

FOUNDER CLARITY & PROFIT SCORECARD

A 5-Minute Executive Diagnostic · thecsuiteedge.com

How to use this scorecard: Rate each statement on a scale of **0 to 5**, where **0 = Not at all true** and **5 = Completely and consistently true**. Answer honestly, this diagnostic is only as useful as you make it.

Statement	0	1	2	3	4	5
1. I have a documented, 12-month growth plan with clear milestones and measurable targets that my leadership team can execute without me driving every decision.	0	1	2	3	4	5
2. I know our unit economics, gross margins, and key financial KPIs cold, and I can immediately identify where we are leaking profit or leaving revenue on the table.	0	1	2	3	4	5
3. Our core business processes are documented and systematized, they run consistently and at a high standard without requiring my direct involvement or oversight.	0	1	2	3	4	5
4. My leadership team is fully aligned on priorities, empowered to make decisions within their domains, and accountable to clear outcomes, not just activities.	0	1	2	3	4	5
5. We have a repeatable, scalable system for generating revenue. I can reliably forecast our next 90 days of new business without depending on relationships or luck.	0	1	2	3	4	5

TOTAL SCORE (add all five ratings) / 25

SCORE INTERPRETATION

0 – 10 Reactive Mode	The business is running you, not the other way around. Without new systems and structure, growth will create more chaos, not more profit. Immediate focus on foundations is critical.
11 – 18 Building Traction	You have momentum, but scaling will be painful without a stronger infrastructure. You likely have pockets of clarity but inconsistency across the organization. Prioritize your biggest operational gap.
19 – 23 Strong Foundation	You're ready to accelerate. Your fundamentals are in place, but targeted gaps in strategy, execution, or team alignment are limiting your ceiling. The right structure will unlock the next level.

24 – 25
Top-Tier
Operations

You're operating like a world-class organization. Systems, team, and strategy are aligned. The focus now is on sustaining excellence and identifying your next bold strategic move.

Ready to walk through your results?

At The C-Suite Edge, we work directly with founders and executive teams to close the gap between where they are and where they need to be with clarity, structure, and speed.

Connect with us at theedgesuite.com to discuss your score and build your roadmap.