

Evaluating Options with Preferences and Potential

Use this worksheet to evaluate an option for a new business. Fill out one worksheet for each option. Think carefully about each question and answer as honestly as you can. Watch out for impatience and over-confidence. Don't be afraid to ask additional questions related to preferences and potential.

Business Option:	
Preferences	
Will I be working in a place I enjoy?	<input type="checkbox"/> Yes <input type="checkbox"/> No <input type="checkbox"/> don't know
Will I be working regular hours with weekends off?	<input type="checkbox"/> Yes <input type="checkbox"/> No <input type="checkbox"/> don't know
Will I have enough time for family and holidays?	<input type="checkbox"/> Yes <input type="checkbox"/> No <input type="checkbox"/> don't know
Will I be working with people I like?	<input type="checkbox"/> Yes <input type="checkbox"/> No <input type="checkbox"/> don't know
Will I be traveling every day?	<input type="checkbox"/> Yes <input type="checkbox"/> No <input type="checkbox"/> don't know
Potential	
Will I be able to keep my promises to my customers?	<input type="checkbox"/> Yes <input type="checkbox"/> No <input type="checkbox"/> don't know
Will I be able to adapt to the changing needs of my customers?	<input type="checkbox"/> Yes <input type="checkbox"/> No <input type="checkbox"/> don't know
Will I be able to compete against other businesses?	<input type="checkbox"/> Yes <input type="checkbox"/> No <input type="checkbox"/> don't know
Will the business make enough money to pay me, my employees, and my suppliers?	<input type="checkbox"/> Yes <input type="checkbox"/> No <input type="checkbox"/> don't know