

Entrepreneur's Viewpoints

Name:

Business Name:

Entrepreneur's Viewpoints on Business, Vision, and Accomplishments

You, Your Goals, Your Business, and Your Vision for Your Business

1. Describe your background and experience, especially as it relates to your business.
2. Describe your products and services:
3. Describe your key customers:
 - Explain why they buy from you:
4. List your 3 main competitors:

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- Explain how they compare with you:

5. Please provide us with your revenue and net income: (If Applicable): Enter NA.

	Year-to-Date	Last Fiscal Year
Revenue		
Net Income		

6. What is your vision for your business for the following time periods? (Please pay particular attention to how your business will look from the viewpoint of your customers.)

1. After one year?

2. After five years?

7. What are your financial goals in the following time periods?

1. After one year?

2. After five years?

8. What steps have you already taken toward starting your business and what have you learned?

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9. What are some challenges you believe you might encounter in achieving your vision?
10. List the major accomplishments you've attained thus far in your business/if any.
11. Explain the background and strengths of you and your management team and any alliances your business has with other organizations.
12. From your perspective, what does success look like at the end of our work together?

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13. What are the top three to five issues or questions that would you like to focus on in your initial meeting?