

Business Constraint Diagnostic

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Quick Answer. Every business has one binding constraint at any given moment. Growth comes from finding it, fixing it, and then moving to the next. The diagnostic in this resource isolates the constraint instead of treating symptoms.

What This Resource Covers

- The four constraint categories: revenue, cost, execution, scale
- Signal questions for each category to surface the real bottleneck
- How to distinguish a symptom from the constraint
- The repair-and-remeasure loop that keeps the business compounding

Who It Is For

- Owners who feel busy without progress
- Executives juggling multiple initiatives with diluted attention
- Operators inheriting a business that has plateaued

Revenue Constraint

Not enough qualified pipeline reaching close-ready conversations. Signals: ad spend rising while close rate is flat, sales calendar half-empty, referrals carrying the business.

Cost Constraint

Margin is shrinking faster than revenue is growing. Signals: rising vendor costs, labor leakage, unbilled scope creep, no visibility into per-engagement profitability.

Execution Constraint

The team cannot reliably deliver what is sold. Signals: missed deadlines, rework, escalations, key-person dependency, owner pulled into delivery.

Scale Constraint

The current operating model breaks at the next revenue tier. Signals: hiring does not produce capacity, owner becomes the bottleneck for every decision, systems held together by spreadsheets.

How To Use It

- 1 Answer the signal questions for each of the four categories

- 2 Select the single category with the strongest signal
- 3 Design a 60-day repair sprint focused only on that constraint
- 4 Re-run the diagnostic and identify the new binding constraint

Related Framework

This diagnostic is most often paired with SOAR™, Iron Eagle's Business Optimization Framework.

Methodology references: LocalAI Catalyst™ — AI Audit System; SOAR™ — Business Optimization Framework; WING™ — Digital Visibility Framework; EAGLES™ — Business Growth Methodology.

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