

Fractional CFO Assessment Questionnaire

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Please rate each statement on a scale of 1 to 5, where 1 is strongly disagree, and 5 is strongly agree. The examples provided are there to help guide you, you know your business best so please use them accordingly.

1 Financial Stability: Score []

- Our current cash reserves can comfortably cover at least six months of operational expenses.
 - Examples: [1] Struggling to cover monthly expenses, [3] Managing expenses but with little buffer, [5] Strong cash reserves for unexpected challenges.

2 Growth Aspirations: Score []

- We have a clear plan for expanding into new markets or launching new product lines in the next 12 months.
 - Examples: [1] No clear growth strategy, [3] Some ideas but lacking a comprehensive plan, [5] Detailed plan with identified growth opportunities.

3 Budgeting and Forecasting: Score []

- We consistently meet or exceed our financial targets and projections.
 - Examples: [1] Frequently falling short of projections, [3] Meeting targets but struggling with consistency, [5] Consistently surpassing financial goals.

4 Financial Decision-Making: Score []

- We often face complex financial decisions, such as securing funding, evaluating mergers and acquisitions, or entering strategic partnerships.
 - Examples: [1] Rarely involved in significant financial decisions, [3] Occasionally face challenges in funding decisions, [5] Regularly engage in complex financial strategies, such as mergers or partnerships.

5 Repeating Sales Plateau: Score []

- While our sales are steady, we've struggled to achieve more than a 10% growth rate over the past two years.
 - Examples: [1] No growth, [3] Some growth but below expectations, [5] Consistently achieving double-digit growth.

6 Full-Time CFO Load: Score []

- Our current full-time CFO is consistently working overtime to manage financial responsibilities.
 - Examples: [1] Zero, any overtime worked was able to be taken in the month, or was carried over at the request of the CFO to be used later, [3] Occasional overtime, once or twice a year there is a month when there is 1- 5 hours a month that aren't able to be taken, however all tasks are complete to everyone satisfaction and there are no outstanding action items carried to the next month [5] Consistently working overtime to meet demands. Every month (or more than 3 consecutive months) there is a need to work overtime, that time in lieu cannot be taken to offset a busy period.

7 Specific Project Needs:

Score []

- We are embarking on a specific project, like a fundraising campaign or system upgrade, that requires specialized financial expertise.
 - Examples: [1] No ongoing projects, [3] Engaged in some projects, [5] Multiple ongoing projects requiring financial expertise.

8 Strategic Planning:

Score []

- Our strategic plans include well-defined financial milestones and investment strategies.
 - Examples: [1] Limited financial consideration in strategic plans, [3] Some financial milestones but not comprehensive, [5] Detailed financial integration in strategic plans.

Calculating Your Results:

Financial Health Score:

Add up the scores from questions 1 to 4.

- Score Interpretation:
 - 4 - 8: Consider periodic engagement for financial health checks.
 - 9 - 12: Explore project-based Fractional CFO engagement.
 - 13 - 20: Consider continuous Fractional CFO support for financial stability.
 - 16 - 20: You're Rocking This! Your score indicates that the business is excelling, showcasing a strong financial foundation.

Growth Potential Score:

Add up the scores from questions 2, 5, and 7.

- Score Interpretation:
 - 3 - 6: Periodic Fractional CFO support for targeted growth projects.
 - 7 - 10: Consider engaging a Fractional CFO for specific growth initiatives.
 - 11 - 15: Explore continuous Fractional CFO support for sustained growth.
 - 13 - 15: You're Rocking This! Your score indicates that the business is experiencing impressive growth potential.

Operational Efficiency Score:

Add up the scores from questions 3, 6, and 8.

- Score Interpretation:
 - 3 - 6: Periodic Fractional CFO engagement for operational efficiency.
 - 7 - 10: Consider engaging a Fractional CFO for specific efficiency projects.
 - 11 - 15: Explore continuous Fractional CFO support for improved operational efficiency.
 - 13 - 15: You're Rocking This! Your score indicates that the business is experiencing impressive operational efficiency.