

THE GROWTH READINESS AUDIT

A practical diagnostic for businesses preparing to scale
without chaos



1. SALES & DEMAND

- Are leads handled consistently and quickly?
- Is your sales process documented?
- Can someone other than the owner manage follow-up?



2. OPERATIONS & DELIVERY

- Are workflows repeatable?
- Do handoffs create friction?
- Are mistakes increasing with volume?



3. TEAM & ACCOUNTABILITY

- Are roles clearly defined?
- Do people own outcomes or just tasks?
- Is accountability consistent?



4. TECHNOLOGY & TOOLS

- Are tools integrated?
- Is adoption consistent?
- Is data reliable?



5. OWNER DEPENDENCY

- Does work stop without you?
- Are decisions centralized?
- Are you the choke point?



Scoring + Interpretation

Below 40: Growth is increasing risk

40–60: Growth is exposing weak systems

60+: Systems are supporting scale

CONCLUSION

If growth feels harder, not easier — your systems are behind. Let's fix that.

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