

# Switched-On Start-Up Entrepreneur

## 30 Day Later Questionnaire

- |     |  |                |       |          |                     |
|-----|--|----------------|-------|----------|---------------------|
| 1.  | I set effective start-up goals.                                    | Strongly agree | Agree | Disagree | Strongly Disagree   |
| 2.  | I effectively analyze the benefits and risks of my goals.          | Strongly agree | Agree | Disagree | Strongly Disagree   |
| 3.  | I am an effective and successful start-up entrepreneur.            | Strongly agree | Agree | Disagree | Strongly Disagree   |
| 4.  | I am comfortable and confident approaching contacts.               | Strongly agree | Agree | Disagree | Strongly Disagree   |
| 5.  | I easily tolerate risk, ambiguity and uncertainty.                 | Strongly agree | Agree | Disagree | S Strongly Disagree |
| 6.  | I capably, creatively and effectively find contacts.               | Strongly agree | Agree | Disagree | Strongly Disagree   |
| 7.  | It is easy for me to make calls to contacts.                       | Strongly agree | Agree | Disagree | Strongly Disagree   |
| 8.  | It is easy for me to email, IM and use social media with contacts. | Strongly agree | Agree | Disagree | Strongly Disagree   |
| 9.  | I listen and communicate effectively with contacts.                | Strongly agree | Agree | Disagree | Strongly Disagree   |
| 10. | I am comfortable beginning a presentation.                         | Strongly agree | Agree | Disagree | Strongly Disagree   |
| 11. | I develop a rapport quickly with my contacts.                      | Strongly agree | Agree | Disagree | Strongly Disagree   |
| 12. | I effectively answer objections.                                   | Strongly agree | Agree | Disagree | Strongly Disagree   |
| 13. | It is easy for me to write business plans and proposals.           | Strongly agree | Agree | Disagree | Strongly Disagree   |
| 14. | I ask my contacts for referrals.                                   | Strongly agree | Agree | Disagree | Strongly Disagree   |
| 15. | I view myself manifesting the start-up money I need.               | Strongly agree | Agree | Disagree | Strongly Disagree   |