

VAULT CORPORATION

Find the Leak. Fix the Weakness. Rebuild the Revenue.

SPECIMEN REPORT · ILLUSTRATIVE WORKED EXAMPLE
THE VAULT REVENUE LEAK AUDIT

THE SELF-AUDIT

Specimen Report

What a completed Self-Audit looks like. The profile is illustrative; the methodology is canonical.

OUR MISSION

We bring the revenue you ought to have.

This specimen shows the shape of a finished diagnostic — the leakage range, the HARVEST stage scores, the WHALE Code™ read, the named leak category, the top remediation priorities, and the recommended next move. The full self-administered Self-Audit (USD \$497) scores your own practice across all forty-five questions.

MARCUS LIM · FOUNDER & CHIEF EXECUTIVE · VAULT CORPORATION

THE SUBJECT

Sarah Chen — illustrative.

Senior Private Banker · Singapore · 12-year tenure. A composite profile built to demonstrate the deliverable. No real client is depicted.

WEIGHTED SCORE	ANNUAL LEAK ESTIMATE	RECOMMENDED PULL-THROUGH	CALIBRATION CONFIDENCE
3.4 / 5.0	\$340K–580K	THE MASTERY	MEDIUM

A 3.4 weighted score places this operator in the FUNCTIONAL-to-CRITICAL band: a strong, experienced banker leaking a material share of attainable revenue to a handful of structural gaps. The leak is closeable — and the recommended path is structural, not self-directed.

STAGE SCORES

HARVEST, stage by stage.

Each stage's weighted average against the UHNW elite standard. Hunt and Attract carry the heaviest weights because early-stage failures compound downstream.

STAGE	WEIGHT	STAGE AVG / 5	READ
H · HUNT	1.4x	2.8	Target selection is reactive; no written ICP. The biggest weighted leak.
A · ATTRACT	1.3x	3.0	Competent footprint, no compounding inbound gravity.
R · RESEARCH	1.2x	3.2	Good instincts, inconsistent Attack Sheets; buyer read intuitive, not structured.
V · VALUE	1.1x	3.6	Strong articulation; softens on price under pressure.
E · ENGAGE	1.0x	3.5	Solid rhythm; uniform cadence rather than profile-calibrated.
S · SECURE	0.9x	3.8	Reads commitment well; occasionally discounts at the decision moment.
T · TEND	0.8x	4.0	Genuine strength — deep, durable top-tier relationships.

THE WHALE CODE™ READ

Handler profile × buyer pairing.

The WHALE Code™ reads both sides. From the Handler Read, this operator profiles as a **Relationship Builder** (primary) with a **Long-Game Steward** secondary — warm, patient, trust-led, continuity-led. That is the engine behind the strong TEND score.

Run live with the SIGNAL Buyer Read, roughly 40% of her top whales resolve to **Fast** and **Status** buyers — decisive, momentum-led, recognition-seeking. That pairing is High-Risk for a Relationship Builder: she over-services the trust-led buyers who are already loyal and under-presses the fast, status-led buyers who read her patience as low energy. The mismatch is the hidden driver of the HUNT and VALUE leaks.

HER NATURAL MATCHES

Trust · Committee · Legacy buyers — relationship-led, patient, continuity-minded. Her retention here is elite.

HER HIGH-RISK PAIRINGS

Fast · Status buyers — want speed, proof, and recognition. She loses momentum and discounts to keep the room warm.

THE CALIBRATION

With Fast/Status buyers: open with the recommendation, name the price and hold, signal seniority early. Reach outside the natural style — or reassign.

THE TRUE LEAK CATEGORY

Name it correctly, or the fix reverts.

Every leak is classified Strategic, Operational, Behavioural, or Cultural. The category determines the fix — and most operators misdiagnose a Strategic leak as a Behavioural one (“I just need to close harder”), apply training, and revert in 90 days.

SURFACE READ	TRUE CATEGORY · STRATEGIC	WHY IT MATTERS
Behavioural — “Sarah should hold price and push the fast buyers harder.” The easy, wrong diagnosis.	Target selection + pairing. She is pursuing buyers her natural style misfits, with no written ICP to filter them. Coaching cannot fix a structural mismatch.	Train the behaviour and it reverts; fix the strategy (ICP + deliberate calibration, or reassignment) and the leak closes durably.

TOP THREE LEAKS

Sequenced by impact and fixability.

#	QUESTION	SCORE	FIRST REMEDIATION MOVE
1	Q01 · ICP Discipline (HUNT)	2	Write a one-page, criteria-based ICP. Decline two unfit-but-attractive pursuits this quarter.
2	Q29 · Cadence Calibration (ENGAGE)	3	Tag the top 10 whales by buyer profile; build a Fast-buyer cadence distinct from the Trust-buyer cadence.
3	Q24 · Pricing Confidence (VALUE)	3	Name the price once, then hold ten seconds of silence. Stop volunteer-discounting before the ask.

RECOMMENDED PULL-THROUGH

At ~32% leakage with a structural (not behavioural) root cause, self-work has limited leverage. The path runs **The Foundation** (\$1,997) to internalise HARVEST and the WHALE Code™ v4, then **The Accelerator** (\$11,997, the live 2-day intensive), to **The Mastery** (\$39,997) — the 4-day Singapore immersion with direct 1:1 work with Marcus on her own book, where the pairing strategy and ICP get rebuilt against her real whales.

This is a specimen. Your own Self-Audit (USD \$497) scores your practice across all forty-five questions and produces your leakage range, your WHALE Code™ read, your named leak category, and your recommended next move. — Marcus

OUR VISION

Every business operating at the ceiling it was built for.