The Growth-Ready Scorecard

A Self-Assessment for Consulting Firm Founders

Most consulting firms don't have a growth problem. They have a visibility problem. This scorecard helps you assess how ready your firm is to scale across the three pillars of the Predictable Growth OS: Financial Clarity, Strategic Alignment, and Revenue Execution.

How to use this scorecard: Answer YES or NO by clicking the checkboxes. Count your total YES answers across all three pillars, then check the scoring guide on the last page to see where your firm stands.

Pillar I: Financial Clarity

Do you have the financial visibility needed to make confident growth decisions?

#	Question	YES	NO
1.1	Do you know which of your service lines are profitable and which are losing money?	☐	☐
1.2	Can you pull a clean, accurate P&L report within 24 hours right now?	☐	☐
1.3	Do you know your revenue per employee and how it compares to industry benchmarks?	☐	☐
1.4	Are your books reconciled within 7 days of month-end, every month?	☐	☐
1.5	Do you track cash flow projections at least 90 days out?	☐	☐
1.6	Can you tell a prospect your exact cost-to-deliver for each service you offer?	☐	☐
1.7	Do you have a chart of accounts structured for consulting (by service line, not just category)?	☐	☐

Pillar 1 Subtotal: ___ / 7

Pillar II: Strategic Alignment

Are your pricing, hiring, and growth decisions based on real data or gut feel?

#	Question	YES	NO
2.1	Do you have a documented pricing strategy based on actual margin data (not just market rates)?	☐	☐
2.2	Have you completed a formal brand messaging exercise in the last 12 months?	☐	☐
2.3	Do you have a 12-month revenue forecast that you review and update monthly?	☐	☐
2.4	Can you articulate your ideal client profile in one sentence with specific criteria?	☐	☐
2.5	Do you know your capacity utilization rate and when you'll need to hire next?	☐	☐
2.6	Have you mapped your buyer's journey from first touch to signed contract?	☐	☐

Pillar 2 Subtotal: ___ / 6

Pillar III: Revenue Execution

Do you have a system that generates pipeline without you being in every conversation?

#	Question	YES	NO
3.1	Do you have an active outbound prospecting system (not just referrals and word-of-mouth)?	☐	☐
3.2	Is your sales pipeline tracked in a CRM with defined stages and close probabilities?	☐	☐
3.3	Do you publish content (blog, LinkedIn, podcast) at least twice per month?	☐	☐
3.4	Can you calculate your pipeline coverage ratio (pipeline value vs. revenue target)?	☐	☐
3.5	Do you have a documented sales process that someone other than you could run?	☐	☐
3.6	Are your marketing efforts tracked with attribution (you know what's generating leads)?	☐	☐
3.7	Do you have automated lead nurturing sequences for prospects who aren't ready to buy yet?	☐	☐

Pillar 3 Subtotal: ___ / 7

TOTAL SCORE: ___ / 20

Your Growth Readiness Level

0-5 YES — Foundation Critical
Your firm lacks basic growth infrastructure. Start with the 90-Day Growth Foundation.

6-10 YES — Foundation Building
Some pieces in place but major gaps remain. Growth Foundation + Kickstart will close the gap.

11-15 YES — Growth Ready
Solid foundation. Revenue execution needs systemization. Ready for the Accelerate tier.

16-20 YES — Scale Ready
Operating at high level. Compound what's working with the Scale tier.

Ready to get your real score?

Book a complimentary Growth Diagnostic to see where your firm really stands.

Schedule Your Growth Diagnostic