IT Founders: Are You Actually Scaling… or Just Getting Busier? (The 5-Minute Scaling Reality Test)

Find out if your business is truly growing—or just creating more **work—without guessing or overcomplicating your operations.**

INSTRUCTIONS

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

You're not fixing anything yet.
You're identifying whether your "growth" is actually progress—or just pressure.
Every **"No"** or **"Not Sure"** is a signal something isn't scaling properly.

	YES	NO	NOT SURE
1. Time & Workload Reality			
1. My workload has become more manageable as the business grows			
2. I'm spending less time in day-to-day execution than I was 6–12 months ago			
3. My role is becoming more strategic—not just reactive			
4. I can step away for a few days without things breaking			
2. Team Leverage			
1. My team handles responsibilities without constant oversight			
2. I trust others to make decisions without needing my input			
3. Hiring has reduced my workload—not added to it			
4. I'm not the bottleneck for most key decisions			
3. Revenue vs Effort			
1. Revenue growth has not come with equal increases in stress			
2. We are earning more without working significantly more hours			
3. Deals and delivery feel more predictable—not chaotic			
4. Growth feels controlled—not overwhelming			
4. Systems & Structure			
1. We have clear processes for how work gets done			
2. Sales, delivery, and operations are consistent—not improvised			
3. The business runs on systems—not just people remembering things			
4. Problems are solved once—not repeatedly			
5. Growth Clarity			
1. I know exactly how we plan to grow over the next 6–12 months			
2. Growth feels intentional—not accidental			
3. I'm confident in where the business is heading			
4. I'm not relying on "more effort" as the main growth strategy			

SCORING

If you answered:

1. **Mostly Yes** → You're starting to scale
2. **Mostly No / Not Sure** → You're getting busier, not scaling

Why this is Important

Most IT founders think they're scaling… but they're actually just stacking more work on top of themselves. More clients. More revenue. More pressure. No structure. That's how businesses stall.
Real scaling means:

1. Less chaos
2. More control
3. Better decisions
4. A business that doesn't depend on you for everything

This is the shift from operator → CEO.

If you answered "No" or "Not Sure" to even a few of these, it's worth taking a closer look.

Book a Free Growth Clarity Session:

https://www.alzaelevate.com/

We'll walk through what's actually slowing you down—and what's worth fixing first.
No pressure. Just clarity.