**Your Business Vista Questionnaire**

Name:

Company:

Mobile Number:       Business 'phone:

Email:

Business address:

Date:

How did you hear about Arrivista?

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**Please introduce us to your business...**

1. What type of business are you in? (e.g. manufacturing, wholesaling, retail, professional service, etc):
2. What specific products / services do you provide?

**A few facts and figures...**

1. How many staff do you have?
2. What is your approximate annual revenue?
3. What is your approximate annual profit?
4. Is your turnover increasing / decreasing year on year?
5. Is your profitability increasing / decreasing year on year?
6. How would you describe your business cashflow?
7. Do you intend to finance business growth from business profits or other streams of income?
8. How long have you been involved with / owned the business?
9. What were your goals when you started, or took over the business?
10. How well are you doing in terms of achieving these goals?
* I work the hardest in the business, but take the least amount of holidays.
* I need to constantly supervise my team and fix problems.
* I have to keep replacing my staff because they leave or have to be sacked.
* Our quality is impacted by others in our supply and/or delivery chain.
* I can’t seem to find focus, motivation; I lack a ‘Vision’ for myself and the business.
* I’m just sick of the same routine; I get ‘Mondayitis’ every day.

**Some business challenges...**

1. With each frustration below, please rank each of them on a scale of 1 to 10 (where 1 is no frustration and 10 is causing serious harm to the business):
* Not getting enough business ‘in the door’, or its spasmodic, so there’s wasted productivity
* We get lots of enquiries but so many don’t turn into sales which is a waste of time and effort
* We have clients that buy once but we never see them again (except to complain).
* We’re really busy, but there doesn’t seem to be that much profitability.
* We’re at war with competitors and ‘price focused’ customers.

**A bit about you...**

1. How many hours do you work now? How many would you like to work?
2. How much income do you take home now? How much would you like?
3. Describe what type of help you feel you need to grow your business
4. If you had one wish for your business in the next 30 days, what would it be?
5. Who other than yourself is involved in the decision making process within your business?

*Thank you for your time*

**PLEASE COMPLETE & EMAIL TO info@arrivista.co.uk**

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