



## INSTRUCTIONS

Every “no” or “not sure” is a signal that money is leaking somewhere you can’t see yet.

1. You quote projects without a clear breakdown of labor, overhead, and risk.
2. Past project data isn't used when pricing new work.
3. Fixed-fee projects don't include buffers for scope creep or change orders.

## What Your Results Mean

- 1. 0–3 issues:** You have a solid foundation, but likely still leaving money on the table.
- 2. 4–7 issues:** Profitability is inconsistent and depends on luck, not structure.
- 3. 8+ issues:** You're working harder than you should—and the business is quietly paying for it.

None of this means you're doing something wrong.  
It usually means the business has **outgrown its financial processes.**

## Why This Matters

Most IT services businesses don't lose profit in one big mistake. They lose it slowly—across pricing, scope, labor, and cash timing.

Without visibility, you can't fix what you can't see.  
And without structure, growth only makes the  
problem bigger.

Clarity now prevents expensive corrections later.

## Ready to turn this checklist into clear next steps?

Book a free 15-minute Financial Clarity Review and we'll walk through what's actually worth fixing first.

## Book Your Free Clarity Call:

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