



DO BUSINESS FASTER™

VROOM! Are You ACCELERATING PROFITS and GROWTH?

Circle Yes or No:

1. We measure our TIME to CASH.
Yes No
2. We have a SPEED PLAN for every department.
Yes No
3. We have identified the three biggest SPEED TRAPS blocking our acceleration.
Yes No
4. Current WORKING CAPITAL will fund annual GROWTH of 25% or more.
Yes No
5. We have the CAPACITY to grow 25% this year.
Yes No
6. Our IT SYSTEMS meet our current needs 98% of the time, and there is a written plan to support a 25% sales increase.
Yes No
7. Every SENIOR LEADER knows what 25% growth would require of his or her team and is executing plans to enable that growth.
Yes No
8. More than 50% of our PRODUCTS are in niches that are hard to copy.
Yes No
9. Financials are REPORTED by the 5th of each month.
Yes No
10. Each salesperson is working *this week* to SPEED DEAL FLOW through their pipeline.
Yes No

Write the number of Yes answers: _____

What your score means:

0–4 Yes answers: You need help—*fast*. You are risking your business and your own wealth.

5–7 Yes answers: You're striding forward, but there's big opportunity in front of you.

8–10 Yes answers: You're doing well. Keep it going, and reignite the engine regularly.

Contact us today to see how we can use these results to reach your business goals sooner.

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