DIY HEALTH CHECK (1)

STREAMTIME
design assembly
STRONGER
BETTER
HAPPIER

What's your...

Salary:revenue ratio

% revenue from your largest client

Avg hourly rate

Number of referrals (last 12 mths)

Most / Least profitable client

Revenue in pipeline (under discussion)

Avg project price

New biz win %

Avg client happy score

Avg weekly work hours

Avg team happy score

Your happy score

Other

Tip: You may have other key metrics - you can record them here.

Profit margin by client

Profit margin by product

DIY HEALTH CHECK (2)

STREAMTIME
design assembly
STRONGER
BETTER
HAPPIER

Who makes you money?

Tip: Look at utilisation, strong client relationships, reputation

Clients

Team

Tip: Look at margins, volume, average project size per client.

Who makes you happy?

Tip: Look at people or roles you'd like to have more of.

Clients

Team

Tip: Look at projects / clients you'd like to have more of.

What makes you money?

Product

Process

Tip: Look at type of work and meeting time and budget est's.

What makes you happy?

Product

Process

Tip: Look at a mix of end result and happiness from doing.

Your conclusions

Your score

/10