

Revenue Meeting Reliability Benchmark

Domain Methods

WHAT THIS WORKSHEET IS FOR

Use this in one live working session to score whether a recurring revenue or executive reporting meeting runs from a stable metric pack or still depends on rescue work.

1. DEFINE THE MEETING IN SCOPE

- Recurring meeting being scored: _____
- Core metric pack in scope: _____
- Which number still gets translated live? _____
- Why this meeting matters now: _____

2. SCORE THE SIX DIMENSIONS FROM 1 TO 3

- Metric-pack stability: does the room start from the same packet each cycle?
- Pre-meeting rework: how much spreadsheet cleanup or manual stitching still happens before the meeting?
- Definition stability: do the same metric labels keep the same meaning from one meeting to the next?
- Owner clarity: is one person or role clearly allowed to settle open metric disputes before the room starts?
- Confidence labeling: are numbers clearly directional, decision-grade, or board-grade before they get used?
- Repeat-caveat rate: does the same caveat or reconciliation warning keep returning every cycle?

3. DIAGNOSE THE REPEATED MEETING DRAG

- Which caveat gets repeated most often? _____
- Which spreadsheet or export still acts like hidden production? _____
- Which metric still changes meaning under pressure? _____

- Which decision owner is still fuzzy? _____

4. SCORE BANDS

- 6 to 8 = Operationally reliable

- 9 to 13 = Usable but politically expensive

- 14 to 18 = Fragile / heroics required

- Current total: _____

5. NAME THE NEXT MOVE BEFORE THE NEXT MEETING

- First fix: metric pack / caveat rule / owner authority / confidence label / reconciliation path

- Named owner for the fix: _____

- What should stop being translated live? _____

- What confidence label should the room use next time? _____

SUGGESTED ROUTES

- Use Three Teams, Three Numbers when different functions still bring defensible versions of the same number.

- Use Translate the Ask when the room keeps asking for a cleaner answer before anyone agrees on the real decision it should support.