

Complete the “Right Stuff” Inventory

Each spouse should complete the following seven quizzes separately, and then discuss your answers with your spouse.

Goals/Visions/Life Plan/Priorities

Each spouse should answer these questions separately, then discuss your answers with your spouse. Answer each item by circling either “Yes” or “No.”

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|--|-----|----|
| 1. Do you and your spouse have a written business plan? | Yes | No |
| 2. Do you and your spouse have a written family plan? | Yes | No |
| 3. Do you and your spouse have a written life plan? | Yes | No |
| 4. Does your business plan mesh well with your family and life plans? | Yes | No |
| 5. Have you discussed how you will “blend” your marriage, family, and business? | Yes | No |
| 6. Do you and your spouse agree on how to prioritize your marriage, family, and business? | Yes | No |
| 7. Do you and your spouse agree on how you envision your business in five years? | Yes | No |
| 8. Do you and your spouse agree on how you envision your family life in five years? | Yes | No |
| 9. Do you and your spouse have short- and long-term goals? | Yes | No |
| 10. Have you and your spouse discussed “retirement” and what that means to each of you and to you as a couple? | Yes | No |

Total number of “Yes” responses _____

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Personal Characteristics

Each spouse should answer these questions separately, then discuss your answers with your spouse. Answer each item by circling either "Yes" or "No."

Leadership Skills

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|--|-----|----|
| 1. Do you like to make your own decisions? | Yes | No |
| 2. Do others turn to you for help in making decisions? | Yes | No |
| 3. Do you want it "bad enough"? | Yes | No |
| 4. Do you plan ahead? | Yes | No |
| 5. Have you been in leadership positions? | Yes | No |

Relationship Skills

- | | | |
|--|-----|----|
| 6. Do you respect your spouse as a business partner? | Yes | No |
| 7. Can you celebrate your spouse's successes? | Yes | No |
| 8. Do you get along well with others? | Yes | No |
| 9. Do you enjoy competition? | Yes | No |

Personality Style

- | | | |
|---|-----|----|
| 10. Are you outgoing? | Yes | No |
| 11. Can you keep your ego in check? | Yes | No |
| 12. Are you self-motivated? | Yes | No |
| 13. Are you self-disciplined? | Yes | No |
| 14. Do you pitch in and do whatever it takes to get the job done? | Yes | No |
| 15. Do you need to be in control all of the time? | Yes | No |
| 16. Can you balance (blend) personal time and work time? | Yes | No |
| 17. Do you have what it takes to pull yourself up by your bootstraps? | Yes | No |

Total number of "Yes" responses _____

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Business Experience/Education

Each spouse should answer these questions separately, then discuss your answers with your spouse. Answer each item by circling either “Yes” or “No.”

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|--|-----|----|
| 1. Do you know what basic skills you will need in order to have a successful business? | Yes | No |
| 2. Do you or your spouse possess those basic business skills? | Yes | No |
| 3. Have you or your spouse ever worked in a business similar to the one you would like to start? | Yes | No |
| 4. Do you know what skills and talents you possess? | Yes | No |
| 5. When hiring personnel, will you be able to specify the skills set required for the positions you are filling? | Yes | No |
| 6. When hiring personnel, will you be able to determine whether or not the applicant’s skills coincide with the specific job requirements? | Yes | No |
| 7. Have you or your spouse had any training or education that is pertinent to your proposed business? | Yes | No |
| 8. Have you or your spouse worked in a managerial, supervisory, or leadership role? | Yes | No |
| 9. If you don't have the basic skills needed for your business, would you be willing to delay your plans until you've acquired the necessary skills? | Yes | No |

Total number of “Yes” responses _____

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Communication Skills

Each spouse should answer these questions separately, then discuss your answers with your spouse. Answer each item by circling either "Yes" or "No."

- | | | |
|--|-----|----|
| 1. Can you discuss differences of opinion amicably? | Yes | No |
| 2. Are you a good listener? | Yes | No |
| 3. Do you communicate with your spouse frequently and on an ongoing basis? | Yes | No |
| 4. Do you handle conflict successfully and without damaging your relationship with your spouse? | Yes | No |
| 5. Are you a good problem solver? | Yes | No |
| 6. Do you negotiate with your spouse in such a way that you reach a "win-win" solution and that you enhance your relationship? | Yes | No |
| 7. Do you usually listen without interrupting? | Yes | No |
| 8. Have you developed a pattern of reconciliation to be used in conflict situations? | Yes | No |
| 9. Do you deal with conflict on a timely basis? | Yes | No |

Total number of "Yes" responses _____

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Relationship as a Couple

Each spouse should answer these questions separately, then discuss your answers with your spouse. Answer each item by circling either “Yes” or “No.”

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|--|-----|----|
| 1. Do you share similar values about life and work? | Yes | No |
| 2. Are your priorities similar to those of your spouse? | Yes | No |
| 3. Is your relationship on a solid foundation? | Yes | No |
| 4. Are you totally committed to a life-long marriage? | Yes | No |
| 5. Are you supportive of your spouse? | Yes | No |
| 6. Do you agree on how to divide household, child-care, and business responsibilities? | Yes | No |
| 7. Are your needs for work and personal time compatible with those of your spouse? | Yes | No |
| 8. Do you trust your spouse? | Yes | No |
| 9. Do you respect your spouse? | Yes | No |

Total number of “Yes” responses _____

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Relationship as Business Partners

Each spouse should answer these questions separately, then discuss your answers with your spouse. Answer each item by circling either "Yes" or "No."

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|--|-----|----|
| 1. Can you and your spouse agree on a division of business responsibilities? | Yes | No |
| 2. Do you consider yourselves equal business partners? | Yes | No |
| 3. Do you value your spouse's opinion? | Yes | No |
| 4. Do you respect your spouse's business skills? | Yes | No |
| 5. Do you and your spouse have complementary skills and talents? | Yes | No |
| 6. Do you recognize the contribution of your spouse as valuable as yours? | Yes | No |
| 7. Are your work styles compatible? | Yes | No |
| 8. Can you support your spouse's professional development? | Yes | No |
| 9. Can you defer to your spouse's expertise? | Yes | No |
| 10. Do you work well together on projects? | Yes | No |
| 11. Are you stronger as a team than you are separately? | Yes | No |
| 12. Do you share responsibilities? | Yes | No |
| 13. Can you work with (not compete with) your spouse? | Yes | No |
| 14. Do you share the credit for your successes? | Yes | No |

Total number of "Yes" responses _____

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Your Stressors

Each spouse should answer these questions separately, then discuss your answers with your spouse. Answer each item by circling either “Yes” or “No.”

- | | | |
|--|-----|----|
| 1. Can you accept change in your marriage? | Yes | No |
| 2. Can you function under stress? | Yes | No |
| 3. Are you aware that running your own business may require working long hours, sometimes six and seven days a week? | Yes | No |
| 4. Do you have the physical stamina to handle the workload and schedule? | Yes | No |
| 5. Can deal with the unknown? | Yes | No |
| 6. Are you prepared, if necessary, to temporarily lower your standard of living until your business is firmly established? | Yes | No |
| 7. Can you accept change in your business? | Yes | No |
| 8. Do you have a plan in case you lose your savings? | Yes | No |
| 9. Do you have a contingency plan in case your business fails? | Yes | No |
| 10. Do you have a plan to deal with stress? | Yes | No |

Total number of “Yes” responses _____

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The “Right Stuff” Inventory can serve to inspire meaningful discussion with your spouse. Take time to discuss your answers with your spouse and take the pro-active steps that emanate from your discussions.

The “Right Stuff” Inventory can help you assess realistically the education/training, skills, and experience that you possess individually and those that you possess as a business couple. Keep in mind that it is your individual and combined assets that will impact the success of your joint business venture and your relationship. Your combined score is important in that you are considering going into business as a couple and your success may rely on your combined skills and expertise.

Tally your “Yes” responses and compare your score with the Individual Score Chart. Tally your spouse's “Yes” responses and combine your “Yes” responses with those of your spouse and compare your combined score with the Combined Score Chart.

Do You Have the “Right Stuff”?

	Your Score	Your Spouse's Score	Combined Score
Goals			
Personal Characteristics			
Business Experience			
Communication Skills			
Relationship as Couple			
Relationship as Business Partners			
Your Stressors			
Total “Yes” responses			

Individual Score Chart

0–25 Taxi back to the gate
 26–50 Prepare for take off
 51–78 You've got the “Right Stuff”

Combined Score Chart

0–50 You need to refuel
 51–100 Cleared for take off
 101–154 You are at “MACH ONE”

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