

Business Philanthropy Readiness Inventory

Read each statement and circle the number that best describes if your business is ready for business philanthropy. Zero (0) means you identify more with the statement on the left. Five (5) means you identify more with the statement on the right. One (1), two (2), three (3), and four (4) describe various positions in between. Calculate the sum in the space provided.

IDENTIFY			
More Like This	<<< >>>	More Like This	
"I have clearly identified a social need and purpose for my business."	0 1 2 3 4 5	"I have not identified a social need for my business. I know I want to help people."	
"I have a socially beneficial vision, mission, and purpose statement."	0 1 2 3 4 5	"I do not have a socially beneficial vision, mission, and purpose statement."	
"I have already selected or know which tax structure I will use for the business."	0 1 2 3 4 5	"I have not selected and I do not know which tax structure to use for the business."	
"I have one or more for-profit entities that is/are profitable."	0 1 2 3 4 5	"I have a new company and am in need of startup capital."	
"I am willing to use my own and/or my business financial resources to further my business vision/idea."	0 1 2 3 4 5	"I'm not willing to use my own and/or my business financial resources to further my business vision/idea."	
"I am willing to work extra hours or take on more work to get the financial resources to further my business."	0 1 2 3 4 5	"I'm not willing to work extra hours nor take on more work to get the financial resources to further my business."	
"I recognize there are many things I do not know, and I am open to being coached and lead to achieve the business' goals."	0 1 2 3 4 5	"I am equipped to achieve the business' goals. I am not open to being coached and lead."	
Sum			

PLAN			
More Like This	<<< >>>	More Like This	
"I have a written business plan I use to conduct business."	0 1 2 3 4 5	"I have not written a business plan. I have been operating just fine without one."	
"I use a business architecture approach for how I organize, structure, and conduct business."	0 1 2 3 4 5	"What is business architecture? Do I need that to conduct business?"	
"I have a clearly defined pricing structure and plan for changing or adding new prices."	0 1 2 3 4 5	"I do not have a pricing structure or plan in place. I set a price when needed."	
"I have a clearly defined strategic plan and operational structure for the business."	0 1 2 3 4 5	"I do not have a clearly defined strategic plan and operational structure for the business."	
"I have a clearly defined brand strategy."	0 1 2 3 4 5	"I do not have a clearly defined brand strategy."	
"I have legal representation to handle all legal matters, agreements, and corporate filings for the business."	0 1 2 3 4 5	"I do not have legal representation. I handle all legal matters myself."	
"I have a certified public accountant or firm that prepares financial statements, business taxes, and filings."	0 1 2 3 4 5	"I do not have a certified public accountant or firm. I prepare business taxes and filings myself."	
Sum			

DEVELOP			
More Like This	<<< >>>	More Like This	
"I have developed a strong product line and am ready to conduct business."	0 1 2 3 4 5	"I do not have a product yet, but I know what I want to produce, market, and sell."	
"I have one or more programs in place that can be marketed and sold."	0 1 2 3 4 5	"I have a great idea for one or more programs, but I have not developed anything."	
"I have a solid service plan and suite of options available to market and sale."	0 1 2 3 4 5	"I want to offer a new service, but I don't know what to do or how to go about putting one together."	
"I have a strong social media presence and following for my business that is integral to my marketing and sales strategy"	0 1 2 3 4 5	"I have several social media profiles, but I have not effectively used these to further the business vision and mission."	
"I have a web presence that is integral to how I market, sale, and generate income for my business."	0 1 2 3 4 5	"I do not have a web presence or the one(s) I have is/are not in a state that is/are marketable or ready to generate income."	
"I have a multi-level platform that integrates all of my products, programs, and services."	0 1 2 3 4 5	"I do not have a platform and certainly not a multi-level one."	
"I have a pricing structure in place for all products, programs, and service plans."	0 1 2 3 4 5	"I do not have a pricing structure in place for all products, programs, and service plans."	
"I have a communication system/Intranet in place that allows employees and staff to communicate effectively internally and externally."	0 1 2 3 4 5	"I do not have a communication system in place that allows employees and staff to communicate effectively internally and externally."	

"There are technical support and customer service options available to ensure a quality customer experience."	0 1 2 3 4 5	"There aren't any technical support and customer service options available to ensure a quality customer experience."
"I have a measurement system in place that allows me to measure and track individual and business performance."	0 1 2 3 4 5	"I do not have a measurement system in place that allows me to measure and track individual and business performance."
"The proper equipment, tools, hardware, and software needed to work productively and operate effectively is in place."	0 1 2 3 4 5	"There is a need to acquire equipment, tools, hardware, and software to work productively and operate effectively."
Sum		

LAUNCH		
More Like This	<<< >>>	More Like This
"I have a board of directors and advisory committee with leaders who possess the expertise and experience to achieve the strategic goals of the business."	0 1 2 3 4 5	"I am the only member of the board. I have not identified any other leaders with expertise and experience."
"I have a strong executive leadership team that manages and runs day-to-day business operations."	0 1 2 3 4 5	"I am the sole owner and operator of my business."
"I have an effective human resource management strategy in place to ensure the business attracts and keeps top talent."	0 1 2 3 4 5	"I currently conduct day-to-day business transactions. I attract talent only when needed."
"I have a marketing plan and team in place to increase awareness and visibility for products and services my business offers."	0 1 2 3 4 5	"I promote and market based on my immediate needs. I do what feels right in the moment."
"I have a sales strategy and team in place that works to generate the income needed to maintain day-to-day operations."	0 1 2 3 4 5	"I am the sales team. I know what products and services to sale."
"I have the ability to attract investment funding for my business and am ready to move in this direction."	0 1 2 3 4 5	"I am looking for opportunities to further support me in funding my business."
"I work to forge collaborative relationships that inspires action through shared contributions and benefits."	0 1 2 3 4 5	"I work to build partnerships that promote an exchange of products, goods, and services that are most beneficial to the business."
"I attend networking events and meetings as a strategic way to further the vision and mission for the business, while being socially interactive."	0 1 2 3 4 5	"I network to meet new people, learn new business methods, generate leads, and promote the business."
"I have multiple streams/sources of income in place to generate sustainable revenue."	0 1 2 3 4 5	"I have not looked at alternative ways to generate sustainable income. But, I have a pricing model."
"Donations and sponsorships are an integral part of my marketing and sales strategy."	0 1 2 3 4 5	"I have not ever used sponsorships and donations as alternate income streams."
"I am open and willing to put in the time, effort, and money needed to move the vision for my business forward. I am beyond making any excuse for not getting things done now."	0 1 2 3 4 5	"I am willing to do as much as I can within my means and capability to move the business vision forward."
Sum		