

Questionnaire: Consistency Check-Up for Entrepreneurs

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As a founder, there's no doubt that you stay busy all the time. But is that busyness really helping you build your business? That all depends on how consistent and focused your efforts are.

Do you have the consistent habits of a successful entrepreneur? Take our quick quiz to find out. Whether you discover that your consistency is already on-target, or that you could benefit from a bit of improvement, you'll know where you stand.

1. How long has it been since you took (and completed!) a class or workshop to help you improve your business or industry-related skills?

- A More than a year ago
- B Six to 12 months
- C Three to five months
- D Within the last two months

2. To what extent do you keep up with thought leaders and experts in your field?

- A Who are the thought leaders/experts in my field? I'm not sure
- B If I could ever get caught up, I'd be able to read books or listen to podcasts
- C I occasionally read new business books or listen to thought leader podcasts
- D I read new business books or listen to relevant podcasts at least monthly

3. How often do you assess your progress toward achieving your business goals?

- A Annually
- B Quarterly
- C Monthly
- D Weekly (or more frequently)

4. When you accomplish a business goal, which of the following are you most likely to do immediately afterward?

- A I'm not sure — I'm still waiting to reach a business goal
- B Relax — once I've reached one goal, the others are sure to fall into place
- C Push right on to the very next goal — I'm too busy to stop and reflect
- D Celebrate my success, then re-focus on achieving another goal

5. How often do you participate in business networking events?

- A Never
- B One event per year — no more, no less
- C When I can find the time
- D Monthly

6. How regularly do you connect with business contacts that you make in real life, through LinkedIn, or via other social media sites relevant to your business?

- A Never
- B Annually
- C When I can find the time
- D At least monthly

7. How frequently do you reply to customer inquiries?

- A When I have time
- B Once a week
- C Once a day
- D Multiple times each day

8. How regularly do you send out marketing messages to customers or prospects?

- A Rarely, if ever
- B When business is slow
- C When I remember
- D At least quarterly

9. How do you approach following up after you send product information or price quotes to prospective customers?

- A I don't — they'll contact me if they're interested
- B When I remember, which could be a while
- C After a month or so, if I haven't heard from them
- D A few days after providing information they requested

10. How frequently do you set aside time to focus on self-care?

- A Not at all, since I started a business
- B Sometimes, but not every month
- C At least monthly
- D At least weekly

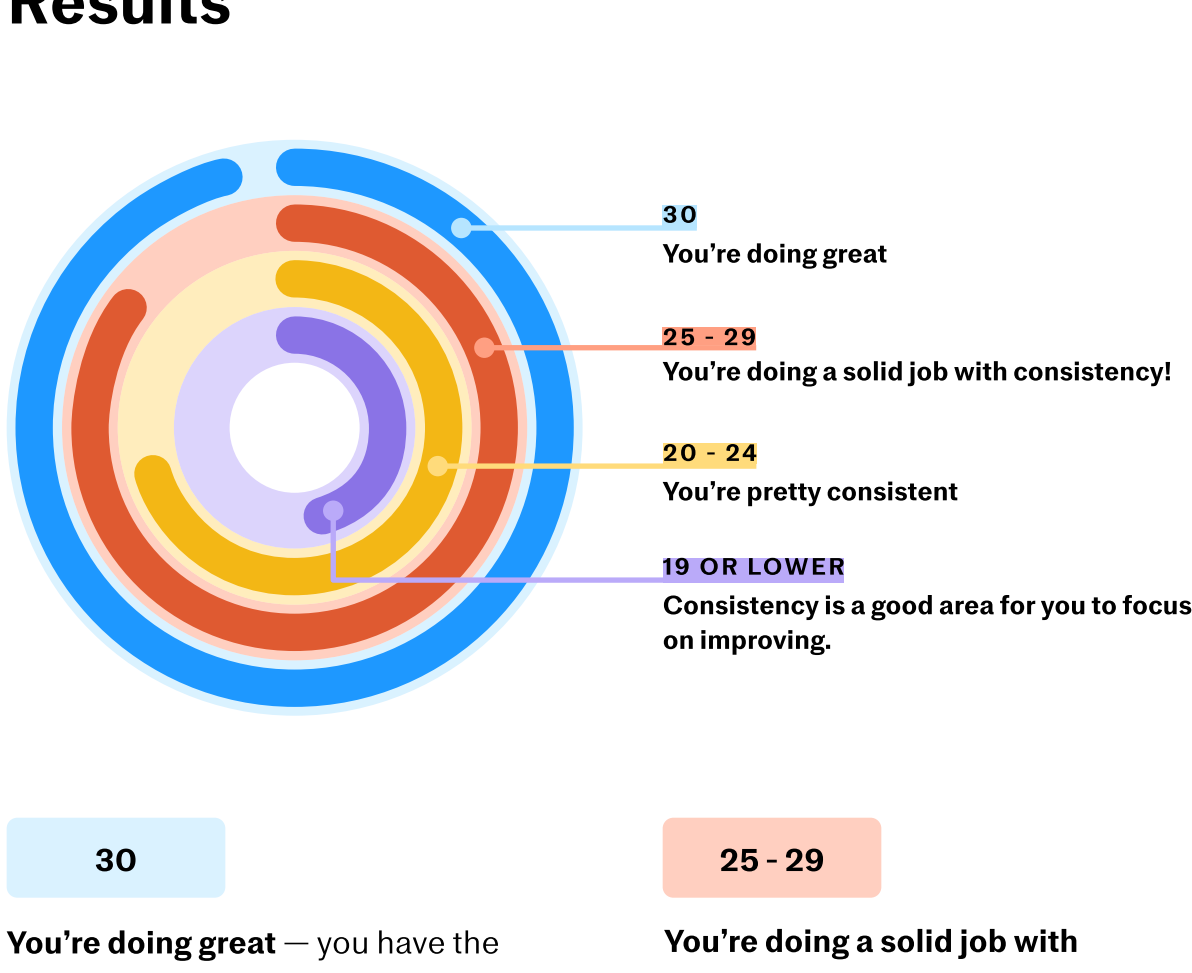
Answer Key: Consistency Check-Up for Entrepreneurs

How did you do? Score your answers as follows:

- A Give yourself **0 points** for every **A answer** _____
- B Give yourself **1 point** for every **B answer** _____
- C Give yourself **2 points** for every **C answer** _____
- D Give yourself **3 points** for every **D answer** _____

What's your total? _____

Consistency Results



30
You're doing great — you have the consistency habits of a successful entrepreneur!

25 - 29
You're doing a solid job with consistency! To do even better, make a plan to help you increase how often you do any of the activities you'd like to do more consistently.

20 - 24
You're pretty consistent, but you could benefit from some improvement. Review the items above where you selected A or B, and choose a few to start doing more consistently.

19 or lower
Consistency is a good area for you to focus on improving. When you find you're too busy to tackle the items in this questionnaire, remind yourself that these behaviors play an important role in building a successful business.

Next Steps: Boost Your Consistency

Staying consistent is a common struggle for business founders. And even if you're doing a great job with consistency right now, there's always room for improvement. Are you ready to up your consistency game? Check out our tips on [how to be more consistent](#).