

SCALING READINESS WORKSHEET

Is Your Business Ready for Growth?

Scaling a business isn't just about more sales—it's about having the right foundation in place. Use this worksheet to assess your readiness and identify areas that need improvement before you scale.

Step 1: Assess Your Readiness

Rate each statement on a scale from 1 (Not at all) to 5 (Absolutely ready).

☒ Financial Stability

- ☐ My business consistently generates profitable revenue month over month.
- ☐ I have cash reserves to invest in growth (marketing, hiring, technology, etc.).
- ☐ My business has predictable revenue streams (not just one-time sales).

☒ Operational Systems

- ☐ We have documented processes for key operations (sales, customer service, fulfillment, etc.).
- ☐ Our business can handle double the workload without breaking down.
- ☐ We use automation and technology to improve efficiency and reduce manual work.

☒ Team & Leadership

- ☐ I have a trusted leadership team or key employees who can run operations without me.
- ☐ We have a hiring and onboarding process to scale our team efficiently.
- ☐ My role is shifting from daily operations to strategic decision-making.

☒ Market Demand & Growth Plan

- ☐ There is a strong demand for my product/service in the market.
- ☐ I have a clear strategy for scaling, including marketing, sales, and fulfillment.
- ☐ I know the key risks of scaling and have a plan to manage them.

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Step 2: Identify Your Biggest Gaps

Review your responses. If you rated any area three or below, that's where you need to focus before scaling.

Your Top Three Areas for Improvement:

1

2

3

Step 3: Take Action

Now that you know where you stand, here's what you can do next:

- If you scored 4-5 in most areas, You're ready to scale! Focus on fine-tuning systems and expanding strategically.
- If you scored 3 or below in several areas: Work on strengthening your foundation first. Improve systems, cash flow, or leadership before expanding too quickly.
- Need help mapping out your growth plan? Let's chat! Reply to this email or book a 30-minute strategy email info@nexttonunn.com.