



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	Not marketing to the right people
Poor money management	Offers don't match audience's needs
Lack of self-motivation	No online presence (website)
Indecisiveness	Avoiding social media marketing
Lack of trust from target marketing	Neglecting socializing with prospects
Poor communication	Negative customer experiences
Providing inaccurate/unwanted info	Bad reputations
Not open to employee concerns	Not making customers top priority
Pricing products/services too high	Poorly trained customer support team
Setting ineffective/unrealistic goals	Networking with the wrong people
Unable to relate to audience's needs	Fear of rejection
Poor time management	Avoid attending niche or local events
Lack of niche research	Avoiding to interact with peers
Negative attitude	Not having set business hours
Fear of promoting self/business	Ignoring customer emails
Unable to accept responsibility (mistakes)	Losing focus and momentum
Fear of taking calculated risks	Not authentic and caring
Neglecting to build trusting relationships	Not taking time to care for your needs

Add below "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 text box for response]

Obstacle:

[Empty text box for response]

What needs to change:

[Empty text box for response]

I can fix this by doing:

[Empty text box for response]

To see if this solves the issue, I will:

[Empty text box for response]

Obstacle:

[Empty text box for response]

What needs to change:

[Empty text box for response]



I can fix this by doing:

[Redacted area]

To see if this solves the issue, I will:

[Redacted area]

Obstacle:

[Redacted area]

What needs to change:

[Redacted area]

I can fix this by doing:

[Redacted area]

To see if this solves the issue, I will:

[Redacted area]

Obstacle:

[Redacted area]



What needs to change:

[Empty text box for response]

I can fix this by doing:

[Empty text box for response]

To see if this solves the issue, I will:

[Empty text box for response]

Obstacle:

[Empty text box for response]

What needs to change:

[Empty text box for response]

I can fix this by doing:

[Empty text box for response]

To see if this solves the issue, I will:

[Empty text box for response]



Obstacle:

[Blank area for writing the obstacle]

What needs to change:

[Blank area for writing what needs to change]

I can fix this by doing:

[Blank area for writing how to fix the issue]

To see if this solves the issue, I will:

[Blank area for writing how to test the solution]

Obstacle:

[Blank area for writing the obstacle]

What needs to change:

[Blank area for writing what needs to change]

I can fix this by doing:

[Blank area for writing how to fix the issue]

To see if this solves the issue, I will:

[Blank area for writing how to test the solution]

