

**PROFIT IMPROVEMENT - YOUR POTENTIAL FOR CHANGE**

Consider the questions below and score in the boxes from 1 to 10 using the following ratings:

10 - Totally agree

5 – Neutral

1 – Totally disagree

I am not satisfied with the current performance of the business.

**A**

I have a clear vision for the future.

**B**

I have a documented plan for what I have to do to achieve my vision for the future.

**C**

**A    x    B    x    C**

**=**

**Maximum**

**1,000**

The closer to 1,000 you have scored, the more chance you have of making changes that will improve the current performance of your business.

A    =    Level of dissatisfaction

B    =    Vision

C    =    Plan