CHAPTER 22 ALOK'S RHYTHM • WEEKLY EXECUTIVE AUDIT

RHYTHM-CH22-AUDIT

Alok's Rhythm: Sunday Evening Telemetry Audit & Scorecard Rhythm

The exact 30-minute Sunday evening audit ritual practiced by Alok Kumar to maintain absolute sovereign accountability, track commercial trajectory, and guarantee focused momentum into Monday morning.

RHYTHM ID	AUDIT WINDOW	DURATION	OUTPUT
RHYTHM-CH22-AUDIT	Sunday 17:00 - 17:30	30 Minutes Exact	Signed Weekly Audit

1. THE 30-MINUTE SUNDAY TELEMETRY CADENCE

AUDIT AGENDA

Follow this minute-by-minute schedule to complete your executive review without cognitive fatigue.

TIME WINDOW	AUDIT COMPONENT	ACTION ITEMS	VERIFICATION BENCHMARK
17:00 – 17:06	Time & Hours Audit	Audit Toggl / Google Calendar against 15-hr budget	Zero unauthorized meetings
17:06 – 17:12	Pipeline Audit	Count active triage threads and surgery calls	Minimum 3 surgeries scheduled
17:12 – 17:18	Financial & Cash Audit	Log cash collected, pending installments, and margin	90%+ Net take-home margin
17:18 – 17:24	Delivery Health Audit	Review client milestone progress and feedback requests	Zero delayed async reviews
17:24 – 17:30	Monday Sprint Lock	Write down the single task for Monday 09:00 build block	One clear high-leverage target

2. THE 3 DIAGNOSTIC CORRECTION LEVERS

CORRECTION PLAYBOOK

When metrics deviate from healthy benchmarks, pull these specific operational levers:

01 **If Signal Is Low (<5 Inbound Leads)**

Your authority post lacked sharp contrast or named commercial mechanism. Schedule an acute crucible scar breakdown on Wednesday.

02

If Surgery Bookings Are Low (<2 Calls)

Your triage questions in DMs are too passive. Apply the 3 Bleeding Bottleneck questions immediately upon prospect engagement.

03

If Close Rate Is Low (<33% Enrolled)

You are pitching features rather than diagnosing financial friction. Spend 30 minutes of call asking diagnostic questions before presenting the agreement.