



Starting your own Firm

Thank you for viewing the AIA Trust Week webinar on Starting your own Firm presented by two former AIA Trust trustees, Al Rubeling, FAIA and Brad Benjamin, AIA. Please answer the following questions and submit your completed test to aiatrust@aia.org to receive 1.5 AIA learning units.

1. True or False? You may dream about running your own firm, but to make that dream a reality and not a nightmare, you need to examine the issues involved in getting started, the practical, professional, technical, legal and insurance issues, and staying solvent.
2. Which quality should you look for in a business partner?
 - a. Complimentary skill set
 - b. Shared visions and goals
 - c. Trust and reliability
 - d. All of the above
3. True or False? When you start your own firm you can lawfully take clients that you have done work for on behalf of your current employer with you.
4. True or False? You will need some sort of "income" to pay for business and personal expense while your business begins to generate cash flow. Ideally you should have at least 6 months of savings.
5. True or False? As long as you are licensed you can start providing professional services to clients and begin advertising your services.
6. True or False? It's important that you select your first client as representative of future clients you'd like to acquire therefore only pursue those with larger projects.
7. True or False? You don't need a business license if you operate from a home office.
8. True or False? Before signing contracts with clients, it is important to understand indemnification and to be sure that you're signing something that your insurance can support.
9. True or False? Business owners experience many stressors which can often lead to burnout, impacting physical and mental health.
10. Which of the following is the title of Al Rubeling's book?
 - a. How to Start and Operate Your Own Design Firm
 - b. Running One's Own Profitable Firm
 - c. The Path to Successful Firm Ownership
 - d. Retire Rich at 46!