

Score Your Real Week

OSLO Quiz · Apply-It Worksheet · OPTIMUS

Score Your Real Week

OSLO: Offers, Sales, Leads, Operations. Four pillars, strict order — and at any moment exactly ONE of them is your bottleneck. The quiz told you how to find it; this sheet makes you find it in your actual week.

Scope: one coffee. 8-12 minutes, a pen, one real situation. No hypotheticals.

1 · The situation

Describe the constraint you FELT this week — the thing that made growth feel stuck. Where does the friction actually show up?

2 · Apply the framework

Score each pillar for your business as it ran THIS week, 0-5 (0 = broken, 5 = humming):

Offers — is the thing you sell packaged, priced, and converting when seen? Score: _____

Why: _____

Sales — does interest reliably become revenue (pipeline, follow-up, close)? Score: _____

Why: _____

Leads — is the top of funnel full without heroics? Score: _____ Why: _____

Operations — does fulfillment keep the promise without you in every loop? Score: _____

Why: _____

The OSLO rule — the bottleneck is the FIRST low score in O→S→L→O order (founders love fixing Leads when the Offer is the leak):

My real bottleneck pillar this week is: _____

3 · What changes now?

One concrete action, small enough to start **today**. Make it a pillar play, not a vague vow — one move on your bottleneck pillar only.

I will: _____

By (date): _____

4 · Where else does this apply?

Name the *next* place in your work the same framework fits. (This is your seed for next week.)

Finished this? Next time you land in the portal, the recommender will surface your next series. Keep the sheet — revisit it next week and see what moved.