

# Entrepreneur Scorecard

<b>Name:</b>	<b>Date:</b>
--------------	--------------

Score	Goal

Mindsets	1	2	3	4	5	6	7	8	9	10	11	12	Score	Goal
<b>1</b> VISION	You are not sure what direction your company is going in at the moment			You believe you have a real opportunity to grow your business but you don't know where to start			You have a plan to build your business and you see the business as a valuable asset in your net worth			You consider yourself a real entrepreneur – always striving to create value for your clients, staff, and ownership group with no end in sight				
<b>2</b> TIME	There never seems to be enough time in the day to accomplish things in business and balance time with your family			You value your time and guard it because people around you do not respect your time			You want to create work/life balance but don't think you can "afford" to spend time away from the business			You value time as the most precious asset because it allows you to create memorable life experiences in your business and for your family				
<b>3</b> TALENT	You believe you are the only person that can handle important tasks correctly			You feel it is hard to find talented people these days and you are frustrated with just filling certain positions			You have successfully delegated certain tasks but struggle with not being in control of everything			You surround yourself with people that allow you to optimize your strengths. You trust the expertise of your inner-circle				
<b>4</b> CAPITAL	You rely on your bank or banking relationships to provide you capital when you need it, so building cash is not a priority at this time			Your goal is to pay off your debt as quickly as possible and then you can focus on growing your business			You understand the true value of keeping capital liquid so you can take advantage of investments that maximize your return on investments (ROI)			<i>Cash is King</i> and you are frustrated with storing your capital in the bank at less than 1%. You think there has to be a better way to store your <i>safe money</i>				
<b>5</b> CASH FLOW	You are "month-to-month" paying your bills/covering payroll and you don't feel in control of your business cash flow			You are cash flow positive every month but you're not sure how to allocate those funds and then just accumulate in your bank accounts			You are frustrated with the amount of money you send to the banks and the IRS because you see no value creation			Getting more money to flow into your control is a top priority because you're able to reduce opportunity costs while simultaneously building capital				
<b>6</b> FINANCING	At the moment, you are okay with the terms of the loans that banks structure for your access to capital			You are frustrated that your bank won't lend you money to grow your business without a substantial amount of collateral			You are tired of dealing with banks because you don't feel they have your best interests in mind			You are interested in learning how to create your own private banking system so you no longer need to rely on banks/financial institutions to finance your business efforts				
<b>7</b> INCOME TAXES	Income taxes are the least of your concerns right now because you are not generating a lot of profit with your business			You believe if you are paying a lot of taxes, it means your business is doing well			You question whether tax deferred, retirement accounts (like a SEP, 401k, IRA) are the best way for you to "save" taxes			You desire to work with a team that specializes in proactive tax avoidance using the entire Internal Revenue Code to your advantage				
<b>8</b> DAY TO DAY MINDSET	You feel like you are alone in your business with all of the risk and no one to share your challenges. This creates a Scarcity Mindset for you			You take one day at a time and believe that you are in control of your emotions			You are ready to embrace change and want help thinking differently to generate significant results in your business operations			You possess an Abundance Mindset where growth in your personal and professional life is a never ending journey				
<b>Score</b>	→	→	→	→	→	→	→	→	→	→	→	→		

**How to complete this tool:** Read each section and determine which comment explains your current mindset right now and what degree (1 to 12) is most accurate for you. Write down your answer in the far right column and total up your answers at the bottom. Also, write down the goal number that you strive to achieve soon.