

## 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...**

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

### Some business challenges...

13) 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 Please select
- We get lots of enquiries but so many don't turn into sales which is a waste of time and effort Please select
- We have clients that buy once but we never see them again (except to complain). Please select
- We're really busy, but there doesn't seem to be that much profitability. Please select
- We're at war with competitors and 'price focused' customers. Please select

### A bit about you...

14) How many hours do you work now? Please select How many would you like to work?

Please select

15) How much income do you take home now? Please select How much would you like?

Please select

16) Describe what type of help you feel you need to grow your business

17) If you had one wish for your business in the next 30 days, what would it be?

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

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*Thank you for your time*

### **PLEASE COMPLETE & EMAIL TO [info@arrivista.co.uk](mailto:info@arrivista.co.uk)**

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