

The background of the entire page is a large, dense crowd of people, rendered in a blue-tinted, hazy, and slightly blurred style. In the foreground, three individuals are clearly visible: a man on the left in a dark suit and light blue tie, a woman in the center with short brown hair wearing a purple shirt under a dark blazer, and a woman on the right with long dark hair wearing sunglasses and a striped shirt. The overall mood is one of a vast, anonymous crowd with a few distinct individuals.

# *Is* SELF- EMPLOYMENT *for* YOU?

ANYONE *can start a business...*  
*only* FEW *can SUSTAIN a business.*

PAUL E. CASEY

(969 words)

*The following “Self-Employment Test” is designed to measure your prospects for success if you are thinking about going into business for yourself. The Test is from the book, “Is Self-Employment for You? This book goes beyond the ABC’s of how to write a business plan but examines the potential entrepreneur’s emotional readiness and personality traits that ultimately make the difference between success and failure. “Is Self-Employment for You?” Author Paul Casey has been successfully sustaining his communications business for over fifteen years. The book costs \$15.95 and can be purchased by visiting Amazon.com and inputting Is Self-Employment for You?*

## **THE SELF-EMPLOYMENT TEST**

*By Paul Casey*

This test is very simple. Read the questions below and assign yourself a number between 1 and 5, where 1 is the lowest score, and 5 is the highest. For example, in the first question, "Are you a leader?" A score of 1 means, "I have absolutely no leadership skills whatsoever. My dog doesn't even follow me on walks." A score of 5 means, "I am an experienced leader in every sense of the word. If not for my dream of starting my own business, I would be running for president."

My only precaution here is: **Be completely honest with yourself on this test!** Do not make yourself out to be more or less than you really are. Again, this test will help you to determine your prospects for success, but *only* if you are honest in assessing your own strengths and weaknesses.

1. \_\_\_\_ Are you a leader?
2. \_\_\_\_ Are you a confident person?
3. \_\_\_\_ When faced with a difference of opinion, are you able to see the other person's point of view, even if you don't agree with it?
4. \_\_\_\_ Do you have a good deal of patience, even when things don't always go your way?
5. \_\_\_\_ Can you make decisions easily?
6. \_\_\_\_ Do you mind working alone?
7. \_\_\_\_ Do you have a strong sense of pride in your work?
8. \_\_\_\_ Do you execute your tasks easily?
9. \_\_\_\_ Can you handle failure?
10. \_\_\_\_ Can you handle success?
11. \_\_\_\_ Are you creative?
12. \_\_\_\_ Do you consider yourself to be a social person?
13. \_\_\_\_ Do you trust people and enjoy being around them?
14. \_\_\_\_ Are you organized?
15. \_\_\_\_ Do you have a good sense of humor?
16. \_\_\_\_ Do you have the ability to focus on small details while still keeping the "big picture" in mind?
17. \_\_\_\_ Do you exercise good judgment?
18. \_\_\_\_ Are you able to work effectively under pressure?
19. \_\_\_\_ Are you well-liked and respected by the people you work with?
20. \_\_\_\_ Are you comfortable selling your product or service?

21. \_\_\_\_ Do you consider yourself to be ethical and a person of integrity?
22. \_\_\_\_ Can you handle multiple tasks at once?
23. \_\_\_\_ Are you a flexible person?
24. \_\_\_\_ Do you use your time wisely?
25. \_\_\_\_ Are you good with finances?

### **GRADING THE TEST**

OK class, it's time for the answers.

- 120-125 Points. You obviously didn't read the paragraph before the start of the test, asking you to be completely honest. You are not very reflective and have an ego the size of Mount Everest. I would advise visiting a psychiatrist before you consider starting a business.
- 100-119 Points: Your prospects for success are outstanding. You are very good to excellent in the crucial areas of what it takes to sustain a business. What are you waiting for? Call me when you get your business to a sustainable level, which shouldn't take long. I'd like to work with you.
- 88-99 Points: Your prospects are good to very good. Go through the test again and pick out the traits where you scored lower and then honestly evaluate whether you feel that you can improve in those areas.
- 75-87 Points: You have scored an average for all of the combined traits for measuring your prospects for success. Unless you improve in many areas you will have an average chance of succeeding.
- Below 74 Points: Self-employment is not for you. You really do not have the critical personality traits or the right temperament to sustain a business

over an extended period of time.

### **MY OWN GRADE**

Just to let you know that I Paul Casey am *NOT* necessarily the "very model" of a modern major self-employed business owner, I took my own test and scored a 99. That's a little lower than I would have hoped for, but my prospects for continuing success are at the high end of "good to very good."

I scored lower with respect to handling failure and adversity, and being able to work well under pressure. I also scored lower in the area of sales; I am a good salesman, but not a great one. I could also stand to be a little less sensitive, more patient, and not quite as emotional when things don't go my way. A top salesman looks at a closed door as just another opportunity to open up the next door. They view rejection as a learning experience. The only question an "A" businessperson has is, what can they do to be more effective next time?

I scored very well in the areas of execution, judgment, decision-making, flexibility, organization, finances, and integrity.

So now that you've taken the test, you have some idea of your own strengths and weaknesses, and whether or not you might be suitable for self-employment. If you'd like to know more about the mindset of being a small business owner, consider picking up a copy of "Is Self-Employment for You?" so you can find out more in depth about the wonderful rewards and pitfalls of entering the world of the self-employed.