

PRESSURE POINTS THAT DRIVE REAL PROGRESS

[@sl_uk_growth](#)

www.seanlinehan.uk



INTRODUCTION: The Growth Moment

Founders, CEOs, and Growth Leaders know the feeling: you've built something that works, but the next level is elusive. You're busy, but not necessarily moving forward. You're surrounded by smart people, but execution lacks edge. You're making money, but not making the leap.

This is the paradox of modern growth: progress demands pressure. Real growth doesn't happen in comfort it comes from facing friction head-on. In this guide, we unpack the 5 key pressure points that hold companies back and how facing them can unlock your next phase of growth.

Whether you're leading a SaaS platform, scaling a manufacturing business, or expanding a professional services firm, these insights apply.

[@sl_uk_growth](https://twitter.com/sl_uk_growth)

www.seanlinehan.uk



1. Vision Without Velocity

The Pressure Point

You've articulated a clear vision, but the business feels stuck. Strategic intent isn't translating into operational drive.

The Tension It Creates

People feel like they're doing work, but not moving toward anything meaningful. Energy is misaligned. Momentum stalls.

The Opportunity It Hides

Velocity isn't about doing more, it's about cutting friction between decision and action. Accelerated businesses focus on reducing lag time, not adding effort.

What to Do Next

- Conduct a speed audit: where are decisions slowing down?
- Introduce time-boxed priorities: 90-day goals with real accountability.
- Empower front-line autonomy for faster execution within guardrails.

[@sl_uk_growth](https://twitter.com/sl_uk_growth)

www.seanlinehan.uk



2. Alignment vs. Agreement

The Pressure Point

Everyone nods in meetings. But outside the room, there's confusion, duplicity, and drift.

The Tension It Creates

Cross-functional misalignment erodes trust and wastes effort. The illusion of agreement prevents tough but necessary recalibration.

The Opportunity It Hides

True alignment isn't consensus, it's coordinated clarity. Teams that challenge, clarify, and commit grow faster and with fewer breakdowns.

What to Do Next

- Clarify ownership of key initiatives (no shared accountability).
- Install a regular cadence of cross-functional friction: leadership retros, brutally honest reviews.
- Reward course correction, not just 'staying the course.'

[@sl_uk_growth](https://twitter.com/sl_uk_growth)

www.seanlinehan.uk



3. Busy Work Over Bold Work

The Pressure Point

There's a lot of activity, but very little is needle moving.

The Tension It Creates

Teams feel exhausted but ineffective. Strategic projects get delayed while reactive work dominates.

The Opportunity It Hides

High-growth firms prioritise bold moves that break inertia: strategic bets, experiments, and zero-to-one initiatives.

What to Do Next

- Identify “phantom work” and remove 10% of recurring tasks.
- Reallocate best talent to high uncertainty, high impact projects.
- Set bold quarterly goals with built in kill switches for non-performers.

[@sl_uk_growth](#)

www.seanlinehan.uk



4. Systems That Serve Yesterday

The Pressure Point

Your tools, workflows, or structures were perfect for the last phase, but now they're the bottleneck.

The Tension It Creates

Scaling slows. Internal handoffs creak. Tech debt, process sprawl, and outdated playbooks consume energy.

The Opportunity It Hides

Every system is a reflection of past decisions. Updating them unlocks capacity, creativity, and speed.

What to Do Next

- Run a system relevance audit (tools, meetings, approval loops).
- Shift from siloed systems to interoperable platforms.
- Make systems a strategic conversation, not just an IT or ops issue.



5. The Leaders Dilemma: Control, Scale, or Sale

The Pressure Point

You're wearing multiple hats, and it's working, for now. But every decision still routes through you.

The Tension It Creates

Your business can't outgrow your availability. You're the engine and the brake.

The Opportunity It Hides

Choosing your next move, retain control, scale a team, or prep for sale frees you up to lead with intention.

What to Do Next

- Map your role across strategic, operational, and owner layers.
- Delegate decisively, especially in areas where you add least value.
- Begin succession, sale-readiness, or board-level support conversations early.

[@sl_uk_growth](https://twitter.com/sl_uk_growth)

www.seanlinehan.uk



CONCLUSION: Growth That Hurts So Good

Friction isn't the enemy of growth. It's the signal. The businesses that accelerate through it are the ones that stop avoiding it and start working with it.

If any of these pressure points feel uncomfortably familiar, don't wait. The second half of this year can be your pivot point.

[@sl_uk_growth](https://twitter.com/sl_uk_growth)

www.seanlinehan.uk



Let's Talk Growth

Book a short discovery session to explore how we can:

- Identify where growth is being blocked
- Create an actionable strategy to remove friction
- Execute with sharp focus, shared commitment and risk

Schedule a Discovery
Call



WAS THIS HELPFUL?

BE SURE TO SAVE IT SO YOU CAN COME
BACK TO IT LATER!

