Business Stage Check

LoftyBiz 050 · Find your stage, then fix the right thing

1. Answer the four questions

Write your answers in the spaces. Stage is how the business runs, not how much it sells.

Q1 Hours a week in the business, and hours on it?

Q2 Who can make a decision when you are away?

Q3 Do you plan, or only react?

Q4 What breaks when you take a week off?

2. Name your stage

Circle one. Each stage has one job to get right before the next.

- ◯ **1 Solo treadmill**
  The owner does almost everything. Job: buy back time; hand off first roles.
- ◯ **2 Busy early team**
  People exist, but every decision still runs through the owner. Job: first leaders.
- ◯ **3 Strategic middle**
  Leaders exist, but the business reacts instead of plans. Job: yearly plan and missing skills.
- ◯ **4 Systems**
  The business runs on processes, numbers and a planning rhythm. Job: keep systems healthy.
- ◯ **5 Legacy**
  Plan what happens next: who could lead, keep, pass on or sell.

3. Turn complaints into “How do I” questions

List up to three. Sort each into a skill, a habit or a belief. Pick the one that unlocks the rest.

1. Complaint → How do I _____ ?

Skill / Habit / Belief (circle one) The one I will fix first: ☐

2. Complaint → How do I _____ ?

Skill / Habit / Belief (circle one) The one I will fix first: ☐

3. Complaint → How do I _____ ?

Skill / Habit / Belief (circle one) The one I will fix first: ☐

4. Stress-test one part of the business

Pick one: offer, margins, processes, team or tools. Ask: would this hold at twice the volume?

Part I will test: _____ Holds at 2×? Yes / No

What I will rebuild before I add more: _____

5. Example figures (not targets or forecasts)

Aminata · Corporate catering · Dakar	
Owner / setting	Aminata, Dakar catering
Sales / month	$28,000
Staff	6
Hours at the start	70 / week (65 in, 5 on)
Hours three months later	55 / week
Quote limit, events lead	$5,000 per order
Quote time	3 days → 1 day
Stage named	Stage one, with a team attached

Timur · Furniture workshop · Almaty	
Owner / setting	Timur, Almaty furniture
Sales / month	$60,000
Staff	14
Sales trend	Flat for 18 months
Complaints listed	11
Late installs	1 in 4 → 1 in 10
Average discount	12% → 5%
What failed the 2× test	Quoting and the order sheet

6. This week

- Answer the four questions and name your stage.
- Write your top three complaints as “How do I” questions.
- Test one part of the business against twice the volume, and rebuild it first.
- Put a 30-day review date in your calendar, and keep this list in Systex.
- Find Systex, our own product, at loftybiz.net. Click the link in the description.