

## **CREATING THE PERSONAL PLAN**

### **Examine your motivation for business ownership.**

Why am I starting a business?

### **Choose a business based on your skills and interests.**

What technical skills do I have?

What managerial skills do I have?

What part of the construction business am I most interested in?

### **Assess your strengths and weaknesses.**

What tasks am I strongest at?

What do I stink at?

What skills will it take to run the business that I am thinking about starting?

Am I willing to do what it takes to sell the product?

Since sales will be the most important task I have to do, can I close the sale?

### **Establish business goals.**

What kind of business do I want?

Where do I want the business to be next year?

Where do I want the business to be in three years?

Where do I want the business to be in five years?



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**Establish personal goals.**

Am I just looking at the business as something to do between times when I am working for someone else?

Do I expect the business to make me wealthy by producing income?

Do I expect the business to make me wealthy by establishing a brand?

Will I ever sell the business?

Do I expect to develop a legacy business?

**Assess your financial resources.**

Do I have enough money to buy the tools and supplies I need?

Do I have enough money to carry me for at least six months?

**Identify your sources of assistance.**

Where can I get information regarding business management?

Have I looked at all the information offered on Builder-Resources.com?

Have I looking into NAHB (National Association of Home Builders) resources?

Do I know what the SBA (Small Business Administration) has to offer?

Do I know what SCORE (Service Corps of Retired Executives) has to offer?

Have I checked into business courses at a local colleges or universities?

Have I talked to my local Business Development Center?

**Would I hire myself to run my construction company?**