

Your Business Scaling Scorecard

- Do you have a clear understanding of your target market and their needs?
- Have you conducted market research to identify potential growth opportunities?
- Is there a strong and sustainable demand for your product or service at a larger scale?
- Can your current systems handle a significant increase in activity (production, logistics, customer service, etc.)?
- Have you identified any bottlenecks in your operation that could hinder scaling?
- Do you have a plan to streamline and optimize your processes for increased efficiency?
- Do you have a clear understanding of the financial resources required for scaling (hiring, marketing, etc.)?
- Do you have sufficient capital reserves to support your scaling plans?
- Do you have access to alternative funding sources (loans, investors) if needed?
- Do you have the right talent in place to manage a larger and more complex operation?
- Is your team prepared to adapt to new roles and responsibilities as your business scales?
- Do you have a plan for attracting, onboarding, and training new team members if needed?
- Are you comfortable making strategic adjustments based on changing market trends and customer preferences?
- Does your company culture embrace innovation and experimentation?
- Do you have a system in place for gathering customer feedback and using it to inform your scaling decisions?