

ENTREPRENEUR OPERATING PACK

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author: "Abraham of London"
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excerpt: "A comprehensive pack containing a 30-60-90 plan, a financial triage
checklist, and key decision-making frameworks."
subtitle: "The one-pager to keep you honest"
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<Callout tone="key" title="The Entrepreneur's Core Discipline">
  The true test of a founder is not in the launch, but in the discipline of
the
  weekly rhythm. This pack provides the minimum viable operating system for
  founders who prioritize sanity and long-term endurance over chaotic speed.
</Callout>

## I. The Weekly Operating Rhythm (WOR)

Every week must begin with clarity and end with accountability. Use the Weekly
Operating Rhythm (WOR) to enforce structure and prevent decision fatigue.

### Daily Blocks

- **Deep Work:** 3 hours maximum of focused, high-leverage activity.
- **Interface:** 2 hours maximum for calls, meetings, and emails.
- **Review:** 30 minutes minimum for self-audit and planning the next day.

### Weekly Flow

1. **Monday (Plan):** Set the top 3 objectives (O3). Clear the inbox.
2. **Wednesday (Triage):** Mid-week pulse check. Address the top operational
risk.
3. **Friday (Accountability):** Review O3 progress. Financial pulse check
(Cash/Forecast).

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## II. The Financial Triage Checklist

In times of uncertainty, clarity on cash is non-negotiable. This list is a
survival checklist for cash-conservation mode.

<ol>
  <li>**Cash Runway:** How many days until $0? (Must be visible daily).</li>
  <li>
    **Customer Value:** Which 20% of customers drive 80% of revenue? Call
them.
  </li>
  <li>**Burn Rate:** Which 3 expenses can be eliminated today?</li>
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<li>Covenant Check: Are we compliant with bank/board agreements?</li>
</ol>
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III. 30-60-90 Day Planning

Use this framework to align your team and board on immediate, measurable goals.

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<Callout tone="info" title="The Three Horizons">
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  * 30 Days (Triage): Immediate cash and operational stability. What must
    not fail? * 60 Days (Stabilization): Process hardening and resource
    alignment. What 3 systems need to be implemented? * 90 Days (Horizon):
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The
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  market opportunity and key partnerships. What is the single biggest win we
  can
  capture?
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