

LeanScaper Certification Assessment

Brandon Comstock

Rubric Scores

Strategic Alignment:

Your plan connects GreenCore's immediate operational challenges, owner dependency, leadership depth, retention, and financial clarity, to a clear 30-60-90 structure. Quick wins (leadership hires, accountability systems, production readiness) support the long-term strategy of scalable, profitable growth. The integration of retention metrics, crew utilization targets, and financial forecasting demonstrates alignment with broader strategic goals.

Application of LeanScaper Core Components:

You applied LeanScaper components comprehensively: SMART goals, CI boards, recurring meeting rhythms, accountability charts, scorecards, and performance tracking. The 6-month focus on scorecards, time blocking, and workflow automation strengthens system discipline. Each tool is embedded within the rhythm of leadership and operational reviews, making them both practical and scalable.

Advisor Thinking & Framing:

Your framing is strongly advisory. Rather than positioning yourself as a tactical executor, you elevated the engagement around leadership bench strength, accountability, and financial forecasting. You positioned retention, culture, and technology adoption as systemic issues to be addressed with structured tools (scorecards, time blocking, workflow automation). This posture clearly reflects guiding leadership toward owning the operating system.

Scalable Learning & Reinforcement:

Reinforcement is well structured through bi-weekly advisor meetings, weekly leadership reviews, and CI board feedback integration. Retention and utilization metrics provide ongoing visibility, while performance reviews tie operational behaviors (checklists, digital confirmations) into accountability. The 6-month recommendations on scorecards and workflow automation create scalable reinforcement loops to sustain improvements long after initial rollout.

Assessment Summary: Pass

Brandon, your plan demonstrates strong strategic alignment and disciplined application of LeanScaper components. You combined immediate operational fixes (production readiness, role clarity, retention tracking) with scalable structures (scorecards, accountability systems, workflow automation). Your advisor posture is evident in how you linked leadership development and culture maturity to long-term financial and operational stability. The 30-60-90 framework, supported by a forward-looking 6-month action plan, provides a clear roadmap from stabilization to scalable growth.

Guiding Clients Toward What Good Looks Like

Brandon, your plan shows how an advisor can guide clients from a place of owner dependency and fragile culture into structured leadership and accountability systems. By embedding retention metrics, scorecards, and operational readiness rhythms, you've demonstrated what good looks like in building maturity, stability, and scalability.

Your next opportunity as an advisor is to help your next client see the connection between culture maturity and financial performance, reinforcing that retention, accountability, and operational discipline aren't just internal fixes, but direct drivers of profitability, growth, and long-term sustainability.

[What Good Looks Like](#)

Christian Bseliss
VP of Learning & Certification