



Aspiring Business Owner

Initial Interest Form

Your Name: _____

Your Address: _____

Contact Email: _____ Phone: _____

Why Would You Be Interested in Owning Your Own Business?:

What Qualifications Do You Have to Run Your Own Business?:

Thank you for your interest in RedTire.

Please send the following:

- This form, together with
- Your resume and
- The attached Release Form and
- The completed Aspiring Business Owner Screener form,

To Wally Meyer, KU Center for Entrepreneurship, University of Kansas, 1300 Sunnyside Avenue, Lawrence, KS 66045; fax: 785-864-5328 or email: wmeyerjr@ku.edu. Please call Wally on 785-864-7583 or Denton Zeeman on 785-864-1016, with any questions.

All information will be kept in the strictest confidence.

REDTIRE ASPIRING BUSINESS OWNER CANDIDATE INITIAL SCREENER

Name	
Address	
E-mail	
Phone	
Graduation Date	

People consider running their own business for many different reasons, ranging from the allure of not having a boss, to the excitement of being an entrepreneur. If you have never run a small business before, you are probably wondering if you have what it takes to be a successful small business person. The following questionnaire gives you the opportunity to think about your skills and capabilities as they relate to running a business. For each item listed below, place a checkmark in the box that most appropriately indicates the extent to which you agree or disagree with the statement. Try to be honest and realistic with yourself when you respond to these items - you are making a big decision and you want to be sure it is the right one.

Competency-Specific Questions	Agree	Sometimes Agree	No Opinion	Sometimes Disagree	Disagree
	1	2	3	4	5
1. Leadership – taking a role as a leader of a team or other group.					
I have good leadership, motivation, and communication skills.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
I find it difficult to follow others' direction and would prefer to lead.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
I'm a better manager than leader.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
I'm comfortable experiencing the downside of my decisions, if I can share at least equally in the upside.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
I've had sufficient leadership experiences so that I'm confident in my ability to lead.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2. Decision Making Skills -					
I feel comfortable making decisions with less than optimal levels of information.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
I believe in consensus decision making.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
I can confront hard choices and make difficult decisions.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
I've had to make very difficult decisions in the past and in review I believe that I was right every time.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
I can share decision making.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
3. Adaptability – Comfortable in a role which fluctuates between tactical and strategic business activity.					
I thrive on challenges.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
I adapt easily to changing routines and environments.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
I'm comfortable operating in a relatively high risk environment.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
I am discouraged by rejection and setbacks.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
I require constant positive encouragement.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Competency-Specific Questions	Agree	Sometimes Agree	No Opinion	Sometimes Disagree	Disagree
	1	2	3	4	5
4. Entrepreneurial Initiative – Identifies and aggressively pursues opportunities for improvement and business development. Take independent action or proactively creates opportunities to resolve or prevent problems in keeping with role.					
I enjoy making, and being responsible for, my own decisions.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
I am willing to work hard and make the sacrifices that running a small business requires.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
I am able to work independently, with minimal supervision and feedback.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
I can accomplish work successfully without frequent feedback or approval.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
I am able to make decisions independently and without prompting.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
I seek out professional opportunities that allow me to take on various roles.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
I am self-motivated and self-disciplined.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
I can complete work projects without constant supervision.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
I can be fully productive when no-one is checking on me or watching my work.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
5. Planning/Organizing – Organizes/develops team members' work schedules and applies knowledge and sound judgment to plan and organize tasks to achieve desired outcomes.					
I have strong organizational and time management skills.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
I am results-oriented.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
I manage my time and workload well.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
I am comfortable setting priorities and deadlines.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
6. Problem Solving & Analysis – Consistently contributes effort, leadership, and creative thinking to solving complex and significant problems in a collaborative fashion. Demonstrates an ability to work concurrently on multiple complex and sometimes ambiguous problems. Demonstrates the ability to communicate complex concepts, problems and solutions clearly and effectively.					
I solve many of my own problems without direction from others.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
I find satisfaction in completing tasks on my own.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
I feel comfortable conducting quantitative analyses.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
I look for creative solutions to any problem.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
I am rarely wrong in my analyses.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
7. Attach your resume and a brief statement as to why you believe you would be successful running your own company.					
Additional Comments: (Please also indicate what type of business you are looking at running)					

AUTHORIZATION AND RELEASE

I, *(Name and Address)* _____

hereby voluntarily consent to the RedTire program (that is affiliated with the University of Kansas Center for Research, Inc. and the University of Kansas School of Business, Entrepreneurship Program) to obtaining, reviewing and distributing personal information about me to potential sellers, lenders and others involved with the RedTire program for a period of 1 year from the date of this signed document. This shall include, but not be limited to, the following:

- My academic records and transcripts;
- Reports from references;
- The results of my personality quantitative assessment test; and
- Results of background checks.

I understand that my academic records and transcripts are confidential and protected by the Family Educational Rights and Privacy Act (FERPA), which is also known as the Buckley Amendment and found at 20 U.S.C. 1232(g) and 34 CFR Part 99. Accordingly, these documents will be kept and maintained in safe and secure environment to ensure confidentiality. This form is my written authorization to allow the appropriate persons and offices to release information about me to the RedTire program for its use and for distribution to potential sellers, lenders or others involved with the RedTire program.

I understand that this information will be used to evaluate my qualifications to buy a business from a seller utilizing the RedTire program and may also be reviewed by the seller's or lender's attorneys, accountants and employees. The use of this information by the RedTire program is limited solely for these stated and intended purposes.

I authorize and request every person, firm, company, corporation, governmental agency, law enforcement agency, court, association or institution having control of any documents, records or other information pertaining to me, to furnish to the RedTire program any such documents, records or other information and to permit the RedTire program or any of its agents or representatives to inspect and make copies of such documents, records or other information.

I hereby release, discharge and, exonerate any person so furnishing documents, records or other information from any and all liability of every nature and kind arising out of the furnishing, inspection or copying of such documents, records, and other information or the investigation made by the RedTire program.

Signature _____

On this ____ day of _____, 20 ____