
The 10 questions every growing business should be able to answer

Answer these honestly, on your own, in about ten minutes. No one is scoring it and nothing gets sent anywhere.

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- 01 If your most tenured person left tomorrow, what would leave with them?
 - 02 Is there a backup you have been told exists that nobody has verified?
 - 03 Which of your business-critical processes exist only in someone's head?
 - 04 When you bought your last piece of software, what process was it meant to fix, and did it?
 - 05 Do the people who run your business trust the reports they get?
 - 06 How do you decide whether to hire another person or buy technology?
 - 07 Where are your people still working around the system in a spreadsheet?
 - 08 Which two departments solve the same problem in two different ways?
 - 09 What did your last significant investment return, and how do you know?
 - 10 What decision are you putting off because you don't trust the numbers?
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If three or more of these are hard to answer, that is not a failure. It is what growth does to a company that has been busy succeeding.

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