Business Value Readiness Check

Spot where dependence on the owner, inconsistent records, or customer concentration makes a company less transferable.

Owner-dependent decision

List decisions that stop when you are away. Pick one that could be delegated with limits, examples, and a clear escalation point.

Financial evidence to verify

Identify the records you rely on for revenue, margins, and cash. Ask whether another leader can explain how the numbers reconcile and why they moved.

Concentration or continuity risk

List the relationships, suppliers, and employees your business depends on most. Choose one risk to understand before committing to a fix.

Process to test

Select a recurring job or process. Compare what is documented with what actually happens across two examples.

90-day improvement and evidence

Pick one change the team can complete within ninety days. Describe the evidence that would show the operation became less dependent on you.