The Friday Scorecard

5 numbers. 10 minutes. Every Friday.

By Max Koz

THE NUMBER	WHO OWNS IT	TARGET	THIS WEEK	GREEN OR RED
1 **Cash in the bank** — What's in the account Friday at noon.				○ ○
2 **New sales booked** — Work sold this week, in dollars.				○ ○
3 **New leads** — New people who asked for a price or a call.				○ ○
4 **Done on time** — Jobs or orders out the door when you promised.				○ ○
5 **Times it came back to you** — Decisions your team brought back to you instead of making.				○ ○

1. Fill it in Friday. No meeting. Ten minutes.
2. One name next to every number. Not "the team."
3. Green? Leave it alone. Don't go looking for problems.
4. Red two Fridays in a row? It goes on Monday's meeting.

Print it. Try it for a month.