



Current and Potential Business Owners/Entrepreneurs and Investors Needs Survey: *Mentoring, Training and Coaching (MTC)*

This Current and Potential Business Owners/Entrepreneurs and Investors Survey is intended to gather data for the purpose of informing *Mentoring, Training and Coaching (MTC)* needs for Business Decision Making (BDM). Your individual response will remain confidential but a general report of the processed data will be publicly available.

- 1) WHAT ROLE DO YOU PLAY IN YOUR BUSINESS OR POTENTIAL BUSINESS (SELECT (X) THE BEST OPTION)?
 - I AM A POTENTIAL BUSINESS OWNER/ENTREPRENEUR
 - I AM A POTENTIAL INVESTOR (NOT DIRECTLY INVOLVED BUT USE MY FUNDS TO SUPPORT BUSINESS VENTURES)
 - I AM A CURRENT INVESTOR
 - BUSINESS OWNER – TAKING CARE OF THE DAY TO DAY OPERATIONS (NOT MUCH CREATIVITY INVOLVED)
 - ENTREPRENEUR – EXERCISING MUCH CREATIVITY, LOOKING AT WAYS TO CAPITALIZE ON ASSET AND ASSET ACQUISITION, TAKING RISK IN THE FACE OF UNCERTAINTIES

- 2) RANK HOW IMPORTANT (1-7: 1 = MOST IMPORTANT; 7 = LEAST IMPORTANT) THE FOLLOWING FACTORS ARE IN GETTING YOUR BUSINESS STARTED:
 - MENTORING/TRAINING/COACHING; ONLINE SKILLS (WEBSITE, SOCIAL MEDIA); FEAR; FINANCING
 - BUSINESS SPACE; MARKETING SKILLS; OTHER (PLEASE SPECIFY) _____

- 3) WOULD YOU BE INTERESTED IN PAYING A REASONABLE PRICE TO GET THE FOLLOWING IN ORDER TO START OR IMPROVE YOUR BUSINESS?

MENTORING: YES NO; ONLINE SKILLS: YES NO; TRAINING/COACHING: YES NO;
BUSINESS SPACE: YES NO; FINANCING: YES NO; MARKETING: YES NO;
OTHER (PLEASE SPECIFY) _____ YES NO

- 4) DO YOU CURRENTLY MAKE BUSINESS DECISIONS BASED ON INFORMATION IN YOUR FINANCIAL RECORDS (FINANCIAL STATEMENT, BALANCE SHEET)? YES NO
IF NO – WHY NOT (PLEASE SPECIFY) _____

- 5) RANK HOW IMPORTANT (1-6: 1 = MOST IMPORTANT; 6 = LEAST IMPORTANT) THE FOLLOWING SKILLS ARE TO YOU WITH REGARDS TO MAKING FINANCIAL OR OTHER BUSINESS DECISIONS:
 - BUDGETING; COSTING; CREATING A PRODUCT/SERVICE VERSUS BUYING TO SELL;
 - BOOKKEEPING; CUSTOMER RETENTION; OTHER PLEASE SPECIFY _____

- 6) WOULD YOU BE INTERESTED IN PAYING A REASONABLE PRICE FOR THE NECESSARY TRAINING IN THE FOLLOWING SKILLS TO HELP WITH YOUR BUSINESS DECISION MAKING?

BUDGETING: YES NO; COSTING: YES NO; CREATING A PRODUCT/SERVICE VERSUS BUYING TO SELL: YES NO; BOOKKEEPING: YES NO; CUSTOMER RETENTION: YES NO; OTHER PLEASE SPECIFY _____ YES NO

PLEASE TURN OVER (BusinessOwnerNeedsSurvey2016Jan08) .../2

THANK YOU FOR TAKING THE TIME TO COMPLETE THIS SURVEY. IF YOU WOULD LIKE TO RECEIVE INFORMATION ON THE RESULT OF THIS SURVEY, PLEASE FILL IN THE FOLLOWING:

NAME (OPTIONAL): _____

DIRECT EMAIL: _____

TELEPHONE # (OPTIONAL): _____