THE SHOP CONTROL SCORECARD: MULTI-POINT BUSINESS INSPECTION

A Self-Diagnostic Tool to Measure Operational Maturity & Identify Profit Leaks

MULTI-POINT SHOP INSPECTION

1. OWNER FREEDOM

Rate your ability to step away without the shop becoming a bottleneck.



1 2 3 4 5 6 7 8 9 10

RANKING SCALE (Low to High)

SCORE ☐

2. INSPECTION CONSISTENCY

Rate how consistently your team performs and sends digital inspections to every customer.



1 2 3 4 5 6 7 8 9 10

RANKING SCALE (Low to High)

SCORE ☐

3. SALES PROCESS

Rate your effectiveness in closing deferred work and maintaining a high average repair order.



1 2 3 4 5 6 7 8 9 10

RANKING SCALE (Low to High)

SCORE ☐

4. TEAM ACCOUNTABILITY

Rate how well your staff follows systems and hits measurable metrics without constant reminders.



1 2 3 4 5 6 7 8 9 10

RANKING SCALE (Low to High)

SCORE ☐

5. PROFIT DISCIPLINE

Rate your control over labor margins, cash flow, and the elimination of profit leaks.



1 2 3 4 5 6 7 8 9 10

RANKING SCALE (Low to High)

SCORE ☐

TOTAL SCORE & DIAGNOSIS

TOTAL SCORE: ___ / 50

Add your scores from the five categories above to find your Shop Dominance Zone.



FIND YOUR SHOP DOMINANCE ZONE

0-24: RED ZONE (FIREFIGHTER)	25-39: YELLOW ZONE (MANAGER)	40-50: GREEN ZONE (OWNER)
		
You are the hero, but the shop is burning you out; the business depends entirely on you.	You have a job, not a business; systems exist but require constant manual intervention.	You are in control; the shop is a predictable asset that runs with discipline.

NotebookLM