

## THE ENTREPRENEURIAL QUESTIONNAIRE

You should take this questionnaire if you are starting or buying a business. You and your partner should both take the questionnaire to see if you're compatible. You don't need to be friends, and if you put money into the mix, your friendship might go south.

1. Why do you want to a) buy the business or b) start a business?
2. Do you have buy in from your spouse or partner Yes                      No
3. If it's no, why not?
4. If it's yes, have you executed a buy/sell agreement between yourselves?
5. Have you done a Mini Business Plan? (See Appendix B)
6. Have you done a spread sheet with best and worst financial results? What's the probability of each outcome?
7. Do you have enough money to support yourself and your spouse under the worst possible result?
8. Can you find additional money? From whom?