



## Conference & Entrepreneur Quiz

The following Quiz provides a good indication of whether Advantage Conferences Mindset Mentoring Conference and weekly Mindset Calls will be appropriate for you

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### Section A: RUNNING A BUSINESS INVOLVES A MULTITUDE OF ISSUES:

Entrepreneurs face literally hundreds of issues at start-up and throughout the life of their business. Issues include:

- ***Start-up Capital***
- ***Choice of Business Type***
- ***Employee Issues (hiring/firing)***
- ***Accounting***
- ***Employee Benefits***
- ***Maximizing Intellectual Property***
- ***Sales and Franchise Taxes***
- ***Competition***
- ***Corporate and Personal Tax Strategies***
- ***Receivables***
- ***Billing***
- ***Inventory Management***
- ***Office Space (leasing and/or buying)***
- ***Overhead***
- ***Printing***
- ***Shipping***
- ***International Markets***
- ***Phone/Communications Systems***
- ***Computers Systems***
- ***Graphics***
- ***Branding***
- ***Marketing***
- ***Leadership***
- ***Speaking/Presentation Skills***
- ***Product Diversification***
- ***Policies***
- ***Company Vehicles***
- ***Expansion***
- \_\_\_\_\_

Please carefully read the following statements and then rate, on a scale of 1 to 10, ten being the highest, your agreement with the following statements in the blank spaces provided in front of the numbered statements:

1. \_\_\_\_\_ I currently own a business or I'm thinking seriously about becoming an entrepreneur.
2. \_\_\_\_\_ I realize that business ownership entails a vast array of issues (as partially listed above) that are crucial to the efficiency and success of my operation.

**Section B: PROFESSIONAL SKILLS vs. RUNNING A SUCCESSFUL BUSINESS:**

Many Entrepreneurs report having proficiencies and competencies of a technical, mechanical, or product/skills nature. As a business owner they soon recognize that those skills are important, but they are not enough for running and flourishing a successful business. For instance, medical professionals are adept at their diagnostic, corrective, procedural, or surgical skills, but their training may never have included how to market their business.

3. \_\_\_\_\_ I believe that accomplished millionaires and multi-millionaires could offer valuable insight into issues that directly effect my business operation. I believe gaining insight into these subjects would enhance my business.
4. \_\_\_\_\_ I realize that my particular expertise and skill-sets are highly valuable, but that running a business is an entirely separate issue.

**Section C: THE POWER OF ONE NEWLY IMPLEMENTED IDEA**

5. \_\_\_\_\_ I have experienced and/or fully understand the impact of changing one aspect of my business. I believe that implementing or changing one idea can make all the difference in cash flow and profits.
6. \_\_\_\_\_ I know that my business could benefit from change in several areas.
7. \_\_\_\_\_ I believe it is possible for me to double or triple my bottom line over the next 12 months.
8. \_\_\_\_\_ It is apparent to me that a single idea can be worth hundreds of thousands or possibly millions of dollars in profits.

### **Section D: MENTORING**

9. \_\_\_\_\_ I value the input of other professionals, especially someone who has achieved a measurably significant level of financial and life success.
10. \_\_\_\_\_ I realize that mentoring should be an ongoing and vital aspect in my life in order to progressively take my business and influence to the next level.

### **Section E. MINDSET**

Successful business requires factual analysis and knowledge of systems, strategies, products, compensation structures and planning. But success is more than head knowledge. Great leadership and relational skills require a Champion mentality – a powerful mindset, a purely positive attitude, and an unstoppable, tenacious will. These items have everything to do with one's thinking and perspectives we refer to as inner intangibles.

11. \_\_\_\_\_ I have a positive mindset, but I also realize that in order to create a bigger business, enterprise, ministry, or organization, I can benefit from those who think differently and more powerfully. I can improve my mindset significantly.
12. \_\_\_\_\_ I know that to amplify my results, I must amplify my thinking.
13. \_\_\_\_\_ In order to become a millionaire, I know I must first learn to think like a millionaire.
14. \_\_\_\_\_ I realize that my thinking is by far the most influential factor in my being in the position in which I find myself now. I believe that expanding my thinking and mindset will be key to greater success.

### **Section F: FAITH**

One of the most powerful elements of success in life, relationships, and business is faith in Jesus Christ. Christ is the Creator of the world, the Creator of people, indeed the Creator of everything. He is also the author of true success, a fact that too few people understand. Many simply don't believe that faith has anything to do with business or success. We at Advantage Conferences believe, as do our Christian Millionaire Mentors that their success is greatly contingent on

“faith”; and that to separate faith from business and to not recognize it as pivotal to our futures would be a major mistake.

15.\_\_\_\_\_ Creating a new life, a new financial situation, and/or a new business are all creative processes. Obviously keeping the Creator out of our humanly creative endeavors would be silly.

16.\_\_\_\_\_ Bringing the supernatural power of God into my life would make my success (fulfilling God's will in my life) much more likely.

17.\_\_\_\_\_ God is unlimited and people are limited. For me to transcend my human limitations is a matter of trusting more in the unlimited power of God.

18.\_\_\_\_\_ God has great things in store for me as regards my future. I believe that by developing my faith muscle, I will be more empowered to make a greater impact, be a more significant influence, and provide larger and more meaningful contributions to the good of my family and society as a whole.

### **Section G: MONEY**

Many people believe money and wealth are subjects that should not be talked about. Many avoid the subject altogether. Most entrepreneurs disagree with this mistaken notion. If greed is attached to the notion of money, then yes, money can be problematic. But when it used as a positive force, it can be healing, supportive and life-changing. Money is simply a tool that we can use for many positive reasons – building hospitals, orphanages, ministries, charities, feeding the hungry, housing the homeless, caring for widows and a host of other important causes. The more money a person has - the more effective they can be in funding those causes. Money is not evil – it simply reflects the genuine character of the person using it.

19.\_\_\_\_\_ I am not afraid of money and recognize that additional cash flow in my life would be a powerful step forward.

20.\_\_\_\_\_ I also believe that most people have scarcity notions that are detrimental to their incomes. Weeding those erroneous misconceptions out of their (my) life can open the doors to greater prosperity.

21.\_\_\_\_\_ Through business ownership I believe I can create an amplified financial situation relative to what it has been in the past.

22.\_\_\_\_\_ I believe that money is a great tool, but not something by which to be enslaved. In other words, it is better for money to work for me, rather than me continually working for it.

23.\_\_\_\_\_ The greatest reason for having more money is to be able to give considerably greater amounts to appropriate causes, i.e., to help others.

### **Section H: INDEPENDENCE**

Most people start out in life as an employee working for a company. As time goes by, many wake up to the reality of ceilinged incomes, company politics, little freedom, little opportunity to be creative, boredom, little time for family, and the inability to get ahead in life. After several job changes, many find employment to be a less secure option than originally imagined.

24.\_\_\_\_\_ I seriously want to be in charge of my life, my time, and the amount of money I make.

25.\_\_\_\_\_ I do not believe in spending my life and efforts in building another person's dream.

26.\_\_\_\_\_ Personal time-freedom and financial freedom is something worthy of fighting for and something I will attain in my life.

### **Section I: PERSONAL PRODUCTION**

**CRUCIAL SECTION:** Most people want another person to tell them what to do and, in essence, they want that other person (an employer) to take care of them. They simply want to put in 40 or so hours of work and receive a steady paycheck.

Entrepreneurs believe that they are capable of substantial production, and that if they are going to produce, then they should get paid appropriately for that production. They believe that the value of their personal production exceeds the amount other people are willing to pay for that productivity.

Most people (MPs) believe that their benefits package is something they could never create on their own. They can't imagine they could afford health insurance on their own. Many don't even know one can obtain health insurance apart from a company giving it to them in addition to their salary. Amazingly, that default thinking keeps more people in the ranks of the employed than any other thought.

Most people also believe that a company owes them a living. It is not their own responsibility to provide for themselves – it is the company's responsibility. Entrepreneurs think exactly the opposite thought.

27.\_\_\_\_\_ I believe that no other company owes me a living, and that I can provide for my needs and my family's needs through my own production.

28.\_\_\_\_\_ I believe I can create an income that far surpasses what an employer is willing to pay, in my own enterprise under my own terms and conditions.

29.\_\_\_\_\_ I am willing to take on more responsibility and make deeper commitments than most people will in order to achieve my independence.

30.\_\_\_\_\_ I believe my talents, skills, wherewithal, and work ethic can create a better lifestyle for me and my family.

#### **Section J: RISK**

31.\_\_\_\_\_ I believe that business ownership is a risk well worth the potential reward.

32.\_\_\_\_\_ I believe that always playing it safe and looking for comfort is not what God intended for people – that fulfillment and genuine rewards only occur when challenges are accepted and overcome.

33.\_\_\_\_\_ I refuse to live in fear. I am up for the challenge of owning and flourishing my own enterprise.

*End of Test*

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## My Results

Please add up your score. My score is: \_\_\_\_\_



This test is designed to establish the likelihood of a “match” or “non-match” of individuals with Advantage Conferences primary product, the Mindset Mentoring Conference.

165 – 198 ----- Employee Mentality  
231 - 264 ----- Business Potential  
297 – 330 ----- *Entrepreneur*

<**264**: A score under 264 indicates a lower **Entrepreneurial Quotient** and a probable “*non-match*” with the content and values inherent to the Mindset Mentoring Conference. You might benefit more by reading assorted motivational books or attending business, skills, or managerial courses. You would probably not benefit by attending the MMC.

>**264**: A score of 264 and higher indicates a higher **Entrepreneurial Quotient** and a probable “match” with the content and values inherent to the Mindset Mentoring Conference. The likelihood of your benefiting by attending the MMC and availing yourself of the weekly AC teleconference trainings is high.

Please e-mail your Advantage Conferences Representative, Eric Standlee at:

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to inform him of your score, thoughts, and desire to receive more information regarding the next Mindset Mentoring Conference in Dallas, Texas: June 15 & 16, 2007.