



Business
Wisdom

Be the Best and Win More at Business

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YOUR BUSINESS PARTNERSHIP **CHECKLIST**

Developed by Harvy Simkovits, CMC, President

It is our hope that this questionnaire will stimulate deeper thinking about your business partnership, as well as work to encourage the right conversations among your partners.

Consider the questions on the next page with regard to:

- A) The clarity that you have about your partnership, as well as
 - B) The certainty you believe there is among all the partners,
- as to the factors mentioned.

If you want to take a step further, then have each partner answer the same questionnaire and compare your responses.

If you have any questions or comments, you are welcome to contact Harvy Simkovits at Harvy@Business-Wisdom.com.

Your Business Partnership Checklist

A. To what extent *you personally* have **clarity** about these factors in your partnership?

	Lo		Med		High
A. YOUR PARTNER CONTRIBUTIONS					
1. The formal and informal roles that each partner plays in the business?	1	2	3	4	5
2. The assets (talent, capabilities, investment, connections, etc.) each partner brings to the partnership?	1	2	3	4	5
3. The value that each partner's assets bring to the growth and development of the business, and the legacy that each wants to leave behind?	1	2	3	4	5
Add to get a subtotal:					_____ out of 15
B. YOUR PARTNERSHIP COVENANTS & C. YOUR PARTNER CULTURE					
1. The formal legal and corporate provisions between/among partners?	1	2	3	4	5
2. The informal work arrangements (culture) you create in the business?	1	2	3	4	5
3. The balance between what individual partners want from the business and what the business requires of them?	1	2	3	4	5
Add to get a subtotal:					_____ out of 15
D. YOUR PARTNERSHIP COURSE					
1. The values and mission of your business?	1	2	3	4	5
2. The business strategy and plans you commit to in achieving your mission?	1	2	3	4	5
3. The attention you pay to aligned execution (through reviews and updates)?	1	2	3	4	5
Add to get a subtotal:					_____ out of 15
E. YOUR PARTNER COMMUNITY					
1. The healthy separation between what is business and what is personal?	1	2	3	4	5
2. The job leeway you allow partners in dealing with personal matters?	1	2	3	4	5
3. The inclusiveness or closeness of partners' families?	1	2	3	4	5
Add to get a subtotal:					_____ out of 15
F. YOUR PARTNERSHIP CONFIGURATION					
1. The policies (legal, financial, organizational) about partners wanting in or wanting out of the partnership?	1	2	3	4	5
2. The criteria for achieving full or partial partnership?	1	2	3	4	5
3. The process by which new partners on-board and departing partners leave?	1	2	3	4	5
Add to get a subtotal:					_____ out of 15
G. YOUR PARTNER COMMUNICATION					
1. The quality of the informal day-to-day communications among partners.	1	2	3	4	5
2. The quality of the formal dialogue in your partner forums/meetings.	1	2	3	4	5
3. The openness and respect with which partners communicate with each other.	1	2	3	4	5
					_____ out of 15

From your perspective, which areas have the greatest clarity for you?

And, in which *important* areas do there need to be greater clarity/understanding for you?



Your Business Partnership Checklist

B. To what extent is there **clarity or confidence** among *all* partners about these factors?

	Lo		Med		High
A. YOUR PARTNER CONTRIBUTIONS					
1. The formal and informal roles that each partner plays in the business?	1	2	3	4	5
2. The assets (talent, capabilities, investment, connections, etc.) each partner brings to the partnership?	1	2	3	4	5
3. The value that each partner's assets bring to the growth and development of the business, and the legacy that each wants to leave behind?	1	2	3	4	5
Add to get a subtotal:					_____ out of 15
B. YOUR PARTNERSHIP COVENANTS & C. YOUR PARTNER CULTURE					
1. The formal legal and corporate provisions between/among partners?	1	2	3	4	5
2. The informal work arrangements (culture) you create in the business?	1	2	3	4	5
3. The balance between what individual partners want from the business and what the business requires of them?	1	2	3	4	5
Add to get a subtotal:					_____ out of 15
D. YOUR PARTNERSHIP COURSE					
1. The values and mission of your business?	1	2	3	4	5
2. The business strategy and plans you commit to in achieving your mission?	1	2	3	4	5
3. The attention you pay to aligned execution (through reviews and updates)?	1	2	3	4	5
Add to get a subtotal:					_____ out of 15
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2. The job leeway you allow partners in dealing with personal matters?	1	2	3	4	5
3. The inclusiveness or closeness of partners' families?	1	2	3	4	5
Add to get a subtotal:					_____ out of 15
F. YOUR PARTNERSHIP CONFIGURATION					
1. The policies (legal, financial, organizational) about partners wanting in or wanting out of the partnership?	1	2	3	4	5
2. The criteria for achieving full or partial partnership?	1	2	3	4	5
3. The process by which new partners on-board and departing partners leave?	1	2	3	4	5
Add to get a subtotal:					_____ out of 15
G. YOUR PARTNER COMMUNICATION					
1. The quality of the informal day-to-day communications among partners.	1	2	3	4	5
2. The quality of the formal dialogue in your partner forums/meetings.	1	2	3	4	5
3. The openness and respect with which partners communicate with each other.	1	2	3	4	5
					_____ out of 15

From your perspective, which areas have the greatest clarity or confidence from all partners?

And, which *important* areas do there need to be greater clarity or confidence from all partners?



Create and Sustain Your Partnership Success

Do not let partnering issues and challenges get in the way of achieving your partnership potential and success.

Business Wisdom has had 20 years of experience in dealing with business partnerships, both in family and non-family situations. Thus we know the ups, downs, ins and outs of leading and growing these kinds of businesses.

Business Wisdom assists business partners to think more deeply and completely about their actions in achieving their partnering aspirations and desired business results. We are quick at teasing apart the complexity in your partnership world, creating awareness about new opportunities and possibilities, as well as mitigating any challenging situations. And, we come up with the simplest and easiest actions you can take to make a meaningful and lasting difference both in your business and for all partners.

At ***Business Wisdom***, we love to see all business partners win, be their best, and achieve their personal and professional aspirations; and, to do all that in the service of a compelling, meaningful and worthwhile vision for themselves and the total organization.

Unlike most other business resources, ***Business Wisdom*** has a unique ability to quickly get to the heart of almost any partnership matter. We then figure out how best to move things in the right direction for all the partners and the business.

Business Wisdom is affiliated with capable legal, financial planning, risk management, business valuation and company financing professionals who can provide an integrated approach to achieving greater partnership success.

Feel free to contact Harvy Simkovits, MS, CMC, at Business Wisdom at Harvy@Business-Wisdom.com, or at 781-862-3983. Also, see our website (www.Business-Wisdom.com) for more information and resources for business growth, prosperity and continuity.

The Roles Business Wisdom Can Play for Your Partnership

Partner Meeting/Retreat Facilitator - working with you to design and deliver powerful and effective meetings or retreats that get all partners better aligned and working with greater collaboration towards mutually-beneficial outcomes for both the business and the partnership.

Partner Mediation - Creating the right partner conversations to get differing or opposing partners to see eye-to-eye on important and delicate matters.

Partner Coach - Working with individual partners to help them be their best in the worthwhile service of the partnership and business.

Partner Education - Providing quality and timely skills training on how to build and manage effective relationships - be it with customers, employees or other partners.

Partnership Strategist/Advisor - Analyzing the direction of your partnership and the strategy of your business, and providing sound recommendations for improved business and partnership performance.

