

WORKSHEET
CHAPTER 9: SCALING

Q1. What are the two common bottlenecks to scaling your income?

- 1) _____
- 2) _____

Q2. Fix your business's bottlenecks by completing this table:

Category #1: What am I good at?	Category #2: What do I <i>personally</i> NEED to do?	Category #3: Which tasks are left over?

Q3. Who do I need to hire over the next 6-12 months, in order of importance?

- 1) _____
- 2) _____
- 3) _____
- 4) _____
- 5) _____

Q4. How can I raise the capital to pay these people? (E.g. selling more products, getting business credit/funding, etc).

