CEO Assessment

From Financial Advisor to CEO · are you a technician or an enterprise builder?

Rate each statement from 1 (never) to 5 (always), based on how your practice runs today, not how you plan to run it. Click one circle per statement. In Adobe Acrobat or Reader your score, result and focus area fill in automatically on page 2.

Name _____ Date _____

1. Vision & Leadership	1	2	3	4	5
I have a written, multi-year strategic plan that guides my daily decisions.	○	○	○	○	○
My “Why” is documented and shared with my team and clients.	○	○	○	○	○
I lead my practice toward a vision rather than reacting to the needs of the day.	○	○	○	○	○

2. Strategic Focus & Leverage	1	2	3	4	5
I spend at least 20% of my week on CEO time: strategy, planning, and leadership.	○	○	○	○	○
I have a defined niche and I’m comfortable saying “no” to prospects who don’t fit.	○	○	○	○	○
I delegate low-level administrative and operational tasks to my team or technology.	○	○	○	○	○

3. Operational Scalability	1	2	3	4	5
My practice could serve clients well for 30 days if I were unavailable.	○	○	○	○	○
We have documented standard operating procedures (SOPs) for our core workflows.	○	○	○	○	○
Our growth comes from a repeatable acquisition system, not just my personal effort.	○	○	○	○	○

4. Personal Resilience	1	2	3	4	5
My well-being (sleep, exercise, breaks) is a scheduled, non-negotiable priority.	○	○	○	○	○
I stay focused and motivated even during market volatility.	○	○	○	○	○
I have clear boundaries that protect my personal and family time.	○	○	○	○	○

1 = never · 2 = rarely · 3 = sometimes · 4 = often · 5 = always

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Your results

Category scores

1. Vision & Leadership		/ 15
2. Strategic Focus & Leverage		/ 15
3. Operational Scalability		/ 15
4. Personal Resilience		/ 15

Total score

Your result

Scoring guide

12–24	**Solo Technician**	You have a job, not a business. Everything depends on your personal labour. Focus first on the CEO and COO parts of the book.
25–40	**Transitioning Practitioner**	You've started building a foundation, but you're still the main bottleneck. Focus first on the CMRO and CFO parts.
41–54	**Emerging CEO**	You think and act like a business owner, with gaps in scalability or risk. Focus first on the COO and CRLO parts.
55–60	**Enterprise Builder**	Your practice runs with professional management and strategic intent. Focus on impact and succession (CRLO).

Scoring by hand? Add the three ratings in each category for the category scores, add all twelve for the total, find your band above, and start with your lowest category.

Want help turning your score into a plan?

Book a free 20-minute call with Krystian, or take the full PracticeIQ Practice Assessment online for a detailed report across all five officer roles.

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