

Owner dependency scorecard

Score your business as it runs without you, before the test and on day 90.

Business and date



Red: it stops



Amber: it slows



Green: seen to run

What has to run without you

R, A or G

Quoting installations

Who surveys, sizes and prices the job?

R A G

Quoting service work and renewals

Is there a rate card anyone can apply?

R A G

Dispatch and out-of-hours calls

Who decides which engineer goes where?

R A G

Gas Safe registration

Is another engineer listed against it?

R A G

Gas work categories

Does someone else hold every category you sell?

R A G

Company F-gas certificate

Are there enough qualified staff without you?

R A G

Refrigerant handling and the log

Who else can work on every size of system?

R A G

Customer approvals

Whose name is on supplier forms and permits?

R A G

Customer relationships

Who else does each large customer know?

R A G

Your role in the accounts

Is a replacement salary in your figures?

R A G

What you will hand over first, to whom and by when

