

## Take the Business Babe test to check out your Inner Business Babe!



Give yourself a score out of ten.

**0 = No not at all, 5 = Sometimes, 10 = Yes, always.**

1. You use a pen that is a pleasure to write with, where the ink flows easily.
2. When you are in a meeting with a client you use a notebook that is attractive, and you write down relevant information to act on later.
3. You have a good business card that is a pleasure to hand over, and appeals to your target audience.
4. Your bag is clutter free and it is easy to find things in it. It helps you to express what is special about you.
5. Your favourite clients have commented favourably on some aspect of your clothes, accessories or general appearance.
6. Your clients compliment you on what you do for them.
7. You can talk confidently about how your clients will benefit from working with you whether you are in the lift, in a coffee shop or in the boardroom.
8. You are interested in hearing about your clients' problems
9. You have information on three different types of client which you can reproduce easily.
10. You can suggest a suitable meeting place which is appropriate for you and your business where you meet prospects.
11. You can say No to business that is not right for you.
12. You have a clear idea of all the steps in your business process.
13. You are not afraid to negotiate if you feel the deal is not fair.
14. You recognise when you are getting stuck and take a break to do something you enjoy.
15. You like bringing people together – even if you don't like the word “networking”.
16. You can tell a client who is right for you that you would love to work with them.
17. Your working environment supports you. It is good to work in, organised and inspirational.
18. You have people who support you and value what you are doing.
19. You are looking for ways to take the business forward, which includes other people.
20. You work on the business as well as in it, and take time out to acknowledge what you have achieved!

**Total score** ..... **Date** .....

Action to take now:

- Look at the answers with the lowest numbers and give yourself just half an hour to make some improvements.
- Look at the highest numbers and see if there is any way you could do even better.
- Let us know if there are any areas you would appreciate some help, and we can provide tips and advice. You can take the test again later and see what has changed.