



What is Your Business Success Index™ (Your “B.S.I.”)

Please grade yourself on the right, with a score from 1 to 10, for each of the statements below. A score of 10 indicating that you fully agree with the statement and a score of 1 indicating that you do not agree at all with the statement.

YOUR SCORE

- 1. **TIME MANAGEMENT:** The way I run my business is relatively straightforward. I rarely work more than 45 hours per week; and, while I am home, I rarely use my laptop, computer, or smart phone for work. I have learned not to have an “electronic leash” connecting me to the office or to email. _____
- 2. **PRIORITY MANAGEMENT:** As the leader, I always spend more than 50% of my working hours on high-level purpose and business strategy-related tasks. _____
- 3. **STAKEHOLDER COMMITMENT:** In my company, we balance our company time and goals to serve all our stakeholders equally, whether it be owners, employees, vendors, creditors, unions, our community, etc. _____
- 4. **LEADERSHIP:** I am very confident that my business employs the right executives on the leadership team. I do not need to hire anyone else to fill any rolls on my leadership team. _____
- 5. **BUSINESS STRATEGY:** My business strategy is crystal clear, succinct, and known to all; and thus all important decisions are first mapped against this strategy before implementation. _____
- 6. **VALUES-BASED DECISION MAKING:** Since business tends to be very complicated today, I realize that having a crystal-clear set of values, from which all decisions are made, simplifies complexity. Therefore, our business has a clear set of values from which we make all decisions. _____
- 7. **STRESS:** I am never stressed. In fact, I can't remember the last time I was stressed-out or reactive about anything that has occurred in my business. Business is fun for me and my team. _____
- 8. **COMPANY ACCOUNTABILITY/MANAGEMENT-BY-OBJECTIVES:** Each quarter, I sit down with my leaders to formulate our 5, quarterly company objectives. Then we communicate these objectives to all employees; along with a bonus system tied to achievement of these objectives. _____
- 9. **INDIVIDUAL ACCOUNTABILITY:** We have built levels of accountability down through our organization to all employees; so that everyone is accountable to clear objectives inside the business, and everyone is crystal clear on what is expected of them, i.e. each employee’s role is clearly defined. _____
- 10. **PURPOSE:** I feel that – personally - I am on purpose. I also feel that my business has a clear purpose that fully aligns everyone involved in the company; and that everyone in the company can clearly articulate our “Company Purpose Statement.” _____

TOTAL: _____

“A” grade is a score from 90 to 100. A “B” is a score from 80 to 89. A “C” is a score from 70 to 79. A “D” is a score from 60 to 69. An “F” is a failure, or any score lower than 70. Think about ways to improve your score. As you begin to apply the principles learned in the BFS program, you will dramatically improve your score over time.

Note: We have observed and approximated that each legitimate, 10-point increase in your BFS Quotient Score equates to a 50% increase in the annual, top-line revenue of your company. Therefore, a 20-point increase in your Quotient Score should equate to a doubling of your top-line revenue.