

BUSINESS READINESS

PERSONAL INFORMATION:

NAME:

CONSULTING NICHE

START DATE

INSTRUCTIONS:

Rate yourself from 1 (Strongly Disagree) to 5 (Strongly Agree) for each statement.

QUESTIONS:

RATING SCALE:

Mindset & Motivation

1 2 3 4 5

I am comfortable with uncertainty and change.

☐ ☐ ☐ ☐ ☐

I'm self-motivated and can stay focused without supervision.

☐ ☐ ☐ ☐ ☐

I view failure as an opportunity to learn and grow.

☐ ☐ ☐ ☐ ☐

I have a strong desire to create something of my own.

☐ ☐ ☐ ☐ ☐

Financial Risk & Readiness

1 2 3 4 5

I have a personal budget and understand my financial needs.

☐ ☐ ☐ ☐ ☐

I have savings or financial cushion to support myself as I build.

☐ ☐ ☐ ☐ ☐

I'm comfortable taking calculated financial risks.

☐ ☐ ☐ ☐ ☐

Skill Set & Experience

1 2 3 4 5

I have a marketable skill, product, or services others will pay for.

☐ ☐ ☐ ☐ ☐

I understand my ideal customer and their pain points.

☐ ☐ ☐ ☐ ☐

I have some experience in project management, sales, or customer service.

☐ ☐ ☐ ☐ ☐

Planning & Strategy

1 2 3 4 5

I've researched my industry and freelancing niche.

☐ ☐ ☐ ☐ ☐

I have a clear idea of what services I'll offer and how I'll price them.

☐ ☐ ☐ ☐ ☐

I know what tools or systems I'll need to operate my business.

☐ ☐ ☐ ☐ ☐

QUESTIONS:

Support & Resilience

I have a support system (mentor, peers, community, coach) to lean on.

I'm prepared to deal with rejection, slow growth, or unexpected setbacks.

I have a plan for continued learning and adapting my approach.

RATING SCALE:

1 2 3 4 5



ANALYZING THE RESULTS

Scoring and Interpretation

64–80: You're ready! You have a strong foundation to pursue freelancing/consulting.

48–63: You're on the right track. Address a few gaps before launching.

Below 48: Reflect more deeply. Focus on preparation, learning, and support systems.

RESOURCES

- **SBA.gov** – Business planning tools, legal guidance, local mentorship
 - <https://www.sba.gov>
- **SCORE** – Free one-on-one mentoring from retired executives and entrepreneurs
 - <https://www.score.org>
- **IRS Small Business and Self-Employed Tax Center** – Understand taxes, deductions, and estimated payments
 - <https://www.irs.gov/businesses>
- **Hello Alice** – Resources, grant opportunities, and communities for small business owners
 - <https://helloalice.com>
- **Bplans** – Sample business plans, especially for consultants and service providers
 - <https://www.bplans.com>