



The “Can I Afford to Hire?” 5-Minute Test: For IT Services & Digital Transformation Founders

Find out if you can safely add headcount—even if cash feels tight—without hiring a finance team.

INSTRUCTIONS

This takes 5 minutes. Answer each question: **Yes / No / Not Sure**

You’re not making the hiring decision yet. You’re checking whether your business can support it confidently. Every “No” or “Not Sure” is a signal that something needs tightening before you grow.

Cash Visibility

1. You can clearly see how much true free cash your business generates each month.
2. You know your average monthly operating expenses without guessing.
3. You have at least 2–3 months of operating buffer available (without relying on hope).

Revenue Stability

1. Revenue is predictable—not dependent on one large project.
2. You know your average gross margin per project.
3. You can explain how long it typically takes to turn signed deals into collected cash.

Pricing & Capacity

1. Your current team is at or near capacity.
2. Pricing reflects the true cost of delivery—including overhead.
3. You’ve reviewed whether raising prices slightly could fund hiring instead.

Risk Awareness

1. You’ve modeled what happens if one project gets delayed or a client pays late.
2. You know exactly how much revenue the new hire must generate (or protect) to justify their cost.

Confidence Check

1. If payroll increased tomorrow, you wouldn’t feel immediate anxiety.

YES	NO	NOT SURE

What Your Answers Reveal

1. **0–3 “No / Not Sure”:** You likely have the structure to hire safely—but verify the numbers.
2. **4–7 “No / Not Sure”:** Growth is happening faster than financial clarity.
3. **8+ “No / Not Sure”:** Hiring right now could increase stress instead of relieve it.

Most hiring stress isn’t about talent. It’s about visibility.

Why This Is Important

Hiring is one of the biggest inflection points in a growing IT services company. When done without clarity, it creates:

1. Cash pressure
2. Reactive pricing
3. Overcommitted delivery
4. Leadership stress

When done with structure, it unlocks:

1. Capacity
2. Confidence
3. Sustainable growth

Hiring shouldn’t feel like a gamble. It should feel like a strategic move.

If this test surfaced uncertainty, let’s simplify it.

Book Your Free Clarity Call:

<https://www.alzaelevate.com/>

Book a free 15-minute Financial Clarity Review and we’ll identify whether you’re structurally ready to hire—or what needs tightening first.