IT Founders: “We Should Be Further By Now…” (The 5-Minute Growth Reality Check)

Find out what’s actually holding your business back—even if you’re working hard and doing “all the right things”**without second-guessing your decisions.**

INSTRUCTIONS

This takes 3–5 minutes. Read each statement and answer: **Yes / No / Not Sure**

You’re not judging your business.
You’re identifying where progress has stalled—even if effort hasn’t.
Every **“No”** or **“Not Sure”** is a clue to what’s slowing you down.

	YES	NO	NOT SURE
1. Progress vs Effort			
1. The amount of progress we’ve made matches the effort we’ve put in			
2. Growth feels steady—not inconsistent or unpredictable			
3. We’re hitting the milestones we expected to hit by now			
4. It doesn’t feel like we’re constantly “almost there”			
2. Decision Confidence			
1. I feel confident in the decisions I’m making as a founder			
2. I’m not constantly second-guessing direction or strategy			
3. I know what to prioritize—and what to ignore			
4. I’m not relying on trial and error to figure things out			
3. Revenue & Growth Direction			
1. We have a clear path to increasing revenue—not just hoping it happens			
2. Growth feels intentional—not reactive			
3. We’re not dependent on a few random wins to move forward			
4. I can clearly explain how we’ll grow over the next 6–12 months			
4. Operational Clarity			
1. Our processes are clear and consistently followed			
2. Work doesn’t feel chaotic or constantly changing			
3. We’re not solving the same problems over and over again			
4. Things run smoothly without needing constant intervention			
5. Founder Pressure			
1. I don’t feel like everything depends on me			
2. I’m not carrying the weight of every major decision alone			
3. The business feels sustainable—not exhausting			
4. I feel in control—not overwhelmed			

SCORING

If you answered:

1. **Mostly Yes** → You’re on track
2. **Mostly No / Not Sure** → Something is holding you back

Why this is Important

Most IT founders don’t fail because they’re not working hard. They fail because:

1. Progress doesn’t match effort
2. Growth feels inconsistent
3. Decisions feel unclear
4. The business never quite “clicks”

That’s where frustration builds. And that’s where most people stay stuck longer than they should. The goal isn’t more effort. It’s **clear direction and controlled growth.**

If this felt a little too familiar, you’re not alone.

Book a Free Growth Clarity Session:

https://www.alzaelevate.com/

We’ll break down what’s actually slowing you down—and what to focus on next.
No pressure. Just clarity.