

Exit Readiness Scorecard

Score yourself out of 10 in each area — then focus on the weakest links.

How to use

- Score each section 0–10 (0 = not in place, 10 = best practice).
- Pick the lowest 3 scores — those become your priorities.
- Re-score every quarter to track improvement.

Area	Score (0–10)	Notes / evidence
Financial clarity (clean reporting, add-backs, margins)		
Recurring / predictable revenue (pipeline, repeat clients)		
Documented systems (sales→delivery→invoicing is consistent)		
Team depth (key roles covered, minimal single-point-of-failure)		
Owner independence (can operate without you)		
Customer concentration risk (diversified revenue)		
Supplier/asset risk (key suppliers, critical assets, IP)		
Compliance & governance (contracts, insurances, basics up to date)		
Market position (differentiation, reputation, reviews)		
Data & reporting (KPIs, job profitability, cashflow visibility)		

What to improve next (top 3)

Priority	Why it matters	Actions