

\$100K to \$500K

You've got a business, that can't run without you

Revenue is real now, but you are the product, the sales team and the support desk. Every week is a scramble, growth stalls the moment you look away, and hiring feels like a risk you can't afford. You're busy, not scaling.

What's in this stage's playbook

- The "what to delegate first" audit, the 3 roles to hire before any other
- Documented systems so quality doesn't depend on you doing it yourself
- A hiring framework built for a first-time manager, not an HR department
- How to keep growing while you're one step removed from every deal

You need systems and a first team so it runs without you in every seat.