



## Entrepreneur's Health Check List

Date	Date	Date	Date

### Management Information

1. Monthly Management Accounts produced within 20 days				
2. Updated Financial Forecasts monthly				
3. Cashflow monitored				
4. Key Performance Indicators in place				

### Management Control

5. Monthly Board/Management meetings				
6. Minutes and actions produced				
7. Business strategy written and monitored				

### Key Relationship Management

8. Supplier relationships monitored				
9. Customer relationships monitored				
10. Employees Performance Development monitored				
11. Know and met Bank Manager within last 4 months				

### Systems & Processes

12. Credit control and reports available monthly				
13. Stock and WIP control monitored monthly				

### Financial Wellbeing

14. Profitable in last 3 years				
15. Interest covered > 1.5 times				
16. Positive net current assets				
17. Equity >100% of debt				
18. Stock/WIP days not increased in last 12 months				
19. Debtor days not increased in last 12 months				
20. Growing GP with growing sales				
21. Cash headroom > 25% of monthly sales inc VAT				
22. Non risk sector				

### Total Score

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Score 1 for each positive answer  
 Score 0 for each negative answer

### Rating assessment

- 15 - 22      Business is doing really well - Keep it up
- 10 - 14      Monitor your position carefully and seek guidance from your advisers if appropriate
- 6 - 9        Initiate immediate assistance from your advisers
- 0 - 5        Business is unlikely to survive