



3 STEP REVOPS SELF ASSESSMENT

Score yourself on the 3 Key Elements of RevOps Science: Progress, Process, and Performance.

Revenue Operations (RevOps) is the engine that aligns sales, marketing, product and customer success for recurring revenue growth.

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THE 3 ELEMENTS OF REVOPS SCIENCE

To scale revenue, you need a clear and aligned strategy across three startup elements: Progress, Process, and Performance.

Let's see where you stand.



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1. PROGRESS (ARE YOU BUILDING FOR SCALE?)

How clear are your revenue goals?

- 1 – Not at all clear
- 2 – Somewhat clear, but needs work
- 3 – Fully clear, specific, and measurable goals

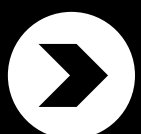
Are your growth metrics aligned with revenue outcomes?

- 1 – No alignment
- 2 – Somewhat aligned
- 3 – Fully aligned with every team

Your Score: _____ (Add your total score here)



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2. PROCESS (DO YOU HAVE A SCALABLE SYSTEM?)

Does each part of your startup have revenue outcomes as part of their dashboards (sales, marketing, product customer success)?

- 1 – Isn't that just Sales job?
- 2 – Metrics yes, revenue outcomes no.
- 3 – Defined, metrics that lead to recurring revenue

Does each part of your startup have set timelines to produce recurring revenue (sales, marketing, product customer success)?

- 1 – We have sales goals/quotas
- 2 – Some but not all, have revenue timelines
- 3 – Tracking all timelines each area and project and optimizing based on data

Your Score: _____ (Add your total score here)



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3. PERFORMANCE (ARE YOU EXECUTING EFFECTIVELY?)

Are you executing your revenue projects effectively with clear owners and timelines?

- 1 – No clear strategy or execution plan
- 2 – A strategy, but execution is inconsistent
- 3 – Well-executed projects with owners and timelines

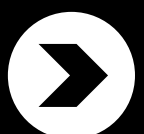
Do you have active revenue-driving projects in place, and are they moving the needle?

- 1 – No active projects
- 2 – Some projects, but results are slow
- 3 – Multiple projects actively driving growth

Your Score: _____ (Add your total score here)



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Your Results

YOUR TOTAL SCORE: _____ (SUM YOUR POINTS)

- 9-12: You're on the right track! But there's room to scale faster.
- 5-8: You're in the right direction but need a stronger RevOps foundation.
- 0-4: You're missing key elements of your RevOps strategy — it's time to rethink.

What's Next?

Now that you've assessed your RevOps setup, let's take it to the next level. Book a call with JJM to get a personalized RevOps Strategy Blueprint for scaling your startup!

BOOK YOUR FREE CALL WITH JJM NOW: WWW.JONATHANJMENTOR.CO



Want To Bring Real Revenue Growth To Your Startup?

We're Building Economic Power, Visibility, And Recurring Revenue For Underrepresented Founders.

From global stages to intimate workshops, he turns Revenue Operations into replicable systems. Arm your startup, accelerator, and VC firm with the strategies to build profitable tech ecosystems.

Book Jonathan to Speak

Get Growth Coaching

Schedule a Consultation