

: Designed Happy

A free printable

Fit Score

We are about to try to quantify something that is traditionally impossible to quantify – comparing services. In the book, we discussed how comparing service providers is difficult because the services are never exactly the same. Because of that, what we are going to focus on is your opinion of the service.

Each category below has two places for you to provide information – weight and grade.

Weight

This is how much you value the category on a 1-5 scale. For example, if communication is extremely important to you, then you would give it a weight of 5. If it isn't important at all, you would give it a weight of 1. The weight you give a category should be consistent for every professional you talk to.

Grade

This is your opinion of how each professional ranks in each category. For example, if they are an excellent communicator, they would get a 5, and if they are an awful communicator, then they would get a 1.

Once you have a weight and grade for a category, you simply multiply the two numbers together to get the subtotal for that category. For example, for Professional A, if I had a weight of 5 for communication (which I would because it is very important to me) and a grade of 4, then that category for Professional A would have a subtotal of 20. If Professional B wasn't quite as good of a communicator, then I might give them a grade of 3, which would make their subtotal for that category 15.

Once you have the subtotal for each category, you add them all up to get the Fit Score for that professional. Each person you talk to will have their own Fit Score, and if you do this exercise honestly and consistently, you will have quantified fit. The higher the number, the more likely that professional will be a fit.

If there is more than one person who will be a part of the decision-making process, then each of you should fill out your own Fit Score sheet. Then after all of your conversations, you can compare scores. If you have similar scores, then great, you're on the same page! If you don't, then you should get on the same page before hiring someone. It's going to be hard to have a great experience if your own household isn't aligned.

There are categories that I have filled in for you, but in case there is something important to you that I haven't included, I have left two categories blank. If it is helpful for you, write in your own category. If not, you can treat the blank categories the same way the writers of Family Matters treated Judy Winslow – forget they ever existed.

Name of company: _____

Name of representative: _____

Date of conversation: _____

Category	Weight (1-5)	Grade (1-5)	Subtotal (W x G)
Company Type			
Contract Type			
Contract Variables (allowances/change orders)			
Timing (when can they finish)			
Personality			
Communication			
Detail Oriented			
Scope/Company			
Budget			
Value			
Trust			
Will they be fun to work with			
Fill in your own			
Fill in your own			
FIT SCORE			



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