them?

What's one change you want to make relating to your emotions?

What's a **strategy** for achieving this change?

Your clarity & vision

The clearer your vision, the easier it will be to arrive.

What's the **3-year destination** you're trying to get to in your business or role?

How will you know you've **arrived**?

How will you **feel** when you've arrived there?

What do you have to **do** in order to arrive there?

What personal qualities will you **need** in order to arrive there?

What personal qualities will you have to **give up** in order to arrive there?

What's one way you could **sabotage** yourself, causing yourself not to arrive?

Your future

What's going to change?

What one task you've been putting off that you can and will start this week?

What's one personality trait you can and will reduce?

What's one way you can and will stop holding yourself back?

Save your results

Before you go any further, make sure you save your results if you were filling this out on your computer.

Review your results with me

Book a FREE call with me to go through your results:

<https://phildrinkwater.coach/review-your-results/>