

REFLECTION QUESTIONS CHAPTER 5

- == How well have you identified the value factors to protect what you already have and accelerate the value of your business? Identify one action you take personally, financially, and from a business standpoint to improve your business value in the next 90 days.
- == What do the 5Ds (Death, Disability, Divorce, Distress, Disagreement) all have in common (other than they all begin with D)? The answer is they can all be planned for. Do you have a contingency plan in place if you were to no longer be able to operate your business or were affected by one of the 5Ds?
- == Did the story of my friend resonate with you? Do you know someone who had a similar circumstance? How did it go? The solution is to always be ready.
- == Usually, when I teach the Five Stages of the Value Maturity Index to business owners, they acknowledge the value of moving through the stages sequentially, but often they see themselves in multiple stages at the same time. What stages of the Value Maturity Index are you in?
- == Perform the exercise provided in the chapter. How did you score? What three actions can you take in the next 90 days to improve your score?