

Score Sheet to Scale

Is your business ready to scale?

Rate each area of your business from 1 (not at all) to 5 (fully implemented). Add your totals to find out where your biggest growth opportunities are

Foundation

Do you have 3-5 core values written, and included in your handbook? ____/5

Is your vision and “why” written down in your manual? ____/5

Do you have revenue goals for each week, month and year? ____/5

Do you regularly meet your revenue goals? ____/5

Do you discuss your revenue goals with your leadership team regularly? ____/5

Is your pricing set to give you 50% or higher gross profit? ____/5

Score: ____/30

Team & People

Do you have an organization chart with clear roles and accountability? ____/5

Are your onboarding and training processes documented? ____/5

Do you have weekly meetings with performance feedback loops in place? ____/5

Do you have a hiring system from ideal candidate to final interview written and followed? ___/5

Score: ___/20

Systems & Operations

Do you have SOP's for the team, office, and sales departments? ___/5

Client journey map and followup SOP's in place? ___/5

All metrics and KPI's tracked weekly? ___/5

Do you have a feedback loop to make sure these SOPs are followed? ___/5

Is your call booking rate higher than 60% ___/5

Score: ___/25

Leadership

Do you delegate effectively and have performance feedback loop with your assistant or downline? ___/5

Do you have set focus/undisturbed time during work? ___/5

Do you know how to use and read your P&L and Balance sheet? ___/5

Do you have weekly meetings with key staff to see how best to support them? ___/5

Do you have quarterly reviews for the business and your personal performance? ___/5

Score: ___/25

Total score: ___/100

Score Range	Status	Next Steps
90-100	Ready	You're ready! What are you waiting for?
80-89	Almost ready	Almost there, just a few gaps to solidly scale
70-79	Patchwork stage	Your business works, but won't run without you. Let's fix that!
0-69	SOS- need some help	It's ok, you've got a good start and we can get you where you need to be

Next Steps: status update!

Email or text Rachel your status and get ready to level up! She will create a custom plan to get you from where you are to the dream business you deserve! **623-419-3716**

rachel@chooseyourbest.org