

Owner vs. Operator Evaluation

Name:

Date:

Please take the following evaluation. Be VERY honest with yourself. You need to see things as they really are, not worse and not better, as they REALLY are. That's when real change and magic can happen.

Here's a 10-question evaluation designed to assess whether you operate more with an owner's mindset or an operator's mindset. Each question is rated on a scale from 1 to 5, with 1 being "strongly disagree" and 5 being "strongly agree."

1. I spend more time thinking about the long-term vision and strategy of my business rather than daily tasks.

Strongly disagree – 1 | 2 | 3 | 4 | 5 – Strongly agree

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2. I delegate daily operations to my team and trust them to handle issues without my constant involvement.

Strongly disagree – 1 | 2 | 3 | 4 | 5 – Strongly agree

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3. My business has clearly documented systems that allow anyone to step in and perform tasks without my guidance.

Strongly disagree – 1 | 2 | 3 | 4 | 5 – Strongly agree

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4. I focus on building and empowering leadership within my team to make decisions without needing my approval for everything.

Strongly disagree – 1 | 2 | 3 | 4 | 5 – Strongly agree

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Questions 5–10

5. I spend time developing strategies for scaling and growing the business rather than solving immediate operational problems.

Strongly disagree – 1 | 2 | 3 | 4 | 5 – Strongly agree

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6. I prioritize systems and processes that will allow the business to function effectively without my daily input.

Strongly disagree – 1 | 2 | 3 | 4 | 5 – Strongly agree

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7. I can step away from my business for a week without checking in—and feel confident everything will run smoothly.

Strongly disagree – 1 | 2 | 3 | 4 | 5 – Strongly agree

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8. I consistently review and optimize the business for long-term profitability, rather than being reactive to short-term issues.

Strongly disagree – 1 | 2 | 3 | 4 | 5 – Strongly agree

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9. My main focus is on increasing the value of the business rather than completing tasks myself to get things done.

Strongly disagree – 1 | 2 | 3 | 4 | 5 – Strongly agree

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10. My team consistently makes decisions and solves problems without needing my input.

Strongly disagree – 1 | 2 | 3 | 4 | 5 – Strongly agree

Scoring Matrix:

Owner vs. Operator Evaluation

Total score:

/ 50

- **40–50 Points: *Owner Mindset***

You predominantly operate with an owner's mindset. You focus on long-term strategy, scaling the business, and empowering your team to run daily operations independently of you.

- **25–39 Points: *Balanced Mindset***

You are in transition from operator to owner. While you still handle some operational aspects, you're also focusing on developing systems and long-term strategies to run the business more independently.

- **10–24 Points: *Operator Mindset***

You are heavily involved in the day-to-day running of the business. To adopt an owner's mindset, you will need to focus more on building systems, delegating tasks, and thinking about the long-term growth and scalability of the business.

Surprised? I bet more than a few of you are. If your score indicates you have an Owner Mindset, congratulations! I still have a few tidbits for you, but most of this book will just reinforce what you already know. Have a Balanced Mindset? I have some gold in here for you. You'll be an owner before you know it. Have an Operator Mindset? Don't beat yourself up. I suspect 90% of business owners operate in this area. If you take the actions outlined in the book, your life will dramatically change!