009 Mom and Pop Retired

Perspective Fieldbook · https://kb.jeffreysummers.com/docs/009-mom-and-pop-retired-2/

The Demand

Name one professional discipline — financial, operational, relational, or data — that your operation is running on instinct when it should be running on a system. That gap is not a Mom and Pop problem. It is a professional development opportunity. Pick one. Build the system. The relationship will compound because of it, not in spite of it.

The Work

Rate each professional discipline in your operation — running on instinct (I) or running on system (S):
Financial discipline
Instinct or System:
What the gap costs you:
Operational discipline
Instinct or System:
What the gap costs you:
Relational discipline
Instinct or System:
What the gap costs you:
Data discipline
Instinct or System:
What the gap costs you:
The discipline you are currently running purely on instinct:
The relationship this gap is putting at risk if you never systematize it:
The first system you will build this week to close the gap: