



Partner

Discover your ideal Partner

You've selected the area of your business needing help – now screen potential Partners.

Potential Partner NAME:	Rate 1-5, 5 being Best
Business Area Fit and Need: <input type="checkbox"/> Financing/Investor <input type="checkbox"/> Management <input type="checkbox"/> Experience <input type="checkbox"/> Growth <input type="checkbox"/> Marketing <input type="checkbox"/> Sales	
Common Goals – Your Partner(s) may approach problems in another way or have a different experience base, but you must have the same goals and the willingness to achieve them.	
Drive – You need to find a Partner who shares your enthusiasm and supports your business milestones for achieving that vision – and exudes that same zeal in everything they do.	
Customer Centric – Your Partner(s) must view customers with the same passion and focus you do – realizing they're the life-blood of your success.	
Personality – You must “click” with your Partner. One of life’s unforgivable miseries is be stuck with a partner you don’t like.	
Values – It’s very important you and your Partner(s) have the same basic values – trust, honesty, fairness, compassion, etc. in all areas of your business.	
Communication – Your Partner(s) must be excellent at both written and oral communication with you and your extended business family.	
Balance – Your Partner(s) should provide balance to your business, (<i>ie, their extreme eye for detail complements your big picture approach – you’ve got a strong match</i>).	
TOTAL SCORE	

How did your potential Partner rate?

Look for someone else.	1-8
Still not fulfilling your basic requirements.	9-16
On the cusp ... you can do better.	17-24
Good fit.	25-32
Exceptional! Congratulations, you've found a winner!	33-40

*Within 30 days, take the **final step** in the simple DARE Process – **EVALUATE**, and measure your new Partnership success.*