



Entrepreneurship Aptitude Test:

The following test is designed to help participants determine if they are well suited to life as an entrepreneur. The test is not a pass/fail type test but only an indicator of whether your journey to business ownership will be hard...or really hard. We can only assure you it will not be easy.

So take and score the test at your leisure. We encourage you to be brutally honest in your assessment as the results are just for you. When in doubt, consider how your closest friends/family might respond.

Read each question and qualifying information carefully and then give your self a score of 1-10 with 10 being the highest and 1 being the lowest.

<u>Question:</u>	<u>Score:</u>
1. <u>Personality suitability?</u> - Are you a leader or a follower? Are you decisive? Do you fully accept responsibilities or more prone to avoidance? Are you a risk taker or not?	_____
2. <u>Financial skills?</u> - Are you good at math? Can you balance a checkbook? Do you create and follow a budget? Can you create and/or edit spreadsheets?	_____
3. <u>Adaptability and resilience?</u> - Are you more rigid or more flexible? If/when plans change, do you freak out or tend to roll with the punch's? How well do you handle failure? Are you persistent by nature or do you tend to give up?	_____
4. <u>Salesmanship and communication skills?</u> - How good are you at convincing people? How well do you convey your positions, ideas or thoughts? Are you good at communicating ideas to others?	_____
5. <u>Problem-solving and resourcefulness?</u> - Is this a strength or a weakness? When confronted with a problem, does a solution (or multiple solutions) come to mind or do you struggle to generate idea(s)?	_____
6. <u>Ambition and self-motivation?</u> - Do you function better when given direction from someone else or when you select the path? Does this come naturally to you or is it a challenge?	_____
7. <u>Social media skills/interest?</u> - Are you on social media now? How well do you understand this form of media and/or the implications on your future business?	_____

8. **Do you already have an idea for a business?** _____
- If you already have an idea that you're excited about, give yourself a high score. If you have a rough concept/vision, or if you just desire to own your own company, adjust your score accordingly.
9. **How prepared are you to fund the initial start-up expenses?** _____
- Do you already have adequate funds to launch a business and/or can you afford to go without income for a period of time? Have you ever raised funds before?
10. **How committed are you to beginning this entrepreneurial journey?** _____
- Is becoming an independent business owner something you desire to pursue casually or is it the only option you see for your life?

Total Score: _____

Your score is not a pass-fail situation, but more of an indicator of how challenging your entrepreneurial journey might be. For example, a score less than 35 would suggest that given your current skills and experience, success would be more of a challenge.

A score of 35-75 implies you may have strong skills in some areas, but weaknesses in others. Only you can decide if/how that combination might effect your entrepreneurial career. A score above 75 would indicate that you have a fairly high theoretical fit as an entrepreneur.

No matter what your score is, this test cannot access the quality of your future business concept. A great business idea that solves a fundamental gap in the market can override many gaps in skills and experience. It also has no bearing on timing or desire. An entrepreneur willing to be patient and stay at it for the long-haul, who is simply unwilling to fail, can overcome many up-front challenges.

Optional:



Ideally, we desire to find participants who will not only benefit from the program, but who will become involved with LandShark Trailers. These 3 questions will help us determine if your short-term goals are compatible with ours?

11. **Does an ongoing role as a brand ambassador or sales/service rep appeal to you?** _____
12. **On a scale of 1-10, where is your interest in buying a LandShark Trailer?** _____
13. **Do you have an ideal geographical location in mind that you plan to settle?** _____

Additional Comments: _____

