

Look at all of the areas below and score your business in each of these areas out of ten. 0 being not at all and 10 being we do it and get sensational results because of it.

Image, brand, message.	
Sales growth strategies	
Service standards	
Staff onboarding and skills	
Product/Service	
Marketing	
Planning	
Management, systems, processes.	
CRM systems client database	
Loyalty, rewards and referrals systems.	
Total the score and divide by ten:	

### Your details

Title	Mr / Mrs / Miss / Ms
First Name	
Surname	
Address	
Postcode	
Date of Birth	
Telephone	
Mobile	
Email	
Business Type	
Date	

## QuickCheck360review

Let's look at some numbers relating to your business now and it's potential

Last twelve months turnover sales figure	
Total number of regular repeat customers	
Total number of one off, not so regular customers	
Regular customer frequency. How often do they come in (Daily, weekly, monthly)	
Average customer spend	

### Competition Analysis

How many competitors do you have?	
Based on competition, what's the estimate industry potential, total sales potential in your area, state. This is used to calculate a very approximate percentage market share.	

### Maximised Potential

If your business ran at 100%, 5 or 7 days a week, what's the potential turnover For example: (Cafe) number of tables x average spend per table x sittings per day x days per week x weeks (4.3) = the potential income	
What's the lost potential? The difference between current income and maximised potential?	

## QuickCheck360kickstart

The QuickCheck360 is a micro review, it's the first step in identifying what the business is capable of, what you want it to do, where it's going and how to do that.

You've looked at the separate key drivers of your business and scored them and come out with an overall average score (rating).

Now, with the information you've taken from the review and an initial idea of where you want to go, what needs to change and what's the priority.

Score all of the key drivers now as before, but this time, where you want them to be in the next three months in the first column out of ten, in the second column give it a rating A to J, A being the first most important priority and so on to J. Then a very short note of any ideas to start on in that area.

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