

EXERCISE 1:

How would you answer the following question?

Do I have:

- a high degree of drive and energy?

Let's try some answers to help you along for this first one: (These are possible thoughts that may come into your head)

1. Yes, I am totally hyperactive.
2. Most of the time but I still do not seem to get anything done.
3. Never, I always sleep until the shine suns and sets and I could not be worried to change anything around me.
4. I always achieve what I set out to do.

Hopefully, you can see being hyperactive here is not a good thing in terms of the question. You need a **focused** drive and energy to make business work...so answers for no. two and no. four are suitable answers.

No. 4 is ideal, but if you close to no. 2's answer – this is not all bad.

It shows where you need to do work to improve that aspect of yourself.

So that was a little fun. With the other questions it is over to you, we suggest you print this page out and write down your answers. Be honest but fair to yourself! Review with RED Door Manager or someone you can trust with your business thoughts.

Do I have:

- a high level of self-confidence?

Do I have

- the capacity for long term commitment?

Do I have

- independence, initiative, and the ability to be innovative?

Do I have:

- an ability and capacity to work hard?

Do I have

- integrity and reliability?

Do I have

- the ability to set clear goals?

Do I have

- the ability to cope with uncertainty ?

Do I have

- the high level of determination to solve problems?

Do I have

- enthusiasm for taking moderate but challenging risks?

Do I have

- the ability to accept failure as part of the learning process?

Do I have

- thorough knowledge of the proposed business?

Do I have

- awareness of the need to make use of experts?

Can I cope with failure and will I try again?

Assess yourself and make **plans** to fix the areas you need to **improve** on.

Keep writing and teasing out your thoughts, it will all lead to the grand plan with long legs!