

Name _____

Business _____

Date _____

BOSS Scorecard

Circle one answer for each question. Go with your first instinct.

AREA AND QUESTION		 Don't Ask	 Needs Work	 It's ok	 Really Good	 100% Ideal
1	Owner Performance OWNER Do you have a clear daily system for deciding what to work on, so you're not just reacting to whatever comes at you?	1	2	3	4	5
2	Aligned Vision VISION Does your team know exactly where the business is heading and what their role is in getting it there?	1	2	3	4	5
3	Defined Strategy VISION Do you have a written plan for the next 12 months that tells you what to focus on and what to say no to?	1	2	3	4	5
4	Disciplined Planning VISION Are you running your business from a clear 90-day plan with specific milestones you review regularly?	1	2	3	4	5
5	Profit & Cash VELOCITY Do you know your profit margin, your cash position, and whether you will have enough cash in the next 90 days?	1	2	3	4	5
6	Revenue & Marketing VELOCITY Do you have a reliable, repeatable system for acquiring and converting new leads, customers, and/or clients?	1	2	3	4	5
7	Ops & Product VELOCITY Could your business run for two weeks without you, or does everything stop when you step away?	1	2	3	4	5
8	Financials & KPIs VALUE Do you review a simple set of numbers every week that tell you clearly whether your business is on or off track?	1	2	3	4	5
9	Innovation & Management VALUE Are you actively improving how your business works, or are you still doing most things the same way you always have?	1	2	3	4	5
10	Team & Leadership VALUE Do you have the right people in the right roles with clear accountability, so you are not the bottleneck in your own business?	1	2	3	4	5
11	Money OUTCOMES Is your business giving you the profit and income you want?	1	2	3	4	5
12	Time OUTCOMES Is your business giving you the time freedom you want?	1	2	3	4	5
13	Team OUTCOMES Do you have the team this business needs to run without relying on you?	1	2	3	4	5

See your results as a BOSS Compass.

Scan to take the scorecard online and get your three priority areas.

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