

	Struggling			Striving			Floating			Thriving			Score	
	1	2	3	4	5	6	7	8	9	10	11	12	Where I am Now	Where I want to be
Support	I wish I could hire an Assistant but I'm just starting out and can't afford one.			I want support and I have a list of things that I'm ready to hand off. I just don't know how to hire the right person and I can't afford to get this wrong.			I have a team to support me but I have too much going on. I can't imagine trying to grow my team any further.			I'm clear on the top three things that I want to be doing in my business that have me working fully in my Zone of Genius and I'm fully supported by my team to do the things that I love to do.				
Self-Managing Company	I'm doing everything myself. I don't know where to find an Assistant or how to delegate to one and get things off my plate.			I have a vision for the business but it's hard to communicate it to my team. I still have to tell them exactly what needs to get done and follow up on open loops - it's exhausting.			I'm involved in all of the decisions that happen in my business, no matter how small. My team is constantly coming to me with questions.			I have a self-managing company and my team takes action to solve problems, get things done, and implement my vision without me having to be directly involved every step of the way.				
Spending	I've incurred a lot of debt starting my business and I can't see how I'll possibly pay it off.			My business is making money but I'm hesitant to incur additional expenses. I'm just not sure what my business can afford and I need to make sure I can pay my taxes.			My business makes more money every year, but it's not always profitable. There's just not much money left to invest in the business.			I know exactly how much I can afford to spend on my team, regular monthly expenses, my salary and investments into my business and still maintain profitability.				
Salary	I'm living from sale-to-sale. If I don't enroll this next client, I'm not sure if I'll be able to cover my living expenses this month.			My business is making money but I'm not paying myself a regular salary. I'm just not sure where to focus my financial resources.			My business is making enough for me to pay myself a regular salary.			I know how much my business has to make each month in order to support my lifestyle and I take a regular salary that's in alignment with this.				
Systems	I'm constantly reinventing the wheel. Every time I do something in my business I do it differently. I don't have any systems in place.			I have a vision and I know what I want but I really struggle to figure out who should do what to make it all happen.			I have a long-term plan for my business but my team can't implement all of my ideas.			Everyone on my team knows who is doing what by when and we regularly meet our deadlines and avoid bottlenecks.				
Seamless Communication	Communicating with clients, scheduling appointments, following up on emails - it's so stressful and overwhelming. I can't imagine having to communicate with an assistant or team member too.			Communication with my assistant is all over the place - email, text, voice messages. We get by but it's exhausting, important details get missed and I still struggle to keep everyone in the loop.			My team and I meet several times a week. Our meetings are long and focused on moving our short-term projects forward.			Communication on our team is seamless - we all stay in the loop on what's happening, our meetings are productive, and everyone knows the long-term vision for the company.				

Improve just one of these areas in your business, you will be more successful than most. Make improvements in all three of these areas and your business can truly thrive.

Email your completed assessment to me to schedule a 3P Strategy Call: Sarah@ElevationOBM.com

Total: _____ | _____