



Focusing on the Right Business Worksheet

Instructions: List candidate businesses as Option 1, Option 2, and Option 3. Answer yes or no to all the questions. If all the answers are yes, then the business is a candidate. If some answers are no, then the business might be a candidate if you can turn the no answers into yes answers.

Business	Option 1:	Option 2:	Option 3:
Do you have enough money to start this business?			
Do you have the skills and knowledge that you need?			
Do you understand the customers' needs?			
Will your product or service satisfy the customers' needs?			
Is the market large enough for your new business to get customers?			