LOADING GROWTH

Factory Readiness Scorecard

Sixteen stations take a client from first click to go live. Score each one for the practice you would build a factory around first.

How to score. Rate each statement from 1 to 5, then total each line. Your lowest scores show where to start, and the last column shows the Leveraged Factory Sprint session that fixes each one.

1 = not at all · 3 = sometimes · 5 = every time

THE SALES LINE: 7 STATIONS TO SELL			SCORE	FIX IT IN
1	**Attract**	We know which lead sources produce our meetings, and each has a monthly target.	1 2 3 4 5	Session 4
2	**Capture**	Every new contact lands in our CRM with the lead source recorded.	1 2 3 4 5	Session 3
3	**Qualify**	We have a written ideal client profile and check every lead against it within 48 hours.	1 2 3 4 5	Session 1
4	**Discovery**	Every discovery call follows one agenda, and the recap goes out the same day.	1 2 3 4 5	Session 3
5	**Diagnostic**	No build is quoted without a paid audit or diagnostic first.	1 2 3 4 5	Session 5
6	**Proposal**	Proposals are built from fixed price packages, with the retainer included up front.	1 2 3 4 5	Sessions 5, 6
7	**Close**	We know our win rate and how many proposals we need each month to hit target.	1 2 3 4 5	Session 2

Sales line total ☐ **out of 35**

THE DELIVERY LINE: 9 STATIONS TO DELIVER			SCORE	FIX IT IN
8	**Kickoff**	A won deal triggers the same kickoff every time: roles, access and a comms plan.	1 2 3 4 5	Session 7
9	**Design**	Design starts from our templates, not a blank page.	1 2 3 4 5	Session 7
10	**Build**	At least 30% of every build comes from a reusable kit.	1 2 3 4 5	Session 7
11	**Migrate**	Data and content move by a standard runbook: pilot, waves, then a final pass.	1 2 3 4 5	Session 7
12	**Test**	The client signs off against a written acceptance checklist.	1 2 3 4 5	Session 7
13	**Train**	Training uses our standard decks and guides, with named client champions.	1 2 3 4 5	Session 7
14	**Go live**	Go live follows a checklist, and we capture a case study at sign off.	1 2 3 4 5	Session 7
15	**Hypercare**	Hypercare has a fixed length and a clear handover to support.	1 2 3 4 5	Session 7
16	**Run and Improve**	Most clients move onto a monthly retainer at go live.	1 2 3 4 5	Session 6

Delivery line total ☐ **out of 45**

Factory total ☐ **out of 80**

What your total means

16 to 31
Custom shop
Every deal and every delivery is reinvented. Start with one practice and one package.

32 to 47
Patchwork
Some stations run well, but they do not join up. Fix your three lowest scores first.

48 to 63
Line in place
The line runs. Now measure it weekly and sell the retainer up front.

64 to 80
Factory
Repeatable from first click to go live. Time to add a second line.

Bring your scores to the workshop. Monday 14 December 2026, 11am Sydney time, on Microsoft Teams.

loadinggrowth.com/factory