ANNUAL HEALTH CHECK · MMM TRAINING

Twelve Months, One Honest Look

90 SECONDS

A year-end check that takes less time than the meeting about it.

The year didn't go the way it did by accident. It went the way your systems allowed.

TICK ONLY WHAT IS TRUE TODAY — NOT WHAT YOU INTEND TO FIX

- ☐ **The problems that bothered me in January are fixed.**
  If not: they've now had twelve months to become normal, which is how problems survive.
- ☐ **Something we do is written down that wasn't a year ago.**
  If not: the business knows exactly as much on paper as it did last January.
- ☐ **I work fewer hours in the business than I did a year ago.**
  If not: growth added work to your plate instead of taking it off, which doesn't scale.
- ☐ **Someone was promoted into responsibility I used to hold.**
  If not: your capacity is still the company's ceiling.
- ☐ **I could name our three biggest operational costs from memory.**
  If not: the biggest numbers in your business are the ones you look at least often.
- ☐ **If this year repeated exactly, I'd be satisfied with that.**
  If not: something specific has to change, and it won't change on its own.

Now count the boxes you left empty.

A blank here isn't failure. It's just the difference between a year that happened to you and one you directed.

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0–1 blank
You're in good shape
Tighten the one gap before it becomes the one that costs you.

2–3 blanks
This is most businesses
Real money is sitting here. The fix is usually writing things down, not hiring.

4–6 blanks
Your business runs on you
Nothing is broken yet. That is exactly why now is the cheap moment to fix it.

WHAT THIS USUALLY COSTS

Another year of the same is the expensive option.

The Operational Clarity Audit turns a vague sense that things could run better into a ranked list with a cost against each item and a clear first move.

Operational Clarity Audit
From $750
Book at mmmtraining.org

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