

Who are your business role models?

People I know who are...	
... running a business similar in size	... doing business in a way worth emulating
... well known to me	... offering a service rather than a product

How many of the following statements are true about you?

- | | |
|--------------------------|---|
| <input type="checkbox"/> | Uncomfortable raising your rates |
| <input type="checkbox"/> | Change your rates depending on who's asking |
| <input type="checkbox"/> | When business is slow your first instinct is to lower rates |
| <input type="checkbox"/> | Can easily be talked into discounting your rates |
| <input type="checkbox"/> | Rate increases don't apply to existing clients ("grandfathered" in) |
| <input type="checkbox"/> | Don't know how much money you've made this year |
| <input type="checkbox"/> | Don't know how much money you need to make |
| <input type="checkbox"/> | Don't know how much of what you goes back into your business |
| <input type="checkbox"/> | Can't enforce your no show or cancellation policy |
| <input type="checkbox"/> | Don't keep up with tax changes (like mileage) |
| <input type="checkbox"/> | Don't do your bookkeeping in a timely manner |
| <input type="checkbox"/> | Have to file an extension with the IRS every year |
| <input type="checkbox"/> | Don't pay quarterly taxes on time (or ever) |
| <input type="checkbox"/> | Won't talk about money in the treatment room |
| <input type="checkbox"/> | Have so many discounts virtually no one pays full price |