

What's your Business GPA?

Every business gets stuck somewhere. *Stay the Course* names nine hellish holes that keep owners from growing. Score each one twice: **where your business is today**, and **where you want it to be in 12 months**. The biggest gap shows you where to start.

SCORE EACH HOLE 0 TO 4

- 0 Stuck in the hole
- 1 In the rough
- 2 On the fairway
- 3 On the green
- 4 Sunk the putt

BUSINESS NAME

YEARS IN BUSINESS

TEAM SIZE

ANNUAL REVENUE

WHERE DO YOU WANT THE BUSINESS TO BE IN 12 MONTHS?

#	THE HOLE	ASK YOURSELF	TODAY	GOAL	GAP
1	Stabilize Before You Swing FOUNDATION	My legal, financial and operating basics are solid: entity, books, cash reserve, insurance and certifications.			
2	Are You Sure You Want to Do This? COMMITMENT	I know why I'm in this business, and I've committed the time, money and focus this opportunity needs.			
3	Use the Right Clubs TOOLS, TEAM & ADVISORS	I have the right tools, systems, people and advisors for the work I'm going after.			
4	Don't Swing at Every Shot FOCUS & STRATEGY	I say no to opportunities that don't fit, and my energy goes to the few that move the business.			
5	Minimize the Damage RECOVERY & RISK	When something goes wrong, I spot it fast, know my numbers and recover before it costs me.			
6	Swing with Confidence SELF-TRUST & PRICING	I price, pitch and decide with confidence, and I trust my expertise in the room.			
7	Accelerate Through Impact MOMENTUM	Each win builds the next: referrals, past performance and visibility keep my pipeline moving.			
8	Hit the Market, Not Just the Idea EXECUTION & BUYERS	I know who buys, what they need and how they buy, and I deliver what the market pays for.			
9	Keep Your Eye on the Ball CONSISTENCY	I keep a weekly rhythm: I track the numbers that matter and follow through on my plan.			

Business GPA today

Today total ÷ 9

Goal GPA

Goal total ÷ 9

Biggest gap

Hole number to close first

YOUR NEXT SWING

The one hole I will close first

THE HOLE AND WHY IT MATTERS NOW

WHAT CLOSING IT WOULD MAKE POSSIBLE

Review Results with Ronda →



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