

■ Download all 9 worksheets free at courierbusinessinsider.com/indiana-worksheets

■ Password: **INDIANA2026**

Worksheet 9: 90-Day Goal Tracker

Your Indiana launch roadmap. At 3.15% flat income tax, Indiana is one of the most tax-friendly states in the series. Eli Lilly, IU Health, and Anthem are your three anchor clients.

DAYS 1-10: LEGAL FOUNDATION

- ☐ Chose business name — passed all checks (INBiz, TESS, Google, LinkedIn, domain)
- ☐ Filed Articles of Organization at inbiz.in.gov — \$95 ✓ Filing date: _____
- ☐ Applied for EIN at irs.gov — EIN: _____
- ☐ Filed BOI Report at fincen.gov/boi — Date filed: _____
- ☐ Drafted Operating Agreement (required for pharma vendor qualification)
- ☐ Registered with Indiana DOR at intime.dor.in.gov — free
- ☐ Applied for Indianapolis/Marion County business license at indy.gov
- ☐ Set annual report reminder — \$32 due end of formation anniversary month every year
- ☐ Looked up county income tax rate — Marion County: 2.02% | Your county: _____%
- ☐ Set Indiana income tax quarterly reminder (April 15, June 15, Sept 15, Jan 15)

DAYS 11-20: INSURANCE, VEHICLE, BANKING

- ☐ Got 3+ commercial auto quotes (specify pharmaceutical/medical cargo) — chosen: _____ for \$_____/yr
- ☐ Purchased commercial auto insurance — bound date: _____
- ☐ Purchased general liability insurance — bound date: _____
- ☐ Purchased cargo insurance — bound date: _____
- ☐ All-season tires confirmed (IN winters require it)
- ☐ Pharmaceutical specimen bags / coolers purchased if targeting Eli Lilly / IU Health
- ☐ Opened business checking account — bank: _____ date: _____
- ☐ Set up Wave accounting (free) — waveapps.com
- ☐ Set up Stride mileage tracker (free) — stridehealth.com
- ☐ Downloaded Waze and Indiana 511 (in.gov/indot/511)
- ☐ Set up Google Business Profile — live date: _____

DAYS 21-30: MARKET PREPARATION

- ☐ Drove Indianapolis pharma cluster — Eli Lilly campuses on McCarty St and South Delaware St
- ☐ Drove IU Health campuses — Methodist Hospital, University Hospital access points
- ☐ Drove Salesforce Tower area and downtown Indy corporate corridors
- ☐ Learned I-465 beltway — all key exits for pharma and healthcare clients
- ☐ Built target client list — minimum 50 names across Indianapolis markets
- ☐ Researched Eli Lilly and IU Health vendor qualification processes