

SMALL BUSINESS SCALABILITY ROADMAP

Strategic Growth Milestones & Resource Planning

CORE SYSTEMS

- Standard Operating Procedures (SOPs)
- CRM Implementation
- Automated Billing

TALENT

- Key First Hire
- Defined Org Chart

MARKETING

- Repeatable Lead Gen
- Conversion Tracking
- Brand Guidelines

OPERATIONS

- Inventory/Resource Buffer
- Quality Control Loop

EXPANSION

- New Market Entry
- Tier 2 Leadership Hires
- Paid Acquisition Scale

FINANCIALS

- Lines of Credit Secured
- Profit Margin Optimization

SUSTAINABILITY

- Owner-Independent Ops
- Market Dominance
- Strategic Partnerships

EXIT READY

- Clean Financial Audits
- Established Legacy

Specific Growth Targets & Deadlines