



Post Planning Questionnaire

Name _____

Please pull out your Pre-Planning Questionnaire and place it next to this document.

Post Planning Questionnaire	
The following questions are related to your attendance in this program. Please explain each. Thank you!	
1. What commitments have you been able to make during this program and what commitments do you plan to carry forward as you move on?	
2. Do you feel more focused and more clear about your goals? If so, can you please list your goals and at least 3 benchmarks for these goals for the next 30 days?	
3. Do you now feel that you have a clear business concept , that you are differentiated from others and you have a clear marketing strategy for the next 30 days?	
4. What is your plan of action for creating relationships , serving on boards, networking and selling?	

Post Planning Questionnaire

<p>5. Do you now have clear ideas and strategies as to how you will be able to navigate your client's emotions and your own emotions as well as use emotion as an influencer for growing your business?</p>	
<p>6. Given where you were, and where you are now what are your areas of concern for the future? (Please explain where necessary, may not apply to all.)</p>	<ul style="list-style-type: none"> <input type="checkbox"/> Commitment: _____ <input type="checkbox"/> Focus _____ <input type="checkbox"/> Marketing _____ <input type="checkbox"/> Relationships _____ <input type="checkbox"/> Emotion _____ <input type="checkbox"/> Accountability _____
<p>7. Do you feel that you have a clearer picture for compartmentalizing your Focused Daily Small Business Results template to continue to use? (Please explain)</p>	
<p>8. Do you feel that you have a clear system for daily Selling, Developing, Delivering and Collecting (SDDC)? (Please explain)</p>	

Small Business Results
 15 Bank St.
 Newton, MA 02461

Thank you for completing this Post Planning Questionnaire!