

TASK Questionnaire

Instruction: Complete the questions below.

1) What services or function do you perform in your business?

2) Think carefully before you answer this. What do you believe is your "hourly rate"? Forget about your price list now and how much an average service charge is, think only about what you feel "YOUR INDIVIDUAL WORTH PER HOUR IS". (type a number in your currency)

3) Now, multiply the above number by the number of hours you work on an average day. So, If you work 5 hours per day, multiply the above by 5 or if you work 8 hours a day multiply the above by 8. (type the answer in your currency)

4) Now, multiply the above number by the number of days you work in a month. So, If you work 10 days per month multiply the above by 10 or if you work 26 days per month which is the norm for the Industry then multiply the above number by 26. (type the answer in your currency).

5) PLEASE TYPE THE ABOVE NUMBER IN THE BLOCK BELOW (IN YOUR CURRENCY)

Here comes the important point.

6) Do you earn more or less than the number in the block above?

I want to leave you with one last thought.

Before you start with all the excuses as to why you don't earn the number in the block above, because that is what human nature tends to do. It automatically defends with excuses. I would like you to think long and hard about how much YOU really value yourself.

7) Do you feel you deliver outstanding service?

8) Do you feel your skills are magnificent?