

TASK

Financial Intelligence Quiz

Instruction: Only place a tick next to statements that are true to you.

Personal finance management review

- ☐ I pay my bills on time – Always
- ☐ I reconcile my personal bank accounts and credit card bills every month
- ☐ I have reduced the cost of credit cards by reviewing the best current deal
- ☐ I don't pay interest on credit card bills
- ☐ I make sure that I am paying the most beneficial tax on my personal earnings
- ☐ I review the cost of my household bills once a year to see if I can get a better deal elsewhere

I keep all my household expenses filed and current

I review the deal I am getting from my personal bankers every year

I know how much money I need for this year to cover my expenses and luxuries and to do the things I want to do

I know what my regular income is and it is enough

Personal liabilities and investment review

- ☐ I do not go into overdraft
- ☐ I control the urge to take out loans for things I can't afford
- ☐ I review my mortgage or rent once a year to make sure I am getting the best deal and most flexible payment terms

I regularly transfer extra cash from current account to interest bearing accounts

I keep a three month reserve of personal running expenses at all times

Business financial review

- ☐ There is not too much financial risk to the way I have set up the business
- ☐ I am not over extending myself with loans against the business
- ☐ I know what my break even, sales targets and gross profit margins are

I know what my daily, weekly, monthly and annual sales goals are

I know what I spend on stock and wages, weekly, monthly and annually.

I can quote % comparisons and trend analysis about my business year on year with confidence

I know what the average spend per client is on treatments & retail each month and what my target is

I know my current debtors, cash flow requirements and any outstanding bills for the business

I keep up to date on paying my business bills on time

I have a great accounting package or accountant that helps me with all of these key performance indicators in my business

I know what is happening in the business early each month and therefore take appropriate action to build sales to exceed my targets.

A marketing strategy is in place. Our services and products are packaged so that they encourage a steady stream of clients and income

My team know what their targets are and are motivated to exceed them

I am charging the right prices in my market place for my services and products

I have a three month business cash flow emergency fund in a savings account for the business

I have a three year financial and capital contingency budget that incorporates rent increases, wages, staffing cost increases and other expenditure likely to affect the profit of the business. I plan to eliminate surprises.

Future financial aspirations

I want my earnings to reflect the time and effort I put into my job or business

I want to be financially free to make choices in my life

The business will grow and support me until such time as I sell it or partner it with profit

Other personal and business financial aspirations include:

This quiz should focus your mind to look critically at the current situation of your personal and business financial management.

A few more questions to consider;

1) Why did I start my business or choose the job I have now?

2) What did I picture my business or job would be like?

3) How is it different now than what I envisioned it to be?

4) What do I want the business or my job to look like in a years' time?

Again keep these thoughts and aspirations close to hand, as they will be useful as we develop our plans.

You may think that being able to achieve your personal and business goals is an unaffordable luxury in today's tough economic environment - but that is why we are here today – because we believe we can achieve and do more than simply survive – we can THRIVE.