

# JAMES SCHRAMKO

## A 5-Point Scaling Checklist

- 1. Examine your WHY** - Are you scaling just because you can? Are you chasing some sort of significance or recognition? Are you simply after financial security? None of these is a good foundation for growth. Have a values system or an identity that will anchor the expansion of your business. This will give you an ideal you are committed to and a long term goal for your efforts.
- 2. Consider the responsibility** - To make bigger revenue and profit, you need a bigger team, bigger processes, more financial outlay, possibly infrastructure and a bigger investment of time, energy and attention. Ask yourself if you're prepared for that.
- 3. Weigh the rewards** - If you're already running a seven-figure business, will making \$10 million a year significantly improve your situation or lifestyle? Or are you just taking on a bigger workload to achieve a number?
- 4. Design the kind of life you want** - Would more money at the price of time freedom and peace really fulfill you? Or would you be content with a comfortable, healthy living that provides for your future self and also gives you time for your loved ones and the activities you enjoy?
- 5. Work on your inner self** - A lot of our adult mindset comes from messages we may have internalized from family and events in our past. That thinking may be pushing you to scale for all the wrong reasons. A mindset coach and a period of space, silence and solitude can help you connect with your real self and recognize what it is that will truly make you happy. This will impact all areas of your life and set you up to make the right decisions for yourself and your business.

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