FOR U.S. SERVICE BUSINESS OWNERS

Is your business running you?

Four operational warning signs owners miss, and one Monday habit to fix them. Swipe →

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01

Only you can quote a job.

Pricing lives in your head, so every estimate waits on you and growth stalls at your own inbox.

TRY THIS WEEK

Write a one-page pricing sheet with ranges your team can quote from.

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02

The work is done. The invoice isn't.

Jobs close, but billing slips to the weekend, and cash arrives later than the work did.

TRY THIS WEEK

Set a same-day invoice rule for every completed job.

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03

Busy season feels like chaos.

Your team is overbooked one week and idle the next because no one compares demand to capacity.

TRY THIS WEEK

Spend 20 minutes weekly comparing booked hours to available team hours.

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04

Customers call asking where you are.

Missed windows and silent crews turn good work into bad reviews.

TRY THIS WEEK

Send a confirmation text the day before and an on-the-way text.

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The Monday Operations Check

Twenty minutes. Four questions. Save this slide.

1

Quote

One written pricing sheet, not a number in your head.

2

Invoice

Billed the day the job closes.

3

Capacity

Booked hours vs. team hours, checked weekly.

4

Communicate

Confirm and on-the-way texts, every job.

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Find your true north.

Clarity and precision, one Monday at a time. Come back to this check whenever work feels louder than it should.

Follow Northstar for practical business systems and growth insights.

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