

SELF-ASSESSMENT · 10 MINUTES

IS YOUR BUSINESS TOO DEPENDENT ON YOU?

Most founders reach a point where the business can only grow as fast as they can work. This scorecard shows where that is happening in your business, and where to start.

How to use it

Score each statement from 1 (not true at all) to 5 (completely true). Be honest: score how things are today, not how you want them to be. Add up each area, then turn to page 3.

STATEMENT	SCORE 1 TO 5
Direction	AREA SCORE ____ / 15
1 Everyone on my leadership team can explain our top three goals for this year.	(1) (2) (3) (4) (5)
2 We have no more than three to five priorities this quarter, each with one owner.	(1) (2) (3) (4) (5)
3 I can say no to a good opportunity because it does not fit our plan.	(1) (2) (3) (4) (5)
Team	AREA SCORE ____ / 15
4 Each key role has one clear owner, and that owner is not me.	(1) (2) (3) (4) (5)
5 My leaders make decisions in their area without checking with me first.	(1) (2) (3) (4) (5)
6 If I took four weeks off, the business would run close to normal.	(1) (2) (3) (4) (5)
Rhythm	AREA SCORE ____ / 15
7 Our leadership team meets every week, at the same time.	(1) (2) (3) (4) (5)
8 Our meetings end with clear decisions, owners and dates.	(1) (2) (3) (4) (5)
9 Problems reach me early, not when they are already urgent.	(1) (2) (3) (4) (5)

STATEMENT	SCORE 1 TO 5
Numbers	AREA SCORE ____ / 15
10 We track a small set of weekly numbers that show how the business is doing.	(1) (2) (3) (4) (5)
11 Each number has an owner and a target.	(1) (2) (3) (4) (5)
12 I know our cash position for the next three months.	(1) (2) (3) (4) (5)
Customers	AREA SCORE ____ / 15
13 We can describe our ideal customer in one sentence.	(1) (2) (3) (4) (5)
14 New clients come from a repeatable process, not only from my personal network.	(1) (2) (3) (4) (5)
15 We know why customers buy from us, and why they leave.	(1) (2) (3) (4) (5)
Systems	AREA SCORE ____ / 15
16 Our core processes are written down and actually followed.	(1) (2) (3) (4) (5)
17 A new hire could learn their role without me training them personally.	(1) (2) (3) (4) (5)
18 Our tools and software save time instead of creating extra work.	(1) (2) (3) (4) (5)
Culture	AREA SCORE ____ / 15
19 People bring me bad news early and disagree with me openly.	(1) (2) (3) (4) (5)
20 Our values guide real decisions, such as who we hire and who we let go.	(1) (2) (3) (4) (5)
21 My leaders solve issues with each other directly, without going through me.	(1) (2) (3) (4) (5)
Accountability	AREA SCORE ____ / 15
22 When someone misses a commitment, we talk about it within a week.	(1) (2) (3) (4) (5)
23 I keep the commitments I make to my team.	(1) (2) (3) (4) (5)
24 Someone outside the business challenges my thinking on a regular basis.	(1) (2) (3) (4) (5)

YOUR RESULTS

ADD UP YOUR SCORES

AREA	SCORE	TOTAL	WHAT IT MEANS
Direction	___ / 15	96 to 120	Ready to scale. The business runs on systems and people, not on you. Your job is direction and big bets.
Team	___ / 15		
Rhythm	___ / 15	72 to 95	Growing pains. The foundations are there, but some areas still lean on you. Fix the weakest one first.
Numbers	___ / 15		
Customers	___ / 15	48 to 71	Founder-dependent. Growth is limited by your time. Pick one area and build it properly before adding more.
Systems	___ / 15		
Culture	___ / 15	24 to 47	Founder bottleneck. You are the system. Start with Direction and Rhythm: they make every other area easier.
Accountability	___ / 15		
Total	___ / 120		

WHERE TO START

Look at your **lowest area score**, not just the total. One weak area pulls the others down. A low Rhythm score, for example, usually means problems in Team and Numbers stay hidden.

My lowest area

One change I will make in the next 30 days

Who needs to be part of this change

How I will know it worked

Want a second opinion on your score?

Book a free 45-minute discovery call. We will go through your results together and agree on the first area to work on. www.coach-kuki.com