

BUSINESS OWNERS MAIN PROBLEMS CHECK LIST

Some may not apply to a particular business owner (perhaps not yet), but in the 22 years experience of our more than 4,000 accredited consultant executives, the following problems have been faced by business owner's who have solved them by signing our Business Support Program(BSP):

COMPANY: _____

1. 75 % of all business start- up fail within 3 years and less than 10% reaches the tenth year:
2. 80% of all businesses don't know where to go for advice:
3. Cannot see the wood for the trees:
 - 3.1. Difficulties in keeping abreast with the amount and rate of changes:
 - 3.2. Focussing on the day to day stuff:
4. Cash Flow difficulties:
 - 4.1. Deliberate late payments by clients:
 - 4.2. Unreasonable terms from suppliers, etc:
5. Challenges and opportunities of globalization:
 - 5.1. Industrial dislodgement:
 - 5.2. Multinationals competition:
 - 5.3. Outsourcing to other countries:
6. Client conflicts:
7. Competitiveness issues:
8. Controlling and handling everything personally:
9. Crisis of all types handled without the necessary expertise:
10. Day to day conflicts without disinterested neutral party to discuss them with:
11. Dealing with family members in the business:
12. Dealing with untrustworthy people:
13. Debt collection:
 - 13.1. Old debts:
 - 13.2. Process of collection:
14. Difficult access to all the resources required:
15. Difficulties in finding necessary funding/loans:
16. Disloyal clients:
17. Employee training:
18. Establishing accountabilities and responsibilities:

19. Expected to be a jack of all trades with neither the breadth of experience or educational background:
20. Exposed to a variety of risks taking, without the proper background information:
21. Family problems & concerns related or caused by the business:
22. Fast-changing environment:
23. Going from an informal to a formal organizational structure:
24. Handling difficult corporations / people:
25. Having no specialist board of directors:
26. Health:
 - 26.1. Heart attacks:
 - 26.2. High stress levels converted into chronic negative stress:
 - 26.3. Strokes:
27. High bank charges:
28. Inappropriate use of temporary staffing:
29. Increasing costs:
30. Keeping current with trends, technology and business practices (reading and researching):
31. Lack of appropriate advertising strategy:
32. Lack of cash:
33. Lack of clients:
34. Lack of confidence in spending money on traditional consultants / business advisers: expensive; nearly useless reports; project based; theoretical:
35. Lack of effective delegation:
36. Lack of information:
37. Lack of knowledge from some areas and no ready access to experts in those areas:
38. Lack of management skills:
39. Lack of marketing - sales expertise:
 - 39.1. Disorganized sales efforts:
 - 39.2. No deliberate marketing:
 - 39.3. No Marketing Plan
40. Lack of organization and focus:
41. Lack of preparation for succession / exit planning:
42. Lack of team work:
43. Lack of time / time management issues:
44. Lacking formal business training:
45. Lacking international business experience:
46. Laws, legislation and regulations demands (local, national, international)

47. Less than 20% of businesses have an business owner with sufficient experience in running a business:
48. Loneliest job in the world without some disinterested neutral party to bounce and share ideas with:
49. Loss of vision:
50. Low pay for the business owner to reduce costs / improve benefits:
51. Low self-esteem:
52. Making all decisions personally:
53. New orders in the pipeline and not knowing how/where to get the machines / premises / staff / supplies:
54. New technology leaving business owners behind:
55. No controls in place:
56. No longer having any fun:
57. No planning mechanisms in place (Business Plan / Annual Plan):
58. No use of economy of scale:
59. Not knowing how to maximize resource utilization:
60. Not knowing how much it is ignored:
61. Not knowing when to acquire / absorb another business to expand:
62. Not knowing where to find and how to get government grants and funding, or not having the time and expertise to request them:
63. Not recognizing and implementing the structural changes required at certain points of growth / no growth preparation:
64. Not setting priorities and not keeping to them:
65. Overwhelming paperwork:
66. Passiveness in looking for help or looking for it too late:
67. Peaks and troughs in demand (lumpy - seasonal business)
68. Poor financial practices:
69. Pressure and negative criticism from every where:
70. Price erosion:
71. Procrastination, making no decision, upsetting and demoralizing the staff for lack of leadership:
72. Productivity issues.
73. Providing cover for staff absent due to holidays, sickness or training:
74. Quality issues:
75. Sourcing raw materials/supplies in appropriate quantities at the right time:
76. Staff management and training issues:
 - 76.1. General labor shortage:
 - 76.2. Hiring:
 - 76.3. Rotation of staff:

- 76.4. Satisfying staff's expectations and development:**
- 76.5. Staff conflicts:**
- 76.6. Staff development:**
- 76.7. Skills shortages:**
- 76.8. Untrained staff:**
- 77. Taking the job home with you:**
- 78. Thousands of new businesses registered each month:**
- 79. Too many expenses:**
- 80. Too many people to satisfy:**
- 81. Too many responsibilities:**
- 82. Unaware of technological opportunities for saving costs and running the business more efficiently:**
- 83. Unfair competition:**
- 84. Victims of their own success: business expansion problems where a significant step change is required:**
- 85. Weighing risks and rewards:**
- 86. Working harder and making less than working as an employee:**