



Business Profile Request

To: _____ **Company:** _____
Coach: Bruce Frame **Phone:** 04 1935 2540
Appointment: TBA

Hello, to make the best use of our time during our meeting, please complete this page and get it back to us by email within 24 hours. With thanks ... *Have a great day,* Bruce.

(ps. Don't be too concerned about accuracy, just give us your best estimate or simply leave it blank if you don't know. It's more important to get the page back to us)

What type of business are you in? (e.g. manufacturing, retail, etc) _____

What specific products or services do you provide? _____

How many staff do you employ?	<input type="text"/>			
What is your approximate annual turnover? <i>(tick one box only)</i>	Under \$100,000	<input type="checkbox"/>	\$100k - \$200k	<input type="checkbox"/>
	\$250k - \$500k	<input type="checkbox"/>	\$500k - \$1 Mil	<input type="checkbox"/>
	\$1 Mil - \$3 Mil	<input type="checkbox"/>	Over \$3 Mil	<input type="checkbox"/>
How long have you been involved with/owned the business?	<input type="text"/>	years	<input type="text"/>	
How many hours do you work per week?	<input type="text"/>			
How many hours would you like to work per week?	<input type="text"/>			
Out of every 10 leads how many do you convert to customers?	<input type="text"/>			
How much income do you take home?	<input type="text"/>	\$	<input type="text"/>	
How much income would you like to take home?	<input type="text"/>	\$	<input type="text"/>	
What's your average dollar value of a sale?	<input type="text"/>	\$	<input type="text"/>	
How often would your average customer buy from you?	<input type="text"/>	times	<input type="text"/>	per <input type="text"/>

Please rank your business frustrations from the choices below; (1 biggest down to 12 smallest)

<input type="checkbox"/>	Not getting enough business 'in the door', or it's spasmodic
<input type="checkbox"/>	We get lots of enquiries but so many don't turn into sales
<input type="checkbox"/>	We have clients that buy once but we never see them again
<input type="checkbox"/>	We're really busy, but there doesn't seem to be that much profitability
<input type="checkbox"/>	We're at war with competitors and 'price focussed' customers
<input type="checkbox"/>	I work the hardest in the business, but take the least amount of holidays
<input type="checkbox"/>	I need to constantly supervise my team and fix problems
<input type="checkbox"/>	I have to keep replacing my staff because they leave or have to be sacked
<input type="checkbox"/>	Our quality is impacted by others in our supply and/or delivery chain
<input type="checkbox"/>	I can't seem to find focus and motivation, I lack a 'Vision' for myself and the business
<input type="checkbox"/>	I'm just sick of the same routine, I get 'Mondayitis' every day
<input type="checkbox"/>	We spend a small fortune advertising but can't tell if any of it works

If you had one wish for your business in the next 90 days, what would it be?

Who, other than yourself is involved in the decision making process within your business?

**Congratulations and thanks for your time.
Please get this back to us by email at bruce@bruceframe.com ASAP.**

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