

# BUSINESS ENERGY AUDIT



**Purpose:**

Activity / Offer	ML	OL	EL	Total	Notes
1.					
2.					
3.					
4.					
5.					
6.					
<div> ML - Mental Load    OL - Operational Load    EL - Emotional Load</div> <div> <b>Fatigue Alert: Anything <math>\geq 9</math></b></div>					



**Highest Fatigue:**

# Business Model Lie detector



01

Selected High-Income Offer:



02

Fatigue Score: \_\_\_\_/15



03

People Misalignment:



04

Pricing Misalignment:



05

Process Misalignment:



*Re-Alignment Plan:*



# RED FLAG OFFER DIAGNOSTIC



Suspected Offer:

RED FLAGS

YES NO

NOTES

Owner-dependent delivery



Complex customisation



High complaint/ refund rates



Emotional exhaustion



Total Yes: \_\_\_\_

Risk: \_\_\_\_

Decision: \_\_\_\_

Why: \_\_\_\_

7-day Action:

\_\_\_\_\_

# OFFER REFRAME WORKSHEET

Purpose:

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## Step 1: Name the Offer

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## Step 2: Identify the Delivery Drain

- ☐ Time
- ☐ Team
- ☐ Money
- ☐ Energy

Notes:

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## Step 3: Why You Keep It

- ☐ Fear-based
- ☐ Ego-based
- ☐ Legacy-based

Root cause:

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## Step 4: What Could It Become?

- ☐ Standardize product line
- ☐ Hybrid model
- ☐ Reduce No. of offers
- ☐ SOPs/templates
- ☐ Record modules
- ☐ Delegate coordination
- ☐ Train internal tech team
- ☐ Increase price
- ☐ Stop it entirely

## Reframe Statement:

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I could offer it like this:

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