



My Flooring Business Profit Now Scorecard

The questions created in this scorecard are based on information from the book Traction. Many of the questions have been changed to fit the Flooring Industry specifically to reflect the challenges you face.

Check the appropriate box and we keep track of your score below.

| | | |
|----|--|---|
| 1 | We have a clear vision in writing that everyone understands. Where do we want to be in 1 year - 5 Years & Beyond. | 1 2 3 4 5 <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> |
| 2 | Our core values are clear. We know our culture and we hire, fire and run the business honoring our values. | 1 2 3 4 5 <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> |
| 3 | We have a regular weekly meeting to review our process, improve our Sales presentation, check our progress on goals, & discuss current challenges | 1 2 3 4 5 <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> |
| 4 | We review our marketing at least twice a month. We measure the success of our marketing. | 1 2 3 4 5 <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> |
| 5 | We have a monthly meeting with our Web Company and any company we are doing business with on a regular basis. | 1 2 3 4 5 <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> |
| 6 | We have a clear process for selling, from introduction to closing the sale that everyone understands | 1 2 3 4 5 <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> |
| 7 | The process of delivery and installation is clear. Everyones roll is clear. Who orders material, who schedules the installation, who collects the balance. | 1 2 3 4 5 <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> |
| 8 | We have a clear process for dealing with Hot Sheets/Problems. We know who is responsible for ordering materials, schedule repair, and follow up with the customer. | 1 2 3 4 5 <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> |
| 9 | We do employee performance reviews at least twice a year to make sure everyone is participating and doing their job correctly. | 1 2 3 4 5 <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> |
| 10 | Our Leadership team is established and respected. Everyone knows who is in charge at their position. Everyone knows who to go to when they have a question or challenge. | 1 2 3 4 5 <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> |



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| 11 | We have a regular meeting at least once a month with the Leadership team. | 1 2 3 4 5 <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> |
| 12 | We have a system for requesting a 5 Star Review that includes responding and following up if we did not earn a 5 Star Review. | 1 2 3 4 5 <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> |
| 13 | We have a system for Scoring the performance of the Installer, following up and informing the installer of their performance. | 1 2 3 4 5 <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> |
| 14 | Our Leadership team evaluates the performance of the employees to make sure we have the right team and they are doing their job. | 1 2 3 4 5 <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> |
| 15 | We have a process for hiring new salespeople, that includes who we are looking for, the ad, the interview and onboarding. | 1 2 3 4 5 <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> |
| 16 | We have a training system in place when we hire a new salesperson. We established a timeline when we expect them to be self sufficient. | 1 2 3 4 5 <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> |
| 17 | We have a good relationship with our suppliers to make sure we are getting the pricing and service we need to be successful. | 1 2 3 4 5 <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> |
| 18 | We review our numbers at least once a month. Total Sales, Average Ticket, Closing Rate, Profit Margin. | 1 2 3 4 5 <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> |
| 19 | We review the individual salesperson performance monthly. Total Sales, Average Ticket, Closing Rate, Profit Margin. | 1 2 3 4 5 <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> |
| 20 | We have a system for finding and hiring new installers, that include an on-boarding process to review our system, expectations, and pay. | 1 2 3 4 5 <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> |

YOUR SCORE

Add up your score.

20 to 30 – You have a lot of work ahead of you. You also have a tremendous amount of opportunity

35 to 49 Your pretty normal. Do you want to do better than normal?

50 to 64 Your above average, but there is still room for improvement.

65 to 79 You are well above average with a business that runs without you.

80 to 100 This is where you want to be. What's it going to take for you to reach TRACTION!!!

If you are ready to reach a higher level send this to Jerry@5Foot6Consulting.com.

I'll contact you to schedule a Free 1 on 1 meeting to discuss your Flooring Business.