

Compliance Profit Readiness Checklist & Scorecard

Use this checklist to assess your readiness to generate referral commissions using the Compliance Profit system. Score yourself honestly. Clarity comes before scale.

FOUNDATION

- ☐ I understand the ADA compliance and why its important Score (0–5): _____
- ☐ I know the role of referrals vs. selling services directly Score (0–5): _____
- ☐ I can explain the value in simple, non-technical terms Score (0–5): _____
- ☐ I have reviewed at least one real compliance lawsuit example Score (0–5): _____

LEAD DISCOVERY

- ☐ I can identify at-risk businesses using Google or AI tools Score (0–5): _____
- ☐ I know which industries respond fastest Score (0–5): _____
- ☐ I can quickly qualify a business as high or low priority Score (0–5): _____
- ☐ I maintain a simple lead list or spreadsheet Score (0–5): _____

OUTREACH & EMAILS

- ☐ I understand the psychology behind 'scare them straight' emails Score (0–5): _____
- ☐ I can send compliant, ethical warning-style emails Score (0–5): _____
- ☐ I know how to follow up without sounding desperate Score (0–5): _____
- ☐ I can recognize buying signals in replies Score (0–5): _____

HANDOFF & REFERRALS

- ☐ I know when and how to pass leads to partners Score (0–5): _____
- ☐ I understand commission structures Score (0–5): _____
- ☐ I avoid technical explanations during handoff Score (0–5): _____
- ☐ I track referrals sent Score (0–5): _____

SCALING & SYSTEMS

- ☐ I understand when to outsource Score (0–5): _____
- ☐ I know how to reinvest commissions Score (0–5): _____
- ☐ I have considered upsells or additional services Score (0–5): _____
- ☐ I follow a repeatable daily process Score (0–5): _____

SCORING

Add up your scores.

Maximum Possible Score: 100

0–25% : Foundation not set — focus on understanding first

26–50% : Early momentum — refine messaging and lead selection

51–75% : Ready to earn — tighten systems and scale outreach

76–100%: Operator level — systemize, outsource, and multiply

NEXT STEPS

Low scores reveal issues that should be addressed. Fix those first.