

Reflection Questions

1. Have you ever written a business plan?
 - a. If yes, was the plan effective?
 - b. Are there any particular modifications you would make to it?
 - c. Do you still refer to it?
 - d. If no, what do you think would be the main benefits of writing out such a plan for you now?
2. Think about your current business or employment situation.
 - a. Does that business embody the Love Principle in some way?
 - b. If it does, how does it do so?
 - c. If it doesn't, how might you alter your business or employment so that it does make use of the Love Principle?
3. Think about your values set and pick one of those values that is most important to you.
 - a. How do you see that particular value shaping your business, whether the business is real or hypothetical?
 - b. If you are not intending on running a business of your own, how will that value shape the way that you interact with your employer?
4. Is there a particular value that you have that is not currently embodied in your business or employment? If so, what effects have you felt as a consequence of that lack? How will you act to incorporate that value?
5. What do you feel would be some of the key qualities that your business partner should have in order for you to run a successful business? If you are not interested in running a business of your own, think about some of the key qualities that your closest co-workers should have. When you are selecting these qualities, be sure to think about your own strengths and weaknesses as well as the kind of business that you are in. Why are the qualities that you chose important to you?

6. Christine and I have mentioned a number of times that the considerations raised in this chapter can apply to anyone, regardless of whether you are a business owner or not. So, consider your Self as a business for a moment. One way to increase your income is to reduce cost. What cost can you reduce, in your life, so that you can have more money to use for items that will genuinely help you to fulfill your legacy?
7. What financial data do you currently keep to monitor your financial life? Has this record keeping been effective? What action plans could you take in order to improve your record keeping?
8. Take a moment to look over the 10 most common reasons why businesses fail. Try to pick the one cause that your business might be most susceptible to. Why is your business more likely to suffer from this cause? What actions can you take to ensure that your business does not fail in this way? If someone else employs you, try to think of the question in terms of which cause is most likely to result in termination of your employment.
9. What is your greatest weakness when it comes to your business or employment? How might writing a business plan (and the considerations raised in this Lesson) help you to overcome that weakness?
10. What is the primary take-home lesson that you have learned in Lesson 4?