

1. Do you think your Customers and Suppliers take advantage of you through their terms & conditions or negotiating tactics?  
 **YES**  **NO**
2. Are you fearful that others will steal or mis-use your proprietary ideas if you enter into a technical or strategic relationship?  
 **YES**  **NO**
3. Would you like to increase your sales volume & income by exporting products or by licensing your technology?  
 **YES**  **NO**
4. Will your markets penalize you for "going-it-alone" without strategic partners - in other words, are you missing out on the large, multi-product/service contracts?  
 **YES**  **NO**
5. Are you searching for R&D funds, new products or new niche markets?  
 **YES**  **NO**
6. Do you suspect that your Sales organization is "tired" or "unfocused" or "not relevant" or "out-of-touch" (or worse, just plain not competent)?  
 **YES**  **NO**
7. Do you wish that you had an "outsider" to give you straightforward, executive-level, feed-back but don't want a legal Board yet?  
 **YES**  **NO**
8. Do you suspect that your managers and key people do not understand, much less believe, your Mission Statement?  
 **YES**  **NO**
9. Are you concerned that your Employee Handbook & Personnel Policy Manual are out-of-date, or worse - a legal liability?  
 **YES**  **NO**
10. Do you have long-service employees, entrenched managers, or inherited relatives who are inept, or troublesome, or unmotivated, or over their heads?  
 **YES**  **NO**
11. Are you concerned about putting together an organizational transition or succession plan involving family members or outsiders?  
 **YES**  **NO**
12. Are you concerned about deteriorating relationships among your business partners, vendors, customers and your own personnel?  
 **YES**  **NO**