BACKLOG TRUTH TEST

Start with the next 20 open jobs.
Count work the crew can actually perform.

READY NOW	READY SOON	BLOCKED	FUTURE
Can be released with a reasonable path to completion.	Known item expected before a named date.	Cannot move until a specific problem is removed.	Real work outside the current planning window.

Company: _____ **Review date:** _____ **Effort unit: crew-hours / tech-hours / visits / crew-days** **Available capacity:** _____

Job / customer	Type	Real?	$ left	Effort left	Condition	Missing item / constraint	Owner	Check date	Expected release	Next move
1										
2										
3										
4										
5										
6										
7										
8										
9										
10										
11										
12										
13										
14										
15										
16										
17										
18										
19										
20										

Weekly finish: Remove completed, canceled, and duplicate records. Compare READY NOW effort with real capacity. Ask: **How much executable work do we really have?**

Free trade execution tools
sub-structure.com/tools