

# Personal and Financial Goals Worksheet

---

**SportClips**<sup>®</sup>  
HAIRCUTS

**IT'S GOOD TO BE ~~A GUY~~**  
**AN OWNER**



A Sport Clips Franchise Resource  
sportclipsfranchise.com

**1. How much time per week do you want to spend working in your franchise?**

- a. I want to be there every day, ensuring everything is running smoothly.
- b. I want to spend 10-15 hours each week, mainly working on marketing and checking in with managers.
- c. I want to spend as little time as possible working on the business. I want it to run autonomous of me.

**2. How much are you willing to spend in upfront and start up costs?**

- a. I want to keep my costs low and I intend on putting in as much work myself to save on operating costs.
- b. I am willing to spend money to hire the right management staff to run the day-to-day operations.
- c. I am willing to pay more upfront to hire out all aspects of operation of the business.

**3. How much knowledge do you have of the industry you are considering and how much are willing to learn?**

- a. I want to be immersed in all aspects of the industry I am entering. From day-to-day operations to the overall management.
- b. While I may not know how to run the day to day operations of the franchise, I am knowledgeable about managing people and marketing. I am willing to spend time learning about the daily operations overtime, but my primary focus would be on management and marketing.
- c. I want to hire others with the industry knowledge to run my business rather than learning how to run the operations and management myself.

**4. How important is it to you for expansion opportunities?**

- a. I intend on growing slower with just a few stores so I can personally oversee each unit.
- b. I would like to allow for responsible growth overtime.
- c. The more the better!

**5. How tied to one location/area do you feel comfortable with?**

- a. I plan on being in the store daily, so I want to be in close proximity.
- b. I plan on spending only part time there, so I can be elsewhere the rest of the week.
- c. I plan on spending as little time in the store as possible, so that I can move about and travel more freely.



A Sport Clips Franchise Resource  
sportclipsfranchise.com

## **Tally up your answers. Which letter did you have the most of?**

### **Mostly A**

The owner/operator model might be a good fit for you if you answered mostly A. You are looking for an immediate career change and want to be part of the business' day in and day out operations. You want to have your hands on the management and operations of your business. You want to be part of a specific business community in a fixed geographic location. You plan on slow, measured growth into only a few locations. This model is ideal for a person who is very detail and task-oriented and someone who wants to maintain total control over every aspect of their investment.

### **Mostly B**

If you answered mostly B, the semi-absentee business model would be an ideal match for you. You are looking to build equity and diversify your income while still maintaining your work and life commitments. You are looking to put only 10-15 hours a week into growing the investment, the rest of the time the business runs itself. Perhaps you have minimal industry knowledge but you are willing to learn as you go. You want to hire managers to run the day-to-day operations. This model is ideal for someone who is good at managing people. Since the time commitment is low, this model allows for the future possibility of growing into multiple locations. The semi-absentee model is best exemplified in how Sport Clips is structured. [See more about that structure here.](#)

### **Mostly C**

The executive/absentee model best aligns with mostly C. This model best suits someone who is looking solely for an investment. You want all the business to run autonomous of you and to have all functions and operations facilitate by someone else and you are willing to pay a higher cost for this. You are looking to maintain total personal freedom, so that you can not be tied to any particular location. You are also looking for scalability and find the option for multiple locations attractive. This model is idea for something looking for a hands off investment and is comfortable allowing others to make decisions about the running of the business.

### **Takeaway**

The first step in making a successful franchise investment is to make sure that the business model you chose best aligns with your personal and financial goals. You need to first examine what you want from the business and what your ideal role will be in that. Once you have done that you will be able to make a more informed decision. Sport Clips only awards franchises to those who are a best fit for their business model because it is committed to your success as a franchisee. Do you find yourself closely matched with the semi-absentee business model? Are you ready to learn more about how this business model can help you reach your personal and financial goals? Our franchise development specialists are available to discuss any questions you have. [Request more information here.](#)