

# NEW SERVICES ENGINEERED

This easy-to-use sheet will help you to determine if you're ready to implement additional services in your business! The matrix helps you check mark your way down a pathway to provide visibility for making the best decision. Follow the graphic to ensure that you have all the right equipment, money, processes, and people in place to grow.

**MY BUSINESS IS:**

**MY CUSTOMERS ARE:**

**SERVICE I WANT TO ADD:**

	YES	NO
Can I offer this service to my existing customers?	<input type="checkbox"/>	<input type="checkbox"/>
Will I need new customers?	<input type="checkbox"/>	<input type="checkbox"/>
Will I need to do marketing for this service?	<input type="checkbox"/>	<input type="checkbox"/>
Will I need new tools or equipment?	<input type="checkbox"/>	<input type="checkbox"/>
Will I need to hire more people to deliver this service?	<input type="checkbox"/>	<input type="checkbox"/>
Will I need permits or licensing?	<input type="checkbox"/>	<input type="checkbox"/>

**If I need new equipment that must be purchased for this new service, how do I calculate the ROI?**

Equipment Cost:

Average Service Ticket Using This Equipment:

Is my competition using this equipment?

Yes, I will purchase this equipment on this date:

Yes, I will add this new service on this date: