



WHERE ARE MY BLIND SPOTS?

a Construction Business Reality Check

Give yourself a Score from 1 to 5, where 1= weak and 5= Strong.

		1	2	3	4	5
1	We have a clear vision, in writing, that has been properly communicated and is shared with everyone.					
2	We are clear on our core values and we are hiring, reviewing, rewarding, and firing around them.					
3	Our core business is clear, and our systems and processes reflect that.					
4	Our 10-year, 3 year and 1 year target is clear and everyone in the company knows it.					
5	Our target market is clear and our sales and marketing efforts are focused on it.					
6	We know what makes our company unique, and all of our sales and marketing efforts communicate them					
7	We have a proven process for doing business with our customers. It has been named, we have a picture or visual for it, everyone is sticking to it.					
8	All of our people in our company are the right people.					
9	WHO is ACCOUNTABLE for WHAT (organizational chart of roles and responsibilities) is clear, complete, and constantly updated.					
10	Everyone is in the right seat.					
11	Our leadership team is open and honest, and demonstrates a high level of trust.					



Questions? Let's work through them together.
We can cover a lot in just 30 minutes. Scan the QR code and book a call with us!



12	Everyone has clear priorities, and is focussed on them (just 3 to 7 priorities per quarter)					
13	Everyone is engaged in regular weekly meetings					
14	All meetings are on the same day and at the same time each week, have the same printed agenda, start on time, and end on time.					
15	All teams clearly identify, discuss, and solve key issues for the greater good and long term.					
16	Our systems and processes are documented, simplified, and followed by all.					
17	We have a system for receiving regular customer and employee feedback, and we know their level of satisfaction.					
18	A simple scorecard for weekly metrics and measurables is in place. It covers Marketing, Sales, Drafting, Production , PM, Quality Control and Finances.					
19	Everyone in the organization know the 1 number (at least) they are responsible for.					
20	We have a budget and are monitoring it regularly. (i.e. monthly or quarterly)					
	Total number of each ranking					
		X1	X2	X3	X4	X5
	Multiplied by the number above					

Add all five numbers to get your percentage score.

%

This is the current state of your company.



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