The Eleven-Day Test

How many days does your business run before something breaks that only you can fix? Count the number. Then shrink it — with one page.

STEP ONE — COUNT YOUR NUMBER

Imagine the phone in a drawer starting Monday. Walk the calendar honestly — quotes, approvals, the client who only calls you, payroll, a vendor decision, a bank signature. The day the first thing stops:

My number is __________ days. *(Most owners land under fourteen. Unlike dread, a number can be moved.)*

STEP TWO — SHRINK IT: ONE PAGE, FOUR ITEMS

1. **The pricing rubric.**
   One page: base price by tier + the five judgment calls you actually make when you adjust it, written as rules, not vibes. They're already in your head — you're transcribing, not inventing. Set a review threshold: your second quotes under the line, you review above it.

   Our tiers: ____________________________ My review threshold: $__________

2. **The authority one-pager.**
   Who can spend what, comp what, and sign what — without calling you. Real numbers, written down, handed out. A crisis doesn't need you on the phone; it needs a written yes that already exists.

   ____________________ can comp to $__________ · ____________________ signs POs to $__________

3. **A second signer.**
   Payroll, and the bank. Twenty minutes in the payroll portal plus a form at the branch — the single highest-value item on this page. Paychecks should never wait on one thumb, including yours.

   Second payroll signer: _______________________ Done at bank? __________

4. **The introductions.**
   The relationships that only ring your cell — key clients, the banker, the vendor who bends rules for you. One month of bringing your second along, one sentence at each stop: *"When you can't reach me, you call her. And she can say yes."* The page gives the rules; the introductions give the standing.

   The five calls that only come to me: ____________________________________

This isn't giving up the knowing. It's writing the knowing down — which is the only way it was ever really yours to give. *The fix is smaller than the fear.*

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