Is Your Business Ready for AI?

The PAID LLC AI Readiness Scorecard

Contents

Who this is for: Business owners and operators who want to know exactly where they stand with AI -- and what to do next **What you'll learn:** Your current AI readiness score, what it means for your business, and the single most valuable next step to take **Time to complete:** ~5 minutes

How to Use This Scorecard

Answer each of the 10 questions below honestly. There are no right or wrong answers -- only accurate ones. Assign yourself the score for each response, then total your points at the end.

Your score will place you in one of three tiers, each with a specific recommended action.

Part 1: Awareness and Mindset

Question 1: How familiar are you with AI tools like ChatGPT, Claude, or Gemini?

Response	Points
I've never used them	0
I've tried them once or twice but don't use them regularly	1
I use one of them at least weekly for work tasks	2
I use multiple AI tools as a regular part of my workflow	3

My score for Q1: ___

Question 2: When you think about AI in your business, which best describes your current position?

Response	Points
I'm skeptical -- I'm not sure AI applies to my business	0
I'm curious but haven't found a practical place to start	1
I've identified a few areas where AI could help, but haven't acted	2
I'm actively experimenting and looking to scale what's working	3

My score for Q2: ___

Part 2: Operations and Workflow

Question 3: How much of your team's weekly time goes to repetitive, manual tasks (data entry, copy-paste, recurring emails, report assembly, etc.)?

Response	Points
Less than 1 hour per person per week	0
1-3 hours per person per week	1
3-6 hours per person per week	2
More than 6 hours per person per week	3

My score for Q3: ___

Question 4: Do you have documented processes (SOPs, checklists, or templates) for your most common workflows?

Response	Points
No -- most processes live in people's heads	0
A few key processes are documented	1
Most core processes are documented	2
We have detailed documentation for nearly all key workflows	3

My score for Q4: ___

Question 5: How would you describe your team's comfort level with learning and using new digital tools?

Response	Points
Very low -- new tools usually cause friction and resistance	0
Low -- adoption is slow but possible with support	1
Moderate -- most team members adapt within a few weeks	2
High -- the team actively seeks out useful new tools	3

My score for Q5: ___

Part 3: Data and Content

Question 6: Does your business regularly produce written content (emails, reports, proposals, social posts, documentation)?

Response	Points
Rarely -- we have minimal written output	0
Occasionally -- a few times per month	1
Regularly -- multiple times per week	2
Constantly -- writing is a major part of daily operations	3

My score for Q6: ___

Question 7: How would you describe your current use of data in decision-making?

Response	Points
We make most decisions based on experience and gut feeling	0
We look at some metrics but inconsistently	1
We track key metrics and review them regularly	2
We have dashboards and make data-driven decisions routinely	3

My score for Q7: ___

Part 4: Strategy and Investment

Question 8: Has your leadership team discussed AI as a strategic priority in the last 6 months?

Response	Points
No -- it hasn't come up	0
It's come up informally but there's no plan	1
We've discussed it and agree it's important, but haven't acted	2
We've discussed it and have at least one active initiative underway	3

My score for Q8: ___

Question 9: What is your current budget posture toward AI tools and training?

Response	Points
No budget -- we'd need to build a case first	0
Small budget available ($500 or less)	1
Moderate budget available ($500-$5,000)	2
Meaningful budget available (>$5,000) for the right opportunity	3

My score for Q9: ___

Question 10: If you implemented AI in one area of your business this quarter, what would that area be?

Response	Points
I don't know -- I haven't thought about it at that level	0
I have a general sense but can't name a specific process	1
I can name one specific area or process	2
I can name two or more specific areas with clear use cases	3

My score for Q10: ___

Your Total Score

Add up your scores from all 10 questions.

Total: ___ / 30

What Your Score Means

0-9 Points: AI Curious

You're aware that AI is becoming important, but you're in the early stages of figuring out how it fits your business. That's completely normal -- and a good position to be in, because you're asking the right questions.

What this means: Your business isn't yet set up to absorb AI implementation at scale. The right move is building the foundation first: documenting your core processes, identifying where time is being lost, and getting hands-on with one or two basic AI tools.

Your recommended next step: Book a free 15-minute call with PAID LLC. We'll identify the one area where AI could deliver the fastest return in your business -- no commitment, no pitch, just a clear answer.

10-19 Points: AI Ready

You have the operational awareness and organizational readiness to start implementing AI meaningfully. You know where time is being wasted, your team can adapt, and you have a general sense of where AI fits -- you just haven't connected the dots yet.

What this means: You're in the highest-value window for AI adoption. Businesses at this stage that act now will build a significant efficiency advantage over competitors who wait. The risk is spending time on the wrong tools or initiatives.

Your recommended next step: A focused AI strategy session with PAID LLC will give you a prioritized roadmap -- the specific workflows to automate first, the tools to use, and a 90-day implementation plan. Most clients in this tier see ROI within the first 30 days.

> **Get started:** Visit **paiddev.com/contact** or email hello@paiddev.com to book your AI Strategy Session. Starting at $1,500.

20-30 Points: AI Active

You're already operating at a higher level than most businesses your size. Your team is comfortable with technology, your processes are documented, and you've started experimenting with AI. Now it's about scaling what's working and closing the gaps.

What this means: You're ready for implementation, not just strategy. The next step is connecting your tools, automating your highest-volume workflows, and training your team to own the systems you build.

Your recommended next step: PAID LLC's AI Implementation & Development service is built for businesses like yours -- we build the custom workflows, integrations, and automations, then train your team to run them. The result is measurable time savings and a competitive advantage that compounds over time.

Get started: Visit **paiddev.com/contact** or email **hello@paiddev.com** to scope your implementation. Starting at $5,000.

What Happens After You Score

Regardless of where you landed, the most important thing is to take one concrete step this week.

If your score surprised you -- higher or lower than expected -- that's worth exploring. AI readiness isn't just about tool familiarity; it's about operational clarity, team readiness, and strategic alignment.

PAID LLC exists to close that gap: from wherever you are now to an AI-enabled business that runs faster and smarter.

About PAID LLC

PAID LLC (Performance Artificial Intelligence Development) helps small and mid-sized businesses understand, deploy, and maximize AI -- turning complexity into performance.

We offer:

- **AI Strategy Consulting** -- Starting at $1,500
- **AI Implementation & Development** -- Starting at $5,000
- **AI Team Training** -- Starting at $500
- **Digital Guides** -- Self-serve resources at paiddev.com/digital-products

Contact: hello@paiddev.com | **Website: PAID**dev.com

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> *This scorecard is a self-assessment tool for general guidance only. Results are not a guarantee of outcomes. Individual business results depend on a wide range of factors beyond AI readiness.*

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