Manage your early growth

Build repeatable work before increasing volume.

Make delivery consistent

Write a short checklist for the work customers depend on. Define what a completed job or order looks like and who checks it. Keep the process simple enough for staff to use during a busy day.

Choose useful measures

Track a small set of measures: enquiries, confirmed orders, repeat customers, delivery issues and cash received. Use consistent definitions so that comparisons mean something. Review causes as well as totals.

Select tools around the work

Identify the information you need before selecting software. Consider who will use it, which devices are available, connectivity and the records you need to export. Trial a tool with a small workflow before relying on it across the business.

Grow at a sustainable pace

Check whether people, suppliers and service quality can support extra demand. Review recurring problems before expanding. More sales are only useful when the business can fulfil them reliably and understand the resources they require.

A practical conversation guide. Adapt the steps to your business and location.

Your weekly operating review

Customers

What did customers ask for, return for or complain about?

Delivery

Which jobs were late, repeated or left incomplete?

Capacity

Where are staff, equipment or suppliers under pressure?

Money

What has been received, and which costs need attention?

Systems

Which repeated task could be made simpler or more reliable?

Next action

Choose one improvement, assign an owner and review its result.

MJE iNET connects businesses with its operating companies and digital projects. Tell us which workflow needs attention so we can discuss a relevant next step.

Start a conversation

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