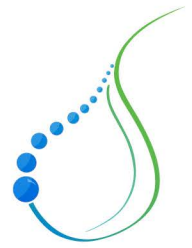


Self Assessment Quiz

Pivotal Momentum Inc.



imagine. transform. sustain.

Using the scale provided with each question, please choose a number between 1 and 10. There is no 'right' score for the 10 questions below. Be honest! It helps no one, least of all YOU if you fudge your answers. This is confidential information; it's just between us.

Question 1 How would you describe your current attitude to the future?

1 2 3 4 5 6 7 8 9 10

Parlyzed
by Fear

Ready to Jump
On Opportunity!

Question 2 How would you describe your attitude toward investing in your business right now?

1 2 3 4 5 6 7 8 9 10

Tend to Invest
For Immediate
Payback

Tend to Invest
With Long Term
in Mind

Question 3 How would you describe your attitude toward seeking help?

1 2 3 4 5 6 7 8 9 10

Tend to be
a Lone Ranger

Regularly Reach
Out for Help

Question 4 How would you describe the structure of your organization today?

1 2 3 4 5 6 7 8 9 10

Traditional Multi-layer
Chain of Command

Very Flat Structure,
May be Start-Up/Early
Stage

Question 5 How would you describe your level of knowledge of your 'ideal customer' for the years ahead?

1 2 3 4 5 6 7 8 9 10

We Serve
Anyone With
A Pulse

We Can Describe
Key Characteristics

Question 6 What would you describe as the primary reason you're taking this self-assessment?

1 2 3 4 5 6 7 8 9 10

At My Wit's End,
Need Help Fast

Looking for Ideas
So We Can Grab an
Opportunity

Question 7 How would you describe your plans for the next several years?

1 2 3 4 5 6 7 8 9 10

In Survival Mode,
Just Trying to Hang On

Know Where We Want
To Go; We're Energized!

Question 8 How would you describe your organization's approach to decision-making?

1 2 3 4 5 6 7 8 9 10

Makes Decisions Carefully,
Even if it Takes Time

Make Decisions Quickly
Once Facts are in Hand

Question 9 How would you describe the extent of data/other information you have to guide your decisions?

1 2 3 4 5 6 7 8 9 10

Have Some Data,
But Decisions are More
Intuition Based

Regularly Monitor Data;
Use it for Key Decisions

Question 10 How would you describe your inclination to collaborate in your organization?

1 2 3 4 5 6 7 8 9 10

Mostly Collaborate
With Employees and
Suppliers

Regularly Collaborate
Professional Assoc.

After Tallying Up Your Ratings,
Was your Total **60 Or Higher?**

If So, Let's Talk.

✉ Info@PivotalMomentum.com

PivotalMomentum.com/contact