

Mind Your Own Business Better Scorecard													Your Name		Date Now	Date Later			
Mindsets		1	2	3	4	5	6	7	8	9	10	11	12	Score Now	Want To Be				
1	What do you want?	You have fleeting thoughts of what you want but the day to day business challenges capture your attention 24/7.			You think you know what you want your future to look like but just haven't gotten around to planning it out the way you want it to be.			You think your vision of your future has a high probability of success.			Your clarity, confidence and capability align with your visions of future possibilities to become your reality.								
2	Business & Personal Risk Management	You spend little time, if any, annually reviewing your business and personal risk management plan			You feel OK about your business and personal risk management plan and think it could be better.			Your carefully constructed risk management plan gives you the peace of mind to focus on your business, your customers and your family.			Your risk management team reviews & recommends traditional and alternative solutions to save money and reduce your exposure.								
3	Owner and Management Succession	You have not identified who will fill these roles			You have a pretty good idea of your next-level owner & management talent...and hope they stick around.			Your next-level pipeline is filled with those whom you are confident to protect the integrity, cash flow and value of your business.			Your strategies to attract, retain & reward your next-level team strengthens your business model and improve your bottom line.								
4	Private Company Wealth Management	You believe your single minded focus managing your company is the same as managing your personal wealth.			You have a consistent, accurate & trusted system in place to value your company.			The wealth locked up in your private company represents the majority of yours & you'd like to know how to manage and realize that wealth.			You have focused effort, energy, tools and resources to accomplish diversification and prepare for the ultimate transition of your company.								
5	Written Estate Plan	You do not have one.			Your Will, Power of Attorney and Trust documents probably need to be updated as its been years since they were addressed.			You feel confident that your estate plan reflects your values & benefits the people, events & things you care about.			Your estate plan is a true reflection of you & your loved ones, is reviewed annually & communicated with those you care about.								
6	Buy-Sell Agreement	You do not have one.			You don't specifically recall the type of agreement, how life insurance is handled & the value formula...maybe it's time for an updated review.			You think your agreement, which has not been reviewed in years, <u>may</u> equitably handle just about any "trigger event" for all parties involved.			Your agreement wording, trigger events, funding mechanism & valuation align with all shareholders and will avoid disparate results.								
7	Transition Readiness	You are not ready for a voluntary nor an involuntary exit from your business.			You have previously addressed a voluntary or involuntary, partial or total transfer of ownership and now may be a good time to do it again.			You & your company are prepared...you are "transition ready" with an up to date exit strategy, documents, valuation and funding.			Your "life after business" game plan incorporates your physical, financial & cognitive health, as well as your social, fun and purpose aspirations.								
8	Planning Team	You rely on you, generally accepted rules of thumb and online resources to coordinate your private company & family wealth management.			You are quarterbacking multiple advisors & are starting to feel frustrated as it takes a lot of time to stay on top of it all.			You have appointed a lead advisor to coordinate your company & family wealth management so you may focus on your business strategy.			Your advisers meet each year with an established agenda to help you leverage your focus for bigger and better personal, family & company progress.								
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