Business Growth Scorecard

Solid foundations. Clear direction.

Score each area from 0 to 4, then add your scores for a total out of 20.

0 Not considered | 1 Initial ideas | 2 Partly in place
3 Working consistently | 4 Reviewed and improved

Clear customer and offer	____ / 4
Pricing and cost visibility	____ / 4
Enquiries and sales follow-up	____ / 4
Repeatable operations	____ / 4
Capacity and 90-day priorities	____ / 4

My total: _____ / 20

0-7: Start with the basics and choose one manageable action.
8-14: Strengthen weaker areas before adding more activity.
15-20: Review consistency, capacity and your next growth priority.

My lowest-scoring area, next action and review date

A reflection tool, not a validated business rating or prediction of performance.