

Checklist

HERE ARE 11 COMMON SMALL BUSINESS PITFALLS TO AVOID IN ORDER TO GROW & SCALE WITHOUT LOSING YOUR SANITY!

- 1.** 82% of small businesses run out of cash flow!
- 2.** Lack of understanding of the market needs of their customers.
- 3.** Business model doesn't allow organization to scale.
- 4.** Lack of effective leadership skills.
- 5.** Failure to communicate their vision with clients, team, market.
- 6.** Lack of effective systems & processes.
- 7.** Poor pricing.
- 8.** Product, program or service doesn't deliver consistent results.
- 9.** The owner/founder is still wearing all the hats in the business.
- 10.** Focusing on doing the right things but at the wrong time in the growth timeline.
- 11.** Business owners think they can do it alone.

