



Please Note:

Under the Privacy Policy established by the Raj Manek Foundation, we keep all given information strictly confidential. Information given to us shall not be sold, traded, published, or otherwise disclosed in any matter whatsoever, including the means of reproduction without the Protégé's written consent.

What is your product?

How would you classify your business?

- | | |
|--|--|
| <input type="checkbox"/> Manufacturing | <input type="checkbox"/> Wholesale Trade |
| <input type="checkbox"/> Financial/Insurance/Real Estate | <input type="checkbox"/> Retail Trade |
| <input type="checkbox"/> Transportation/Shipping | <input type="checkbox"/> Construction |
| <input type="checkbox"/> Mining | <input type="checkbox"/> Community Services |
| <input type="checkbox"/> Business or Personal Services | <input type="checkbox"/> Tech/Communications |

Other:

Please provide us with an overview of the following

(The more details you share with us the better we can serve you.)

Long Term Strategy:

Do you follow a up to date strategic plan that covers mandate, vision, values, and goals of your organization? What is your organizational structure?

HR/Employee base:

Do you have an efficient, well trained and supported, committed and balanced team of employees across management, sales, and operations? Do they understand and follow your strategy? Where are your weak points amongst your employee base? How quick is your turnover?

Market Share/Growth Potential and customer service:

Do you have a plan to deal with market growth/failure? What is your market share/competition? Do you get good customer reviews? How fast is your product turn over? Do you have plans for product expansion/R+D?

Please chronicle your business growth in terms of:

Gross Annual Revenue:

Employees: (Select One)

At Present:
Year One:
Year Two:
Year Three:

Full-time

Part-time

Sales/Marketing:

Do your sales and marketing strategies complement each other? How do you differentiate yourself? Does your brand match your strategy? How do you plan your marketing strategy? Who is your target market? How do you retain customers? Do you offer discounts? coupons? rewards programs?

Risk Management:

Do you know and take advantage of all resources available to you? What risks do you have in the market? How do you manage them?

Financing:

Do you have a budget in place? Do you employ the advice of an accountant or other professional advisor? Do you understand your investments and debt management? Do you have a strategy to manage your cash flows?

Other Key Issues

Do you have any legal issues with your business? Are there any "Toxic" Employees, influencers or customers that need to go? What intellectual property does your business claim ownership to? Where do you need the most guidance? What are your greatest strengths?

What do you want to get out of the Raj Manek Mentorship Program?

Please label these objectives in order of priority.

What do you hope to gain from your mentor?

What are the top 3 issues you would like to discuss with your mentor? If you know of a good possible mentor for yourself please identify them now.

Please attach a business plan. If you do not have one, do you plan to develop one? If yes, when will it be prepared?

What other comments do you have?