# 7-Dimensional Self-Assessment Scorecard

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|---|---|---|---|
| 1. Profitability | Am I making money, or just covering costs?<br>Am I paying myself a salary first? | [ ] Yes - [ ] No<br><br>Monthly Income: _____<br>Expenses: _____<br>My Salary: _____<br>Comparison with Last Year: _____ | |
| 2. Sustainability | Can my business keep running without outside help? | [ ] Yes - [ ] No<br><br>Cash Flow Positive? _____<br>Reinvesting Profits? [ ] Yes - [ ] No | |
| 3. Resilience | Am I putting at least 10% of sales in a special account for emergencies, illness, economic shocks, or pandemics? | [ ] Yes - [ ] No<br><br>10% Saved? _____<br>Months of Expenses Covered: _____<br>Backup Plan: _____ | |
| 4. Market Access | Am I reaching more customers or new markets? | [ ] Yes - [ ] No<br><br>New Customers This Year: _____<br>New Markets/Channels: _____<br>% of Sales from New Sources: _____ | |
| 5. Leadership & Scale | Am I growing as a leader and building a team? | [ ] Yes - [ ] No<br><br>Employees Last Year: _____<br>Employees Now: _____<br>Delegating? [ ] Yes - [ ] No<br>Succession Plan: _____ | |

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| 6. Digital Capability | Am I using digital tools to grow? | [ ] Yes - [ ] No<br><br>Digital Tools in Use: _____<br><br>% of Sales Digital: _____<br><br>New Tool Added This Year: _____ | |
| 7. Post-Program Trajectory | Has my business grown, stayed the same, or shrunk?<br>What do I need to further grow? | [ ] Grown - [ ] Same - [ ] Shrunk<br><br>Sales Change: _____<br><br>Staff Change: _____<br>My Needs: _____<br>Support Requested: _____ | |