

VELLEKOR

BUILD WHAT STANDS.

What would you find out about last?

A ten-minute check you can run on your own business.

Most things that go wrong in a growing company get found by a customer, a deadline, or a payment that has already left the building.

Not because nobody was paying attention. Because the thing that went wrong lived in a record nobody had a reason to look at.

We call that a **detection gap**.

A record has a detection gap when nobody can name the point where a wrong value would surface — before it reaches a customer, a deadline, or something you cannot undo.

The check

Pick one record. A spreadsheet, a form, a shared document, a whiteboard, a folder of PDFs. **Not the important one — an ordinary one.**

First, answer for yourself. Before you speak to anybody, write down one sentence: if this record were wrong today, how would we find out?

Then go and ask the person who keeps it. Have them open it, their hands on the keyboard, and ask them the same thing in their own words. Ask what the record is for while you are there, and when they last touched it — the answers to those two are how you get an honest answer to the first.

Then compare the two.

The distance between what you wrote down and what they told you is the whole exercise. It is also, at very small scale, exactly what we do.

Reading what you get back

WHAT YOU HEAR	WHAT IT MEANS
A name and a moment — “Sarah reconciles it Friday”	Covered. Move on.
“Someone would probably notice”	A gap. “Probably” is the tell.
“The customer would tell us”	A gap, and you already know what it costs.
A last-touched date much older than the job it does	The record is not the thing people think it is.
An answer that does not match what you wrote down	Start here. The most useful line on the page.

Run it on five records. You will find one or two. That is real, and it is worth the twenty minutes it takes.

What this check will not find

The expensive ones. Two reasons, and neither of them is about how hard you look.

You will not check a record nobody has complained about. There is no reason to. Quiet is the whole problem — a record that has never caused trouble is exactly where trouble sits longest.

If you do check it, you will ask the person who keeps it. They will tell you it is fine. They will believe it, and most of the time they will be right — which is what makes the exception so hard to see.

That is not a failure of attention. It is the shape of the thing. It is why we ask, why we ask everyone rather than the owner, and why we count the answer instead of forming an impression of it.

If this turned something up, the rest is a conversation. [Book a discovery call.](#)