

Sample report

A completed report built from invented answers for a made-up business.

This report was produced from invented answers for a made-up consulting business so you can see the finished output before completing your own assessment. The numbers below describe that invented business only. Your own results depend entirely on the answers you enter in the workbook.

Profit Leak Score

Measure	Result
Profit Leak Score (0–100)	55
Band	Significant
Scoring model	Scoring model 1.0.0
Currency	USD

A higher score means a larger potential leak. The score is calculated from the six category results and their fixed weights.

What could be recoverable

Result type	Estimated range
Estimated annual recovery opportunity	USD 19,581 – USD 30,000
Potential one-time invoice recovery	USD 1,800 – USD 2,560
Cash resilience	Risk-only — not monetized

These are three different kinds of finding. The annual figure is a recurring estimate, invoice recovery is one-time and is never added to the annual total, and cash resilience is risk-only: it is scored but never presented as recoverable money.

Category	Recurring estimate
Pricing	USD 8,400 – USD 14,400
Client profitability	USD 2,100 – USD 5,040
Expenses	USD 3,984 – USD 4,368
Capacity	USD 5,097 – USD 10,194

The three diagnosed priorities

Priority 1: Pricing

Category score	90
Severity	High risk
Effort	1–3 hours
Estimated opportunity	USD 8,400 – USD 14,400

A measured price change could improve the annual estimate without requiring more delivery hours.

Priority 2: Expenses

Category score	54
Severity	High risk
Effort	Under 1 hour
Estimated opportunity	USD 3,984 – USD 4,368

Removing low-value recurring costs could improve cash flow without adding sales work.

Priority 3: Invoices and collections

Category score	42
Severity	High risk
Effort	Under 1 hour
Estimated opportunity	USD 1,800 – USD 2,560

Earlier, consistent follow-up could improve potential recovery as invoices age.

The 30-day plan

Days 1–7

Action	How	Metric
Estimate a pricing scenario	Model one modest price increase and the potential effect of a small volume change.	One documented pricing estimate
List recurring expenses	Export recurring charges and mark the estimated use and owner of each one.	Recurring-cost list completed
Build an overdue action list	List every overdue invoice, confirm its age, and record an estimated next action.	100% of overdue invoices assigned an action

Days 8–14

Action	How	Metric
Test the price on new work	Use the proposed price on three suitable new quotes to see what could change.	Three quotes sent at the test price
Remove low-value costs	Cancel or downgrade costs whose potential value could not justify the estimate.	Monthly savings estimate recorded
Complete the first follow-up cycle	Contact each overdue customer and record the payment date they indicate could be met.	Every overdue account contacted

Days 15–30

Action	How	Metric
Review the pricing test	Compare acceptance and margin estimates, then record the potential next adjustment.	Acceptance and margin estimate recorded
Add a renewal check	Create a renewal reminder that could prevent potential subscription waste.	Renewal reminders set for retained tools
Tighten payment protection	Draft one deposit or reminder change and estimate its potential effect on future overdue balances.	One payment-policy change adopted

All six categories

Category	Score	Band	Metric to watch
Pricing	90	Critical	Average realized price and quote acceptance rate
Client profitability	55	Significant	Contribution margin by client or project
Invoices and collections	42	Watch	Overdue balance and average days to payment
Expenses	54	Significant	Recurring spend removed or renegotiated
Capacity	31	Watch	Recovered monthly hours put to productive use
Cash resilience and owner pay	50	Significant	Months of accessible operating cash and owner-pay consistency

How each category was calculated

Pricing — 90 (Critical)

Price-review timing, discounting, and likely underpricing can reduce contribution before delivery begins.

Weighted from price-review recency, discounted work, and your underpricing estimate.

The opportunity uses the achievable price uplift range for your reported underpricing. Discounting affects risk but is not monetized separately.

Client profitability — 55 (Significant)

Concentrated revenue, low-margin work, and unbilled rework can make strong sales less profitable than they appear.

Weighted from largest-client concentration, low-margin revenue, and rework burden.

The opportunity assumes a 5% to 12% margin improvement on reported low-margin revenue. Rework is estimated under Capacity to avoid double-counting.

Invoices and collections — 42 (Watch)

Older balances and weak payment protection can delay cash and increase collection risk.

Weighted from overdue exposure, typical payment delay, and the share of work protected by deposits or automatic payment.

The one-time estimate applies conservative age-band recovery factors and stays separate from annual recurring opportunity.

Expenses — 54 (Significant)

Unused recurring costs and infrequent reviews can quietly widen the gap between revenue and owner earnings.

Weighted from unused recurring cost and the timing of your last expense review.

Unused recurring cost is annualized directly. Review potential applies only to the remaining expense base.

Capacity — 31 (Watch)

Administrative work, rework, and demand pressure determine whether recovered time can become useful capacity or revenue.

Weighted from billable utilization, automatable administration, and current demand pressure.

Recovered time is valued at your effective revenue rate and adjusted for current demand; the high estimate is capped conservatively.

Cash resilience and owner pay — 50 (Significant)

Cash resilience is scored as risk, not recoverable revenue. A thin reserve or inconsistent owner pay can make ordinary volatility harder to absorb.

Weighted from cash-reserve months and the consistency of owner pay.

This is a risk-only category. Cash on hand is not presented as recoverable revenue.

Assumptions behind these estimates

- Estimates are based on your inputs and these assumptions; they are not a guarantee.
- Invoice recovery is a one-time opportunity and is excluded from annual recurring totals.
- Cash resilience is a risk-only finding and is not monetized.
- Capacity estimates assume recovered time can be converted into revenue at your effective revenue rate.

Important

Educational estimate based on your inputs and stated assumptions. Results are not guaranteed and are not accounting, tax, legal, investment, or fiduciary advice.