

Why My Business Isn't Growing

Brainstorming Exercise

Personal and job-related issues can hold back the success of your business. Here are some common reasons (truths) why you may not be making the progress and profits you're working so hard towards in your business and some brainstorming exercises to help you resolve them.

What's Holding Your Business Back?

Lack of confidence

Poor money management

Lack of self-motivation

Indecisiveness

Lack of trust from target marketing

Poor communication

Providing inaccurate/unwanted info

Not open to employee concerns

Pricing products/services too high

Setting ineffective/unrealistic goals

Unable to relate to audience's needs

Poor time management

Lack of niche research

Negative attitude

Fear of promoting self/business

Unable to accept responsibility (mistakes)

Fear of taking calculated risks

Neglecting to build trusting relationships

Not marketing to the right people

Offers don't match audience's needs

No online presence (website)

Avoiding social media marketing

Neglecting socializing with prospects

Negative customer experiences

Bad reputations

Not making customers top priority

Poorly trained customer support team

Networking with the wrong people

Fear of rejection

Avoid attending niche or local events

Avoiding to interact with peers

Not having set business hours

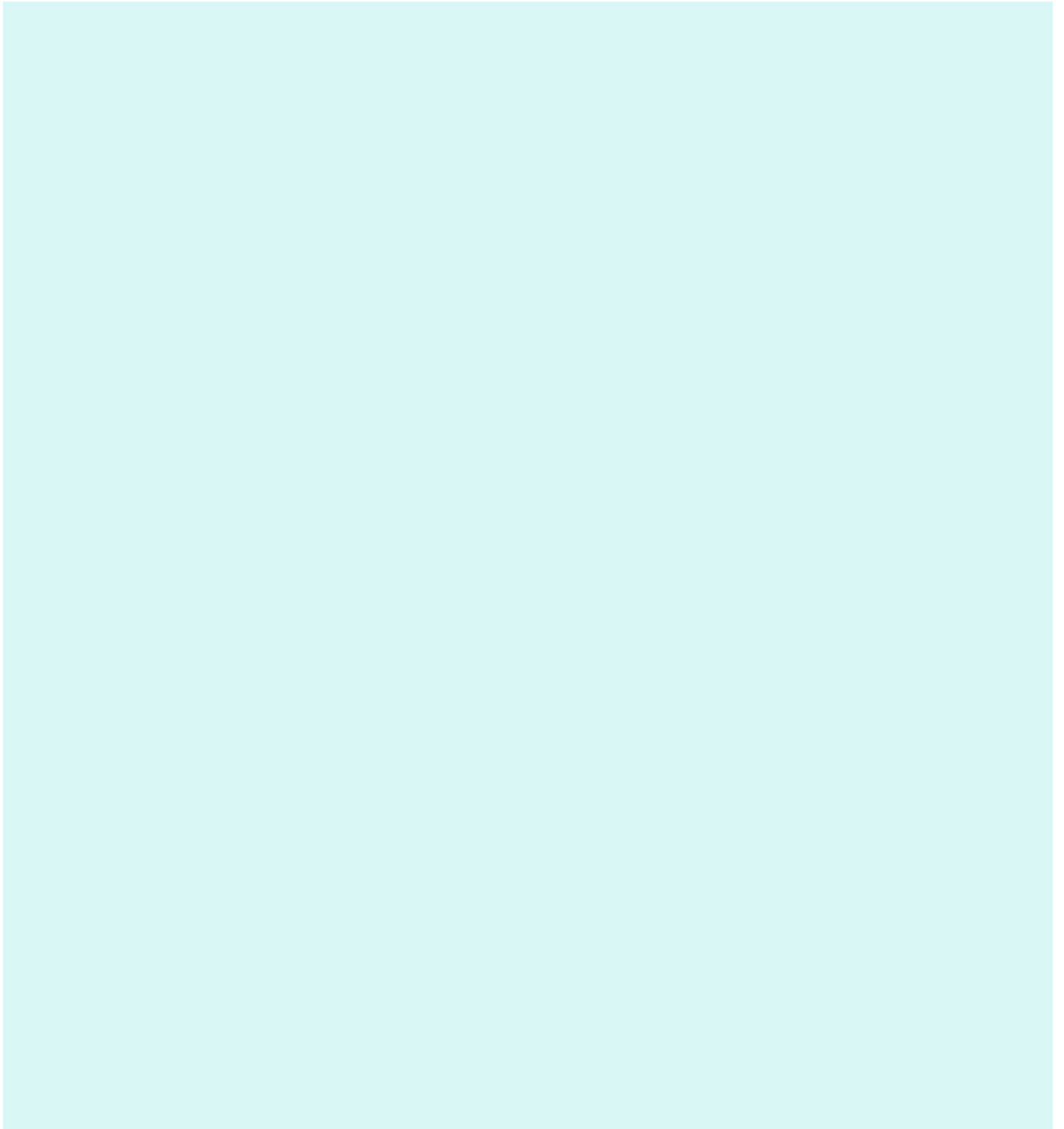
Ignoring customer emails

Losing focus and momentum

Not authentic and caring

Not taking time to care for your needs

Below, write down "other reasons" you know of, or you've received from others' feedback



After examining different areas of my life, as well as feedback I've received, I have identified these obstacles that may hold me back from advancing in my business.

Obstacle:

What needs to change:

I can fix this by doing:

To see if this solves the issue, I will:

Obstacle:

What needs to change:

I can fix this by doing:



To see if this solves the issue, I will:

[Empty light blue response box]

Obstacle:

[Empty light blue response box]

What needs to change:

[Empty light blue response box]

I can fix this by doing:

[Empty light blue response box]

To see if this solves the issue, I will:

[Empty light blue response box]

Obstacle:

[Empty light blue response box]

What needs to change:

[Empty light blue response box]



I can fix this by doing:

[Empty light blue box for response]

To see if this solves the issue, I will:

[Empty light blue box for response]

Obstacle:

[Empty light blue box for response]

What needs to change:

[Empty light blue box for response]

I can fix this by doing:

[Empty light blue box for response]

To see if this solves the issue, I will:

[Empty light blue box for response]

Obstacle:

[Empty light blue box for response]



What needs to change:

[Light blue rectangular box for writing]

I can fix this by doing:

[Light blue rectangular box for writing]

To see if this solves the issue, I will:

[Light blue rectangular box for writing]

Obstacle:

[Light blue rectangular box for writing]

What needs to change:

[Light blue rectangular box for writing]

I can fix this by doing:

[Light blue rectangular box for writing]

To see if this solves the issue, I will:

[Light blue rectangular box for writing]



Obstacle:

Light blue rectangular area for writing the obstacle.

What needs to change:

Light blue rectangular area for writing what needs to change.

I can fix this by doing:

Light blue rectangular area for writing how to fix the issue.

To see if this solves the issue, I will:

Light blue rectangular area for writing how to test the solution.

Obstacle:

Light blue rectangular area for writing the obstacle.

What needs to change:

Light blue rectangular area for writing what needs to change.

I can fix this by doing:

Light blue rectangular area for writing how to fix the issue.

To see if this solves the issue, I will:

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