

Startup Success

Are you ready
to scale?

SELF-ASSESSMENT

Startup Success

MODULE 7 // Scaling Your Business

Are you ready to scale?

SELF-ASSESSMENT

1. How many customers is your business currently serving? ____ / _____
2. How many customers do you have the capacity to serve?
 - How large is your inventory or number of available billable hours? _____
 - What volume can your distribution systems support?

 - What volume can your customer service support?

 - Will your admin team be able to support the increased volume of work brought on by additional customers and/or sales?

YES

NO

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3. What errors or issues (if any) are occurring on a regular basis? _____

Will significant problems be created if those issues are multiplied?

YES

NO

4. How many hours are you currently working each week?
_____ hrs/week

How many hours would you prefer to work? _____ hrs/week

5. How might you be able to serve additional customers *without* having to work additional hours? _____

6. Is your business capable of serving additional customers?

YES

NO

7. What resources do you have available to invest to attract additional customers? TIME MONEY INNOVATIVE IDEAS