SMARTer Entrepreneurs

Everything still comes back to me

Five places to look, and how to choose where to start

Most owners built the business by being the person who knows. The trouble is that the business noticed, and now it asks you everything.

Score each option

Score each option twice, from 1 to 5. Help: 1 hardly at all, 5 a great deal. Easy to start: 1 very hard, 5 we could start this week. The highest total is where to start; if two tie, pick the one you will really do this month. In most PDF readers, the totals add up for you.

Option, and the sign it may fit you	Help (1 to 5)	Easy to start (1 to 5)	Total
1. Find out where your week really goes. You could not say how much of your week only you can do.			
2. Write down how the main jobs are done. The method lives in your head.			
3. Make clear who owns what. People ask you because nobody else is named.			
4. Hand over decisions, not just tasks. Work is delegated, but every decision comes back to you.			
5. Plan a business that runs without you. A fortnight away would feel like a risk.			

An example

The owner of a surveying practice kept a note of one ordinary week. Much of it went on questions others could have answered if the method had been written down. He wrote up the three he was asked most, and pointed people to those first.

This month I will

.....

You do not need the perfect choice, only a better place to start than the one you would have picked without this page.

Want to talk it through? Book a Discovery Call at smarterentrepreneurs.co.uk

© 2026 SMARTer Entrepreneurs. Shared for use in your own business. Please do not copy, adapt or distribute it without permission. Version 1, November 2026.