

Could Your Business Run Without You?

A 5-minute owner dependence test. Score each statement: 0 = not true, 1 = partly true, 2 = completely true.

The test

Statement	0	1	2
1. I could take 4 weeks off with no phone and the business would run fine			
2. Customers deal with my team, not just me			
3. Someone else can quote, price and close sales			
4. Key processes are written down and followed			
5. Staff make day-to-day decisions without checking with me			
6. Supplier relationships are managed by others			
7. Someone else can do the banking, payroll and invoicing			
8. I know my numbers from reports, not from my head			
9. Technical or specialist skills are not held only by me			
10. The business has a manager or clear second-in-command			
11. Passwords and key information are documented and shared securely			
12. My team is trained to solve customer problems			
13. Revenue did not drop the last time I was away			
14. Our brand is the business name, not my name			
15. A buyer could step in with a short handover			

Your score (out of 30)

24-30: Independent. Your business is an asset someone would buy.

15-23: Partly dependent. You have a good base - focus on delegation and documentation.

0-14: Owner-dependent. You own a job. Value is limited until this changes.

Three quick wins this month

1. Write down the five tasks only you do - and pick one to hand over.
2. Document one core process as a simple checklist.
3. Take a full day off and note every call or question that reaches you. That list is your roadmap.

Next steps

Owner dependence is the biggest factor that reduces small business value in NZ. Reducing it also gives you back your time.

General guidance only - not legal, tax or financial advice. Talk to your accountant, lawyer or a business broker about your situation.