

Integrator Checklist: March Finance Seat Expectations

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Objective

Strengthen Scorecard discipline and reinforce early-year Data Component habits.

What Your Finance Seat Must Bring

Category	What to Expect	Why It Matters
Predictive Scorecard	Weekly green/red clarity; no vague metrics	Drives consistent accountability
Departmental Measurables	Tied to revenue, profit, or capacity	Ensures Scorecard tells the truth
Early Warning Trends	Red flags, root-cause thinking, risks identified	Prevents mid-year surprises
LMA Evidence	Clear expectations, weekly rhythms	Builds trust and discipline
Forward-Looking View	Simple projection of year if trends continue	Supports Traction and future planning

Key Questions to Ask Your Finance Leader

- "Which numbers concern you the most?"
- "Where do we need stronger measurables?"
- "What trends are emerging that could impact our plan?"
- "What would you change if you were forecasting the rest of the year today?"

Watch Out For

- Lagging indicators disguised as predictive
- Departmental vanity metrics
- Late Scorecards
- "Everything looks fine" with no evidence

Integrator Action Step

Double down on Scorecard consistency and strengthen the Data Component early.

Bring this one-pager to your next Level 10 and review expectations with your Finance seat.