

The Entrepreneur Test

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The Entrepreneur Test

Should You Be An Entrepreneur?

Studies of **successful entrepreneurs** reveal common characteristics—family backgrounds, experiences, motivations, personality traits, behaviors, values, and beliefs. How do you fit these patterns?

What is your E.Q. (Entrepreneurial Quotient)?

Northwestern Mutual Life has created the following test to predict how suited you are to entrepreneurship.

This test cannot predict your success—it can only give you an idea whether you will have a head start or a handicap with which to work.

Entrepreneurial skills can be learned. The test is intended to help you see how you compare with others who have been successful entrepreneurs.

Add or subtract your score as you evaluate yourself:

1. Significantly high numbers of entrepreneurs are children of first-generation Americans. If your parents immigrated to the United States, score one. If not, score minus one.
2. Successful entrepreneurs are not, as a rule, top achievers in school. If you were a top student, subtract four. If not, add four.
3. Entrepreneurs are not especially enthusiastic about participating in group activities in school. If you enjoyed group activities—clubs, team sports, double dates—subtract one. If not, add one.
4. Studies of entrepreneurs show that, as youngsters, they often preferred to be alone. Did you prefer to be alone as a youngster? If so, add one. If not, subtract one.
5. Those who started enterprises during childhood—lemonade stands, family newspapers, greeting card sales—or ran for elected office at school can add two, because enterprise usually can be traced to an early age. If you didn't initiate enterprises, subtract two.
6. Stubbornness as a child seems to translate into determination to do things one's own way—a hallmark of proven entrepreneurs. If you were stubborn as a child, add one. If not, subtract one.
7. Caution may involve an unwillingness to take risks, a handicap for those embarking on previously uncharted territory. Were you a cautious youngster? If yes, deduct four. If no, add four.
8. If you were daring or adventuresome, add four more.
9. Entrepreneurs often have the faith to pursue different paths despite the opinions of others. If the opinions of others matter a lot to you, subtract one. If not, add one.
10. Being tired of a daily routine often precipitates an entrepreneur's decision to start an enterprise. If changing your daily routine would be an important motivation for starting your own enterprise, add two. If not, subtract two.
11. Yes, you really enjoy work. But are you willing to work overnight? If yes, add two. If no, subtract two.

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12. If you are willing to work as long as it takes with little or no sleep to finish a job, add four more.
13. Entrepreneurs generally enjoy their type of work so much they move from one project to another—non-stop. When you complete a project successfully, do you immediately start another? If yes, add two. If no, subtract two.
14. Successful entrepreneurs are willing to use their savings to finance a project. If you are willing to commit your savings to start a business, add two. If not, subtract two.
15. Would you be willing to borrow from others? Then add two more. If not, subtract two.
16. If your business should fail, would you immediately start working on another? If yes, add four. If no, subtract four.
17. Or, if you would immediately start looking for a job with a regular paycheck, subtract one more.
18. Do you believe being an entrepreneur is risky? If yes, subtract two. If no, add two.
19. Many entrepreneurs put their long-term and short-term goals in writing. If you do, add one. If you don't, subtract one.
20. Handling cash flow can be critical to entrepreneurial success. Do you believe you have the ability to deal with cash flow in a professional manner? If so, add two. If not, subtract two.
21. Entrepreneurial personalities seem to be easily bored. If you are easily bored, add two. If not, subtract two.
22. Optimism can fuel the drive to press for success in uncharted waters. If you're an optimist, add two. Pessimist, subtract two.

What's your E.Q. (Entrepreneurial Quotient)?

If you scored +35 or more, you have everything going for you. You ought to achieve spectacular entrepreneurial success (barring acts of God or other variables beyond your control).

If you scored +15 to +34, your background, skills and talents give you excellent chances for success in your own business. You should go far.

If you scored 0 to +15, you have a head start of ability and/or experience in running a business and ought to be successful in opening an enterprise of your own if you apply yourself and learn the necessary skills to make it happen.

If you score 0 to -15, you might be able to make a go of it if you ventured on your own, but you would have to work extra hard to compensate for a lack of built-in advantages and skills that give others a leg up in beginning their own business.

If you scored -15 to -43, your talents probably lie elsewhere. You ought to consider whether building your own business is what you really want to do, because you may find yourself swimming against the tide if you make the attempt. Another work arrangement—working for a company or for someone else, or developing a career in a profession or an area of technical expertise—may be far more congenial to you and allow you to enjoy a lifestyle appropriate to your abilities and interests.

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How To Make The E.Q. TEST Your 24/7 “List Building Machine!”

I hope you enjoyed the “E.Q. Test” and have looked into the FREE training, coaching and tools available to you.

Before you rush off to share this TEST with your Facebook friends and Twitter followers, let me ask you a question...

Would you like to get traffic to your website and virally explode your mailing list?

If so, then all you have to do is rebrand this TEST with your information before sharing it with others. That's it. You can then post it to your blog, share it on Facebook and Twitter, and start to virally to build your list.

Get excited! Because you're about to unleash your own “digital list building machine” that cranks out leads for you 24/7 (*even while you sleep!*)

Here's what to do next...

Step 1: Get FREE Branding Rights from [this link](#)

Step 2: Just fill out a short form and you will receive an email with a link to your rebranded E.Q. Test.

Step 3: Start sharing your new report with others and **EXPLODE YOUR MAILING LIST!**

FREE Gift!

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