

REFLECTION QUESTIONS CHAPTER 10

- == In addition to providing quantitative proof of your Business Attractiveness and Personal, Financial, and Business Readiness, do you see how completing a Triggering Event could deliver the clarity to help you make better business and personal choices?
- == Which step in the Triggering Event do you think would bring you the biggest aha moment?
- == If you were to score your Business Attractiveness and Personal, Financial, and Business Readiness today, how do you think you would stack up and why? Can you prove your scores?
- == How would knowing your Profit Gap and Value Gap and Real Number versus your Tax Number help you make better personal and business decisions?
- == Do you think your business, as it stands today, could get through a third-party due diligence process without lowering your selling price or shifting risk back on you?