**Are you sabotaging the profits in your business and the money you could earn?**

There are some key signs I see in my clients which are blocks towards them earning their full money potential, self-assess yourself to see if you are sabotaging yourself?

How many do you say ‘yes’ to?

|  | **Poor behaviours** | **Tick** |
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| 1 | You leave your tax return until January to finish, leaving yourself really stressed with the deadline approaching or you let the tax return date pass knowing that you will incur the £100 fine. |  |
| 2 | You were never good at Maths, so you ignore the finance stuff until you really have to do it! You don’t have a fixed weekly session paying your bills and checking your personal and business finances. You don’t track the sales/income in your business effectively. |  |
| 3 | You don’t set yourself daily, monthly and yearly goals and review them regularly to see how well you are achieving your success. You have no vision board in place. You haven’t even considered what the vision is for your business.  |  |
| 4 | You have no business plan in place, so you have no structure which brings all elements of your business together, so that you can see a clear picture. There is no reference to numbers on your plan i.e. you haven’t set measurements of success – Key Performance Indicators. |  |
| 5 | You have no financial projections for your business and you don’t regularly track how you are doing against the projections you have set. |  |
| 6 | You never check/track statistics which surround your business e.g. google analytics, number of people visiting your website, reviewing how big your email list is or your Facebook likes/Twitter followers. |  |
| 7 | You think meditation is a waste of time and don’t practise it night and morning for 10 minutes a day. You don’t even know what meditation is? |  |
| 8 | You never take time out for you. There is always too much to do. Relaxation is not a priority. You have to work hard to achieve success which means working many hours a day in your business. |  |
| 9 | Your office, house and car are all cluttered, messy and in need of a good clean. You hope no one will notice as only you know how bad it is. |  |
| 10 | You have a number of broken things and unfinished ‘projects’ around the home, office and garden. You don’t make it a priority to fix things/declutter. |  |
| 11 | You don’t make writing up your expenses a priority, so are not clear on all the numbers relating to your business. You have no idea how much you earn per day or month. You don’t track your mileage until you have to, so miss mileage off as you forget to record it. You don’t routinely ask for a receipt for every purchase you make, so that you can see the true cost of your business. |  |
| 12 | You have no profile picture (or one which is not including your face) up on Facebook, Twitter and Linked in. Your visibility is obscured and you are not fully willing to show off your talent/gifts to the world. You don’t like being captured on film, as it makes you feel uncomfortable. You have always felt a little different or awkward and putting your photo up will be putting you into the spotlight. |  |
| 13 | You aren’t networking because you don’t like having to pitch for business, it fills you with fear or you just don’t understand why you would need to build relationships with people who will not buy your products/services. You feel lonely as you work by yourself but you don’t know how to network. |  |
| 14 | You have a long term chronic health condition such as depression, diabetes, heart condition, fibromyalgia, ME, chronic pain, asthma, etc, which you are either ignoring or you are losing time out of your business to manage your condition. |  |
| 15 | You have debt which is not well managed and you are feeling terrible because you are so worried about how to pay back the money. Things have got out of control and you have affected your personal credit rating as you have struggled to pay your bills. |  |
| 16 | You think that clients are more important than you, so you don’t book a holiday as customers come first or you are waiting to have enough money available before you will take the holiday. |  |
| 17 | You are lacking confidence in your abilities as you ‘don’t feel good enough.’ You are charging way less than other business owners but you don’t feel worthy of charging more. You feel pressurised by the competition and feel that you are never doing as well as them. |  |
| 18 | You are having a few too many duvet days and are lacking motivation. You have lost your ‘mojo’ and sparkle. You can’t see the point to your business anymore now your relationship has broken down. You have stopped networking and seeing friends and making connections for your business. |  |
| 19 | You are angry about how your previous employer treated you and you are determined to ‘show them’ how successful you can be in business as you believe you can do it better. |  |
| 20 | Your partner at home is not supporting you. You are feeling more and more frustrated that they don’t understand what you are trying to achieve in your business and they are nagging you to spend more time at home but you have work to do which is really important. You don’t feel that you can be yourself. |  |

If you have said ‘yes’ to any of the above, you are affecting the profit that you make in your business. Ultimately, everything above relates to your behaviour and the choices you are making as the business owner. If you can’t make the changes consciously, then you might need some help to reprogramme your thoughts, behaviour and emotions. Reading motivational, personal development books with Neuro Linguistic Programming within them would really help you understand how your mind works. If self help does not work, it is quicker and cheaper to use a professional rather than sabotaging for years and suffering in silence. Some problems can disappear in minutes.