



How dependent is your business on you personally? Let's find out.

Why This Matters

Businesses that are overly reliant on the owner are harder to sell, harder to scale, and more stressful to run. Use this quick audit to get an honest snapshot of where your business stands — and where to focus if you want more freedom and better exit options.

How It Works

For each statement below, score yourself from 0 to 5:

- 0 = Strongly Disagree
- 5 = Strongly Agree

Be honest. No one's judging — this is for your clarity.

Section: Operational Control

- I can take 4+ weeks off without the business stalling.
- My team handles day-to-day decisions without checking everything with me.
- Clients and suppliers don't rely on me personally to get things done.

Section: Sales & Customers

- I'm not the main person responsible for bringing in new business.
- Our customer relationships are managed by the team, not just by me.

Section: Financial Oversight

- I'm not the only one who understands the numbers.
- Financial reports are regularly reviewed by someone other than me.

Section: Leadership & People

- My team knows the vision and runs with it without constant direction.

- Key roles are filled by capable, empowered individuals.
- There is a clear succession or delegation plan in place.

Your Score

Add up your total score out of 50: ____ / 50

What Your Score Means

0–19 → ● High Dependency Risk

You are the business. This will limit exit options and make things harder if you ever step back. Start building systems and team capability immediately.

20–34 → ● Moderate Dependency Risk

You've made progress, but there's still too much that depends on you. A buyer may apply discounts or require earnouts. Time to reduce risk and improve structure.

35–50 → ● Low Dependency Risk

Well done. Your business can function without you — a strong foundation for exit, succession, or just more freedom.

Reflection Prompt

"If I stepped away for 6 months, what would break?"

Use that insight to focus your next improvement efforts.

Next Steps

- Identify which section scored lowest
- Choose one key area to delegate or document
- Consider building an exit-readiness action plan