

# Consider Starting My Own Business©

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## Reasons I Want to Consider Starting My Own Business

1. I feel like I have outgrown this job. It bores me now. Who do I know who started a business?
2. I have hit a glass ceiling. Could getting a college degree can help me break through it? If not could I start a business and have the organization that I work for be my first client?
3. I have hit a glass ceiling. A second degree can help me break through it. For example, I am a petroleum engineer. An mba that might position me for upper management. Or could I start a business and have the organization that I work for be my first client?
4. I don't get to use my people skills enough.
5. I don't get to use my brain enough.
6. I want to energize people who work for me. That is how I need to make a difference.
7. I want to make more money. An mba with a specialty in marketing look attractive. Or perhaps I could take what I have learned at work, start my own business and make this organization my first client.
8. Is there a product or service that I could provide my organization better or cheaper than the company that provides that product or service to my organization does now?
9. I want to be paid more for what I do.
10. There is too much travel in this job.
12. I want to set my own hours and vacation schedule.
13. Other reasons:

## Other Considerations

1. What have I learned in my career so far that gives me a highly marketable product or service to offer?
2. People who know me well and own a business might help me figure out how to start my own business. Career Interview Questions (CIQ) I can ask people to learn about their businesses
  - A. How did s/he get started in owning a business?
  - B. What skills are required to own a business?
  - C. Did s/he have to get a college degree or a second college degree to have this business?
  - D. What did s/he need to learn and to own this business?
  - E. What did s/he need to do to get the business off of the ground?
  - F. What does s/he like most about owning a business?
  - G. What businesses will do well in this economy?
  - H. S/he knows me. Does s/he think I would be good at owning a business? If so, what kind of business?

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- I. Will s/he look at my PSA© and then tell me if s/he thinks I have personality strengths that could allow me to do well owning a business?
  - J. What should I have asked that I did not think of?
3. How can I make it easy for a person to help me? Would emailing them CIQ before we talk be with my PSA© as an attachment be helpful?
  4. What helped my dad start his own business? Would I like to approach him about training me to buy the business from him when he wants to retire? Which of my personality strengths are a lot like my dad's? As I just think about that, what comes up? As I look at my PSA© what comes up?
  5. What helped my mom start her own business? Would I like to approach her about training me to buy the business from her when she wants to retire? Which of my personality strengths are a lot like my mom's? As I just think about that, what comes up? As I look at my PSA© what comes up?
  6. I think about my friends. What do they know that could be helpful in figuring out how to start my business? What could they do to help me?
  7. What is one thing that each person who cares about me thinks would help me start my own business?
  8. What do coworkers think my work strengths are?
  9. What sticks out in my mind that my supervisor says is good about me?
  10. What other mentors do I have who could give me guidance?
  11. As I look at my PSA©: What coping strengths, temperament strengths, and values am I really glad that I have?
  12. What coping strengths, temperament strengths, and values do most of my friends have? Which ones are the same as those in 11.? Which ones are different?
  13. As I look at my PSA©: Do I have personality strengths that a business owner needs? For example:
    - A. Coping Strategies – Regardless of what kind of business it is a business owner needs to be high in Autonomy, Achievement, Dominance, and Endurance. How high am I in each of these?
    - B. Temperament Strengths – A business owner needs to be high in Activity/Energy Level, Restraint/Seriousness, Optimism, and Thoughtfulness/Reflectiveness. How high am I in each of these?
    - C. Values – I will need to be high in Economic Value, Theoretical Value and Political Value. Am I?
  14. Let's ask: Does my mentor/anyone at work know of a product or service that our organization needs that could a company could better or cheaper? Sometimes you can stumble over this information; at other times you can ask and find out.

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15. Is there some kind of certification that is not a college degree that would give me a/another marketable product or service?
16. I need to write a business plan. Where will I get information about how to write a business plan? (There may be a software package to help you write one.)
17. How will I finance this business?
18. How much money do I need to have set aside to live on until my business supports me and my family?
19. Who do I know that might want to invest in this business?
20. What banking and other financial relationships do I have that may be interested in helping me to finance my new business?
21. As I look back over these 20 questions, what else do I think I need to know?

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