

Business Health Check (10-Minute Scorecard)

A quick way to see what's working, what's broken, and what to focus on next.

How to use:

- Score each area from 1–10 (10 = excellent).
- Circle the lowest 2–3 scores — these are your priority fixes.
- Choose ONE priority for the next 30 days and download the matching Toolkit.

Scorecard

Area	Score	Notes
Cashflow control (weekly visibility)	/10	Notes / symptoms (what's happening?)
Profit & margins (pricing and job costing)	/10	Notes / symptoms (what's happening?)
Sales pipeline (leads + follow-up + conversion)	/10	Notes / symptoms (what's happening?)
Marketing (consistent activity + clear offer)	/10	Notes / symptoms (what's happening?)
Operations (delivery on time, rework, scheduling)	/10	Notes / symptoms (what's happening?)
Systems (documented processes, not relying on you)	/10	Notes / symptoms (what's happening?)
People (right team, clear roles, performance)	/10	Notes / symptoms (what's happening?)
Customer experience (quality, complaints, referrals)	/10	Notes / symptoms (what's happening?)
Leadership rhythm (meetings, KPIs, accountability)	/10	Notes / symptoms (what's happening?)
Step Back / Exit readiness	/10	Notes / symptoms (what's happening?)

(value, delegation, buyer-ready)		happening?)
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What your score means

Average score	Meaning	What to do next
8–10	Healthy	Strengthen systems and build momentum (Quick Wins + Toolkits).
6–7	Stable but inconsistent	Pick the lowest 2 areas and implement 1 toolkit over the next month.
4–5	At risk	Focus on cashflow + sales activity immediately; implement weekly rhythm.
1–3	Critical	Cashflow rescue and immediate activity plan; reduce costs and increase follow-up.

Choose your 30-day focus

My #1 focus for the next 30 days	Why this matters	Toolkit I will start with