

# The Delivery Dependency Audit

Find out how dependent your agency is  
on you — and what it's costing you.

Most agency founders know something feels off. Delivery is heavier than it should be. Margin is fragile. Taking time off feels impossible. But without a clear diagnosis, it's hard to know where to start.

This 5-minute audit scores your delivery operation across five dimensions and shows you exactly where you're at risk.

## HOW TO SCORE EACH STATEMENT

- |                                    |       |
|------------------------------------|-------|
| ● Yes — consistently true          | 2 pts |
| ● Partly — sometimes, not reliably | 1 pt  |
| ● No — not in place                | 0 pts |

Maximum score: 30 | See page 3 for your results

No (0)Partly (1)Yes (2)Score \_\_\_\_

01 Systems & DocumentationSection total: \_\_\_\_ / 6

1.

My core delivery processes are documented so my team can follow them without asking me.

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2.

We have playbooks and templates my team uses consistently on every project.

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3.

A new team member could run a client project from kickoff to delivery using our documented processes.

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02 Decision-MakingSection total: \_\_\_\_ / 6

4.

My team makes day-to-day client decisions without needing my sign-off.

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5.

Clients work primarily with team members rather than coming directly to me.

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6.

I am rarely copied on routine client communications or project emails.

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03 Quality & OutputSection total: \_\_\_\_ / 6

7.

Delivered work meets client standards consistently, whether or not I'm closely involved.

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8.

I rarely need to fix or significantly rework output before it goes to clients.

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9.

My team handles client feedback and revisions independently.

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04 Capacity & GrowthSection total: \_\_\_\_ / 6

10.

Taking on a new client would not require me to personally work more hours.

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11.

In the past six months, I have not turned down opportunities because I didn't have capacity.

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12.

A key team member leaving would not cause a delivery crisis.

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05 Leadership & ContinuitySection total: \_\_\_\_ / 6

13.

I have at least one person who can lead a client engagement from start to finish.

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# Your Results

Find your score range below. Be honest with yourself — the founders who get the most from this are the ones who see it clearly and decide to act.

## 0 – 10

### Critical Dependency

Your agency runs on you. Right now, you are the delivery system — and that's a ceiling on growth, margin, and your own wellbeing. The risk isn't just burnout; it's that the business cannot operate without your direct involvement at every turn. This is fixable, but it needs to become your primary strategic focus.

## 11 – 20

### Moderate Dependency

You've built some foundations, but too much still flows through you. You're likely hitting an invisible ceiling — one that shows up as a feeling of being perpetually busy without the business actually scaling. The next phase of growth requires untangling you from the delivery engine.

## 21 – 30

### Low Dependency

Your delivery operation is reasonably independent. You've done the hard work of building systems and developing your team. The focus now should be optimising for margin and speed — not firefighting. There are likely still one or two critical gaps worth addressing before you scale further.

### What to do with your score

Whatever your result, the path forward starts with the same question: *what would need to be true for your agency to run well without you?*

[honeycombgrowth.co.uk](https://honeycombgrowth.co.uk) build delivery operations that are profitable, repeatable, and not dependent on any one person. If your score revealed a gap worth closing, I'd like to help.