

## **Find Out If Coaching Is Right For You. Take the Quiz!**

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### **Time:**

- **Are you working 10+ hours a day?**
- **Are you working weekends and evenings?**
- **Does your schedule and do your clients own you?**
- **When was the last vacation you took w/out being in touch?**
- **Do you have regular fun time in your calendar?**

### **Health & Fitness:**

- **Have you made time for health and fitness?**
- **Have you gained weight because you're eating on the run and whatever is available?**
- **When was the last time you went to a gym or even walked 2 miles in the neighborhood?**
- **Do you get regular check ups?**

### **Finances:**

- **Are you living job to job? Paycheck to paycheck?**
- **Are you managing your money for optimal growth?**
- **Is a 401K or even an IRA a distant dream?**
- **Do you have disability insurance?**
- **Do you have adequate health insurance?**
- **Is "save" a four letter word that you avoid?**

## **Office:**

- **Are you working off of the dining room table?**
- **Is your office disorganized and you lose time looking for things?**
- **Do you hoard samples, not returning them to vendors when finished?**
- **Is post it notes the way you keep up with important information?**
- **Are you afraid of technology and don't own a computer?**
- **Is a website something other people have and you have no clue?**
- **Do you invoice usually when you need cash flow, instead of regularly?**

## **Home:**

- **Is your home a showplace for clients to view your work? Or a disaster area, you wouldn't show your best friend?**
- **Do you apologize for how you live?**
- **Are you too tired at the end of the day to even think about designing your own haven?**
- **Are you living with client cast offs and designer mistakes?**
- **When was the last time you entertained?**
- **Do you see more of your clients than your family?**

## **Business:**

- **Do you know who your target market is? (Hint: It isn't every client that finds you.)**
- **Do you have a recognizable brand?**
- **What is your USP? (Hint: Unique Selling Proposition)**
- **Do you have business scheduled or is it high season and then dry season?**
- **Do you belong to trade organizations that can provide valued alliances?**
- **Do you maintain your professional education with seminars, teleclasses, and trend events?**
- **Have your sales been flat the last couple of years, or decreased?**

- **Is your profit margin at least 30% per project?**
- **Are you charging what you are worth per hour?**
- **Do you know what cost transparency is and why it is important?**
- **Do you get shopped by clients regularly?**
- **Do you have a business press kit?**
- **Have you been published?**