

# SELF-CHECK QUESTIONNAIRE

1. Take this self-check questionnaire to identify areas of growth and improvement.
2. If your response is *No* to any of these questions, The Greenhouse offers a tailored business solution to fit your needs.
3. Don't hesitate to schedule your complimentary consultation with our team of experts today!

**YES**   **NO**

- |                          |                          |  |
|--------------------------|--------------------------|--|
| <input type="checkbox"/> | <input type="checkbox"/> | 1. Does your organization hire, fire, reward and recognize people around your Core Values?                   |
| <input type="checkbox"/> | <input type="checkbox"/> | 2. Does your business have a clear Core Focus that you run all decisions through?                            |
| <input type="checkbox"/> | <input type="checkbox"/> | 3. Do you have a clarified 10-Year Target and vision in your business that ALL employees share?              |
| <input type="checkbox"/> | <input type="checkbox"/> | 4. Is your marketing and sales strategy and messaging clearly defined, attracting prospects and customers?   |
| <input type="checkbox"/> | <input type="checkbox"/> | 5. Do you have a clear and detailed 3-Year Picture of where the organization is going?                       |
| <input type="checkbox"/> | <input type="checkbox"/> | 6. Do you have a clear, executable business strategy for the year that you're confident in?                  |
| <input type="checkbox"/> | <input type="checkbox"/> | 7. Are you clearly and consistently communicating priorities and focuses for the business to all employees?  |
| <input type="checkbox"/> | <input type="checkbox"/> | 8. Do you openly and honestly discuss issues in your company? AND actually solve them for good?              |
| <input type="checkbox"/> | <input type="checkbox"/> | 9. Is your leadership team the most vulnerable, high-trusting and high-performing group it could be?         |
| <input type="checkbox"/> | <input type="checkbox"/> | 10. Do you have a healthy and transparent organization that pushes and challenges the status quo?            |
| <input type="checkbox"/> | <input type="checkbox"/> | 11. Are there systems in place to evaluate your people, new hires, vendors, etc. for best fit possible?      |
| <input type="checkbox"/> | <input type="checkbox"/> | 12. Do you have an optimal org. structure and clear roles and responsibilities to function at a high level?  |
| <input type="checkbox"/> | <input type="checkbox"/> | 13. Do you collect data that drives fast and effective decision making for your business?                    |
| <input type="checkbox"/> | <input type="checkbox"/> | 14. Is communication effective, and meeting cadence and structure running as smoothly as it should be?       |
| <input type="checkbox"/> | <input type="checkbox"/> | 15. Are clear, defined processes put in place and being followed by all in your organization?                |
| <input type="checkbox"/> | <input type="checkbox"/> | 16. Do you have an exit plan (intentional or forced) for your business ready to execute if needed?           |
| <input type="checkbox"/> | <input type="checkbox"/> | 17. Do you know if you are actually building value in your business in order to sell/exit some day?          |
| <input type="checkbox"/> | <input type="checkbox"/> | 18. Is the owner able to trust the team to make a majority of decisions and able to leave for extended time? |
| <input type="checkbox"/> | <input type="checkbox"/> | 19. Are all strategic projects or initiatives being executed timely?   |
| <input type="checkbox"/> | <input type="checkbox"/> | 20. Does your organization attract, onboard and retain great employees that fit your values?                 |
| <input type="checkbox"/> | <input type="checkbox"/> | 21. Are you driving and earning more revenue, profit and success for your business and people?               |
| <input type="checkbox"/> | <input type="checkbox"/> | 22. Do you feel like your business can break through ceilings in the short term? Long term?                  |