Mazzawi Consulting

The Founder-Dependence Self-Assessment

Most founder-led businesses don't realize how dependent they are on the founder until it's tested, by growth, or by an exit. This assessment takes about five minutes and gives you an honest read.

> **How to score:** for each statement, rate how true it is for your business right now.
> 1 = Rarely true · 3 = Sometimes true · 5 = Always true.
> Write your score in the box beside each line, then add them up at the end.

Pricing & Sales

Only I can quote or price new work accurately. Score: ☐

I'm personally involved in closing most new client relationships. Score: ☐

If I stepped away for a month, sales would slow down. Score: ☐

Client Relationships

Key clients expect to deal with me directly, not my team. Score: ☐

Client knowledge, preferences and history lives in my head, not in a system. Score: ☐

I'm the one who resolves escalations or unhappy clients. Score: ☐

Operations & Processes

Most of our processes are undocumented or only informal. Score: ☐

New hires learn mainly by shadowing me or asking me questions. Score: ☐

I make most day-to-day operational decisions myself. Score: ☐

Team & Delegation

My team needs my approval for decisions above a small threshold. Score: ☐

I could not take a month off without the business noticeably suffering. Score: ☐

There's no one who could step into my role today. Score: ☐

Total Score:

rmazzawi@mazzawiconsulting.com | +1 437-981-4440 | mazzawiconsulting.com

Your Score

What your total means

12–24	**Low dependency.** You've already built real systems. This isn't common, most founders haven't gotten here yet.
25–42	**Moderate dependency.** Real gaps, but nothing unusual, this is where most founder-led businesses sit. Worth addressing before it's tested by growth or a transition.
43–60	**High dependency.** The business runs on you day to day. This is the exact gap that caps growth and shows up at the worst possible time in a sale or succession.

Book a free 20-minute call to discuss your score