PROCESS BLIND SPOT SELF-CHECK · MMM TRAINING

The Things You Stopped Noticing

90 SECONDS

Every business has workarounds that became normal. Tick what isn't one.

The most expensive problems are the ones you've adapted to.

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

- ☐ **Nobody keeps a personal spreadsheet to track something official.**
  If not: someone doesn't trust a system you rely on, and they're usually right.
- ☐ **Nothing important gets done 'the way we've always done it'.**
  If not: nobody remembers why, and nobody has checked whether it still makes sense.
- ☐ **There's no task everyone quietly dreads every month.**
  If not: dread is a reliable signal of a process that was never designed, only survived.
- ☐ **New employees stopped asking why we do a certain thing.**
  If not: fresh eyes saw something you've stopped seeing, and then they stopped asking.
- ☐ **No one person is the only route to something we need.**
  If not: you've built around them so thoroughly you no longer notice the dependency.
- ☐ **Nothing gets fixed the same way more than once a month.**
  If not: that's not a fix. That's a workaround with good attendance.

Now count the boxes you left empty.

Workarounds are how businesses survive bad process. They're also why nobody ever fixes it — because it technically works.

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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

Workarounds are invisible and they compound.

Each one is small, permanent, and paid for weekly. The Operational Clarity Audit brings an outside eye to what you've stopped being able to see.

Operational Clarity Audit
From $750
Book at mmmtraining.org

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