SECOND IN COMMAND CLUB · LESSON 1 TOOL

The Force-Multiplier *Audit*

Honest answers here will show you exactly where your current support structure falls short.

Jake's mistake, common for Dreamers, was to see Sara as a solution to a workload problem. He built a list of tasks to offload. What Rusty taught him is that this mindset produces a helper, not a Driver. It may climb hills faster, but it doesn't move mountains.

The Force-Multiplier Audit is a simple diagnostic that helps you see the difference between the work that reduces your load and the work that multiplies your impact. Honest answers here will show you exactly where your current support structure falls short.

1 List your top three business goals for the next 12 months

Not tasks. Not projects. The actual mountains you are trying to move, the outcomes that will change the trajectory of the business.

2 List every person currently supporting your work

Include everyone: assistants, managers, fractional hires, contractors. Every person whose work is meant to help yours.

3 For each person, categorize their primary contribution

Are they reducing your workload (taking tasks off your plate) or multiplying your impact (enabling you to do things you could not do alone)?

PERSON	REDUCES LOAD	MULTIPLIES IMPACT

4 Ask the multiplier question

For each person in the 'reducing workload' column: is their work directly connected to one of your three goals? If yes, can it be elevated? If no, is it truly essential?

5 Identify the gap

Where do your top three goals have no multiplier behind them? That gap is where your Driver needs to be now, or aspire to.