Growth Friction is a Signal. What is it Telling You About Your Business?

Growth can expose weaknesses in an advisory firm's operating model. To build a business that scales without strain, it's important to first identify the points of friction.

The following pressure points can help reveal where to look next:

CAPACITY

Growth is creating more work, not more breathing room.

Has the operating model evolved enough to support the firm's growth?

CLIENT BASE

Different clients require different levels of time, attention, and service.

Is the service model designed for the business the firm is becoming?

SERVICE MODEL

What worked at one stage of growth is getting harder to deliver consistently.

How can the firm's service model scale without adding unnecessary complexity?

ECONOMICS

Revenue is growing, but margins aren't.

Why isn't the firm's growth translating into stronger economics?

LEADERSHIP

Too many decisions still depend on one person.

How can the business become less dependent on its founder as it scales?

TEAM

More people haven't translated into more leverage.

Is the team structure creating leverage or simply adding cost?

BENCHMARK THE BUSINESS YOU'RE BUILDING

Revenue tells part of the story. Benchmarking provides broader context for understanding your business's financial profile.

Our **Estimated Value Index** helps establish a baseline by comparing the firm's financial profile with similar advisory businesses.

See how your business compares. Establish a baseline.

Gain a clearer view of where your firm stands today.

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