

THE PROFIT AND TIME LEAK CHECK

Working hard. Keeping enough?

Five questions to spot where your business may be costing you more money and time than it should.

Sales can be coming in while extra work, repeated corrections and everyday bottlenecks quietly consume the return.



Set aside 10 minutes. Use recent examples rather than trying to find perfect answers.

BUSINESS

DATE

1

Which work leaves less money than you expected?

Think about your last three completed jobs, orders or service engagements. After direct labour, materials, contractors and other delivery costs, which left the least, and why? Your best estimate is fine.

Look for: hours or costs you underestimated when you set the price.

MY OBSERVATION

2

What are you delivering without charging for it?

Where do extra requests, revisions, discounts or small favours become part of the job without a price adjustment? Identify one recent example.

Look for: a gap between what the customer purchased and what you actually delivered.

MY OBSERVATION

3

What did you have to do twice?

Think about the last week. What needed correcting, recreating, resending or explaining again? What caused the repeat work?

Look for: missing information, unclear instructions, version errors or incomplete handoffs.

MY OBSERVATION

4 What stops moving when you're unavailable?

Which routine decisions, approvals or customer requests wait for you? Which could someone else handle with clearer instructions or authority?

Look for: owner involvement that has become a habit rather than a necessity.

MY OBSERVATION

5 Where does completed work wait to become cash?

Choose one recent job or order. How long passed between delivery, invoicing and payment? What held it up?

Look for: missing paperwork, late invoices, unresolved disputes or follow-up without a responsible person.

MY OBSERVATION

Your next action THE LEAK I WILL TRACK

Choose one suspected leak and track it for five working days. Pick the one with the clearest recent example, or the one that happens most often. Record each occurrence, the time involved and any identifiable cost or unbilled amount. Keep hours and dollars separate. This gives you evidence to decide whether the issue deserves attention.

You don't need to finish tracking before enquiring.

Day	Occurrences	Hours	Cost \$	Unbilled \$	What triggered it
1					
2					
3					
4					
5					
Total					Total each column separately

Want help connecting the dots?

The MabelFrank Profit and Productivity Review examines one revenue stream and one core workflow. You receive a findings report, up to five ranked leaks and a 90-day plan for your top three fixes.

CAD \$2,500
plus applicable tax

Spotted a recurring leak? Bring your observations to a 20-minute fit call. You don't need to complete the tracker first.

I've built, run, scaled and exited businesses generating over \$1 million in annual revenue. My experience spans retail distribution, third-party logistics and business consulting.



SCAN TO BOOK

Book a 20-minute fit call
cal.com/mabelfrank

or send an enquiry at mabelfrank.com

This check identifies areas to investigate. It does not establish financial losses or guarantee savings.

Start. Strengthen. Grow. Transition.

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