



Director Blind Spot Check

A short check for hidden pressure on business performance

You may be here because a result is off plan, pressure is building, or the business is busy without feeling fully in control. Choose one live issue, answer from evidence where possible, and write unclear if you do not know.

Company

Completed by

Date

Where is the pressure showing up most right now? Choose up to two.

- | | | | |
|---|--|------------------------------------|---|
| ☐ Sales / growth | ☐ Profit / margin | ☐ Cash flow | ☐ Delivery / capacity |
| ☐ Client retention | ☐ People / team | ☐ My time | ☐ Other <input type="text"/> |

Six questions

1	U UNDERSTAND THE NOW	How satisfied are you with current performance, and which result matters most?
<input type="text"/>		
2	N NAVIGATE THE PAST	Against what you planned by now, where is the biggest gap and what do you think is driving it?
<input type="text"/>		
3	I IMAGINE THE FUTURE	If the company were performing as you want in 12 months, what would be measurably different?
<input type="text"/>		
4	Q QUEST FOR CHANGE	What must change first to close that gap, and what is most likely to get in the way?
<input type="text"/>		
5	U UNCOVER THE TOOLS	What people, skills, information or support do you already have, and what is still missing?
<input type="text"/>		
6	E EXECUTE WITH IMPACT	What is the first meaningful action, who will own it, and by what date?
<input type="text"/>		

What to explore next

Use your answers to complete the two lines below.

The main issue I want to address is:

Before deciding what to do, I still need to understand:

Consider a closer look if two or more are true

- ☐ It is materially affecting profit, cash, customers, the team or my time
- ☐ It is likely to be worse in six months if nothing changes
- ☐ The people involved do not agree on the cause or the next step

Talk through your answers

Bring this completed check to a free 15-minute review. We will identify what remains unclear and agree one practical next step.

darren@uniquestrategies.co.uk

01908 663566

uniquestrategies.co.uk