



## Business Performance Rating Scale

### How Do You Rate?

Different organizations express different symptoms when it comes to business challenges. We've put together an internal rating scale you can use to measure your current environment.

### CHECK ALL THAT APPLY!

- You are experiencing rapid growth and your current processes are not working.** *Rapid growth is great but not if it kills your customer satisfaction and your company!*
- You think Digital Transformation is for you but you're not sure.** *You've heard quite a bit about Digital Transformation but you're not sure what it's all about and how it can help your business.*
- Your sales team and/or sales processes are not producing the results you expect.** *Your sales team used to be great, now they are struggling to meet your performance objectives and you're not sure why?*
- You're thinking about moving into new markets but not sure how to do this.** *You'd like to move into new markets but you're not sure you have the people, processes or tools to get you there.*
- You're considering a merger or acquisition but not sure how you'll integrate the two organizations.** *There is a great opportunity waiting for you but you don't have the skills or experience you need to integrate the two organizations.*
- You're not sure your current strategy is working as intended.** *Your strategy was working perfectly, now you've hit a wall and you're not sure what is causing the issue or how to move to the next level of performance.*
- You are facing changes in the regulatory requirements of your industry but not sure how to move forward.** *You know what to do but you don't have the staff to keep the existing business running while planning and executing the necessary changes.*
- You want to launch an important change initiative but don't have the staff to manage it effectively.** *Your business is ready to move to the next level but you don't have the change management expertise to execute.*
- Your business is simply not performing to your expectations.** *You know you can do better, you're just not sure what is holding you back or how to execute your future plans.*
- You'd like to set up a Program/Project Management Office but not sure how to do this.** *Programs and projects are becoming your bread and butter, it's time to set up a PMO but you don't have the in-house expertise to execute.*
- You need help with your Marketing plan but not sure where to turn.** *Your business is ready for a solid Marketing Plan that supports your strategy but you need help developing and executing.*
- Your business is at an inflection point and you need help deciding next steps.** *Before you take the leap, you'd like to review your plans with someone else but you're not sure where to turn for help.*

- **0 boxes checked** – You're doing great! Keep on trucking! You've obviously put a lot of thought, careful planning and "future-proofing" your Business Plan and processes. Kudos!
- **1-3 boxes checked** – You've done some smart things which is a great thing! You don't have a lot to worry about, but you should always be striving to have a business plan that will take you to the next level. Only then can you be totally comfortable.
- **4-6 boxes checked** – If you are here – you are not alone. A very great % of organizations that take this assessment find themselves in this range. There are some things to improve upon. Depending on which items you selected above would determine if it made sense to talk to us. Whatever the case, however – your current processes and systems do pose some risk to your organization and should be reviewed by a qualified management consultant.
- **7-11 boxes checked** – **"Danger, Will Robinson!"** Please contact us – as serious as this may sound – your business may be at risk or at risk of greatly underperforming. Let us help guide you with a free consultation. Whether or not you decide to hire us is ok. We promise to build a "pathway" for you that will show you exactly what you need.