

When Should the Company Founder Step Down?

Read these questions and score each 1 – 5, 5 being a definite YES and 1 being NO with 2-4 being somewhere in between. Add your scores	1 - 2 - 3 - 4 - 5
1. Are you still passionate about what you do every day?	
2. Do you still believe in your story your website is telling the world?	
3. Are you optimistic that your team and products can gain profitable market share over the next 3 years?	
4. Are you proud of your top five managers?	
5. Are all operational priorities aligned with the company's strategic objectives?	
6. Is it fair to say that legacy products don't dominate the sales line?	
7. Is it fair to say that no one customer accounts for more than 5% of annual sales?	
8. Is it fair to say that the business is not dependent on you?	
9. Do you spend at least 30% of your time acquiring and developing talent?	
10. Do you understand the difference between how you improve the life of your customers compared to your top 5 competitors?	
Add your score. Email me at Beth@PlanningWhatsNext.com with your score and I'll get back to you with the analysis.	TOTAL: