3655 Rung 1 Solo Operator

People Fieldbook · https://kb.jeffreysummers.com/docs/3655-rung-1-solo-operator-2/

The Demand

This week, if you are the chief cook and bottle washer, you stop treating "I can't afford it" as the end of the analysis. You run the [Future State] question on Money, Time, Trust, and Systems, or you stay solo indefinitely because you never built toward the first hire.

The Work

Run the Solo Operator conversion this week.

1. Money: write down the specific revenue level you need to hit to afford your first hire. Name one action this week that moves you toward that number.
2. Time: list the hours you are spending this week that the future, staffed version of you will not be doing. Document at least one of those tasks in writing so a future hire could pick it up.
3. Trust: check whether you are quietly building the Ego habit of doing the job yourself even after you hire for it. Name the first task you are prepared to actually let go of.
4. Systems: build one system this week, even a simple checklist or written procedure, that becomes the training document for your first hire.

This week, document one task you currently do yourself, in writing, as if you were training the person who will eventually take it from you.