

Practice vs. Business Ownership Scorecard

10 Questions to Evaluate Your Current Structure

Score yourself: 0 = No | 1 = Partially | 2 = Yes

Add your scores. Total possible: 20

**Red (0-6):
Golden Cage**

You own a job, not a business. Your income stops when you stop.

**Yellow (7-13):
Partial Ownership**

Some business elements, but gaps remain. Exit options limited.

Green (14-20): True Business Ownership

Transferable value. Real exit options.

01

If you stopped producing today, would you still own anything tomorrow?

02

Can you sell or transfer your ownership stake independent of your personal production?

03

Does your compensation grow with the organization's success, not just your individual output?

04

Do you have documented equity participation with clear vesting terms?

05

Could you step away for six months and retain at least 80% of your revenue?

06

Do you have team members who can serve your clients without your direct involvement?

07

Are your client relationships documented in systems, not just in your head?

08

Does your structure provide infrastructure (compliance, technology, marketing) without taking your equity?

09

Do you have a clear, written succession path with defined timelines?

10

Would a buyer pay a premium multiple for your practice today?

Your Total:

20

Score below 10? **Schedule a conversation with a Greatness Lab advisor.**