



How to Inspect Your Business - Worksheet

PatrickBetDavid.com/inspect-your-business

(1) RANK THE FOLLOWING AREAS OF YOUR BUSINESS (1 Low to 10 High)

Team	1	2	3	4	5	6	7	8	9	10
Partners	1	2	3	4	5	6	7	8	9	10
Skills	1	2	3	4	5	6	7	8	9	10
Compliance	1	2	3	4	5	6	7	8	9	10
Sales Flow	1	2	3	4	5	6	7	8	9	10
Customer Service	1	2	3	4	5	6	7	8	9	10
Expansion	1	2	3	4	5	6	7	8	9	10
Vendors	1	2	3	4	5	6	7	8	9	10
Systems & Processes	1	2	3	4	5	6	7	8	9	10
Brand	1	2	3	4	5	6	7	8	9	10
Culture	1	2	3	4	5	6	7	8	9	10
Competition	1	2	3	4	5	6	7	8	9	10

**What did you notice after analyzing your ranking in the areas of your business above?
Any trends? Before this exercise were you aware of these rankings?**

(2) Be Transparent: List The “Good – Bad – Ugly (Must Fix NOW)” For Each Area:

Team:

Good:

Bad:

Ugly:

Partners:

Good:

Bad:

Ugly:

Skills:

Good:

Bad:

Ugly:

Compliance:

Good:

Bad:

Ugly:

Sales Flow:

Good:

Bad:

Ugly:

Customer Service:

Good:

Bad:

Ugly:

Expansion:

Good:

Bad:

Ugly:

Vendors:

Good:

Bad:

Ugly:

Systems & Processes:

Good:

Bad:

Ugly:

Brand:

Good:

Bad:

Ugly:

Culture:

Good:

Bad:

Ugly:

Competition:

Good:

Bad:

Ugly:

(3) Write down three action steps or goals you can implement asap to improve or enhance the following areas of your business:

Team:

- 1.
- 2.
- 3.

Partners:

- 1.
- 2.
- 3.

Skills:

- 1.
- 2.
- 3.

Compliance:

- 1.
- 2.
- 3.

Sales Flow:

- 1.
- 2.
- 3.

Expansion:

- 1.
- 2.
- 3.

Vendors:

- 1.
- 2.
- 3.

System & Processes:

- 1.
- 2.
- 3.

Brand:

- 1.
- 2.
- 3.

Culture:

- 1.
- 2.
- 3.

Competition:

- 1.
- 2.
- 3.

I spent years spinning my wheels instead of inspecting what I expected in my business. If you were to take one day a month or one day a year to inspect your business, I believe you would be able to identify the areas that need improvement in your business.

I encourage you to take this worksheet, inspect your business and share it with the partners and teammates that are in leadership positions within your company.

I'd love to hear your results as well. You can send me a snap to betdavid19 on Snapchat or email me to marketing@patrickbetdavid.com

Cheers,

PBD