SMARTer Entrepreneurs

The same problems keep coming back

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

Some problems are solved so often they become part of the furniture, like the drawer that sticks and that everyone has learnt to lift slightly as they open it.

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 the real cause. Each fix deals with what you can see, not why it happened.			
2. Review what happened, then change something. Reviews happen, but nothing changes afterwards.			
3. Fix one thing a month. Improvement waits for a quiet spell that never comes.			
4. Fix the process, not the person. When something goes wrong, you look for who.			
5. Pick the one thing holding you back. Everything feels urgent, so nothing is fixed properly.			

An example

An accountancy practice kept chasing missing information from clients at year end. Asking why, several times over, led back to a checklist that went out too late. It now goes out a month earlier.

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.