



Business Partner Compatibility Test

Take the following test separately from your intended or current business partner and then sit and discuss the results candidly together. Incompatibility in the answers doesn't mean the business partnership cannot work but it provides a basis for tough discussions that will get you aligned. Answer the questions as candidly as possible.

1. In the next 15 to 20 years , my vision for the company is

2. In this venture I Intend to play the following role _____ (Name the role e.g CEO, director, product lead , head of engineering etc)
3. My top 3 values when doing business, which are non negotiable and could cause me to leave when breached are 1 _____ 2 _____ 3 _____
4. I intend to be present in this venture for the next _____ Years
5. If our business goes south and fails at any moment this is what I intend to do with the following
 - a. The intellectual property
 - b. The assets
 - c. The share of losses and debts
 - d. Other _____
6. I want to own ____ % of the shares from the beginning of the venture and also willing to invest USD _____ to acquire the same.
7. If we make a profit of USD 100,000 the first 3 years we will
 - a. Split the money according to our shares
 - b. Reinvest a small portion (say 20%)
 - c. Reinvest a majority of it say 70%
 - d. Reinvest all of it
8. I am building the business
 - a. For life to be inherited by my children
 - b. To sell partially to an investor
 - c. To sell to an investor fully or be acquired
 - d. For a short period then I move on
9. If by any chance I leave the business for whatever reason I intend to
 - a. Sell my shares and leave completely
 - b. Maintain some of my shares and sell the rest to back to existing shareholders
 - c. Maintain some of my shares and sell the rest to an outsider
 - d. Give my shares to my spouse or family

If you want to know how you can get yourself aligned with your business partner and for a more thorough test with a coach, get in touch with us on info@wyldeinternational.com or call our official line +254 701560203 to speak to an experienced business coach who has guided other entrepreneurs on their partnership journeys.