

THE SOVEREIGN EXECUTION AUDIT™

From Founder Trap to Fortress State: Authored by Omar A. Hosn

EXECUTION AUDIT FOR _____

I. THE LEAK CALCULATOR

Before assessing the structure, quantify the cost of the **"Execution Gap."**

- Monthly Leadership Payroll:** \$ _____ (Include total compensation for all C-suite and Management).
- THE FRICTION MULTIPLIER (Select Your Reality):** Identify the symptom that matches your current week to determine your Gap %.
 - 10% (Low):** Minor miscommunication; 90% of team output requires no edits from you.
 - 30% (Drag):** You frequently "polish" or "fix" manager submissions before they go out.
 - 50% (Trap):** You make daily operational calls; the team waits for your "Yes" to move.
 - 75% (Stall):** Revenue flattens or drops if you disconnect for more than 48 hours.
- THE INACTION TAX:** \$ _____ (Multiply Line 1 by Line 2 selection (**a, b, c, or d**). This is the revenue your organization loses every month due to structural friction).
- ANNUALIZED PROFIT LEAK:** \$ _____ (Multiply your Monthly Inaction Tax by 12. This is the total capital your architecture fails to capture every year.)

II. THE TRIAD BENCHMARK

Rate each statement **from 1 (Strongly Disagree) to 5 (Strongly Agree)**.

SOVEREIGN LAYER	DIAGNOSTIC CRITERIA	SCORE 1 – 5
LAYER 1: THE SPIRIT (Vision & Intent)	Can your lowest-paid employee explain the company Mission without looking at a document?	[]
	Does the team reject profitable deals because they violate the Core Values <i>without</i> asking you first?	[]
LAYER 2: THE MIND (Strategy & Systems)	Strategic goals are translated into clear, weekly KPIs for every department head.	[]
	Do you spend less than 4 hours per week fighting fires that protocols should have solved?	[]
LAYER 3: THE BODY (Execution & People)	Management is proactive (fixing future problems) rather than reactive (fighting fires).	[]
	If you turned off your phone for 30 days, would revenue grow, stay flat, or drop ?	[]

TOTAL SOVEREIGN SCORE: _____ / 30.

III. THE SOVEREIGN SCORING GUIDE

25 – 30 POINTS: THE FORTRESS STATE

Your organization has achieved structural sovereignty. The "**Body**" operates independently of your daily presence, and the "**Mind**" drives decisions without you in every room. **Your focus now belongs at the highest level – legacy architecture**, regional expansion, and wealth preservation. You have built something that performs without you. Protect it. Scale it. That is the next mandate.

15 – 24 POINTS: THE FRAGILITY GAP

You are not failing – but you are bleeding quietly. **Your organization runs on your personal energy, not on systems**. Every market shift, every leadership absence, every unexpected pressure requires you to intervene directly. You are paying senior salaries for junior-level autonomy. **This is the False Summit** – where founders mistake revenue for sovereignty. One disruption away from the Founder Trap.

6 – 14 POINTS: THE SURVIVAL TRAP

The organization cannot function without your physical presence and daily decisions. Growth is not the priority right now – stability is. Every attempt to scale from this position carries significant structural risk. You are not running a business; you are managing a demanding job at scale. An **Architectural Overhaul** is not optional – it is the only path **from survival to sovereignty** before the cost becomes irreversible.

STOP PAYING THE MONTHLY TAX. CURRENT MONTHLY TAX: \$_____.

Ready to bridge the gap?

Email: omar@smb-mena.com

Or DM: +961 81 311 754

Or visit: www.smb-mena.com

Or book directly: <https://calendly.com/omarahosn/sovereign-audit>

You have just done what most leaders never do – faced the number honestly. The conversation that follows is where the real work begins.

Building Organizations That Perform Without You – smb-mena.com