

# BUSINESS ENERGY AUDIT



**Purpose:**

Activity / Offer	ML	OL	EL	Total	Notes
1.					
2.					
3.					
4.					
5.					
6.					



ML - Mental Load    OL - Operational Load    EL - Emotional Load



**Fatigue Alert: Anything  $\geq 9$**



**Highest Fatigue:**



# Business Model Lie detector

**O1** Selected High-Income Offer:

**O2** Fatigue Score: \_\_\_\_\_/15

**O3** People Misalignment:

**O4** Pricing Misalignment:

**O5** Process Misalignment:

*Re-Alignment Plan:*

# RED FLAG OFFER DIAGNOSTIC



Suspected Offer: \_\_\_\_\_

RED FLAGS	YES	NO	NOTES
Owner-dependent delivery	<input type="radio"/>	<input type="radio"/>	_____
Complex customisation	<input type="radio"/>	<input type="radio"/>	_____
High complaint/ refund rates	<input type="radio"/>	<input type="radio"/>	_____
Emotional exhaustion	<input type="radio"/>	<input type="radio"/>	_____

Total Yes: \_\_\_\_\_

Risk: \_\_\_\_\_

Decision: \_\_\_\_\_

Why: \_\_\_\_\_

7-day Action:

\_\_\_\_\_

## OFFER REFRAME WORKSHEET

Purpose:

### 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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