



SELF-ASSESSMENT

The AI Readiness Scorecard

A 30-question self-diagnostic for financial services leaders moving AI from conversation into measured deployment.

DESIGNED FOR	Banking, Wealth, Asset Management, Insurance Heads of Sales Enablement, Professional Development, Distribution, and Transformation
AUTHORED BY	BlueEye Advisory · Mike Levine, Founder
FORMAT	Six dimensions · Thirty questions · 150-point scale
TIME TO COMPLETE	Approximately 12 minutes



BlueEye Advisory

Performance Intelligence for Strategy-to-Execution

SECTION 01 · HOW TO USE THIS SCORECARD

A diagnostic, not a quiz. Answer honestly, score in three steps.

Most AI readiness conversations get stuck on hype or tooling. This scorecard measures the conditions that actually determine whether AI moves the number.

Over the last three years, we have watched financial services firms pour real capital into AI with uneven results. The pattern is consistent. The firms that see returns are the ones who got the plumbing right first. The ones that stalled often had the right tools but the wrong conditions underneath them. This scorecard is the shortlist of conditions we check for in every engagement.

1

Score each question

Rate your firm on a scale of 1 to 5 for each of the 30 questions across six dimensions. Be honest rather than aspirational. The value of the scorecard is in the gap it surfaces, not in the number at the end.

2

Total your score

Sum all six dimensions to produce a score between 30 and 150. Each dimension is worth up to 25 points. A low score in any single dimension is more instructive than a high overall total.

3

Read your band

Match your total against the four interpretation bands on page six. Each band includes a short diagnosis and the highest-leverage first move we would recommend based on that posture.

The six dimensions. Data Infrastructure & Quality. Leadership Alignment. Workforce Readiness. Process Maturity. Technology Stack. Compliance & Risk Framework. Each is worth 25 points. Each has five questions. The questions are written the way an operator would ask them, not the way a vendor would.

OUR PERSPECTIVE

The point of this scorecard is not to produce a score. It is to create a shared vocabulary across your executive team for where the real limiting factor sits. Firms that do this well tend to move quickly afterward. Firms that avoid it tend to buy three more pilots and land in the same place nine months later.

SECTION 02 · FOUNDATIONS

Data and leadership. Without these two, nothing downstream holds.

01 Data Infrastructure & Quality

UP TO 25 POINTS

AI is only as strong as the data feeding it. This dimension measures whether your data is clean, connected, and accessible enough to support real production workloads, not demo environments.

- 1 Our client and account data is centralized in a system of record that enablement, distribution, and risk teams all trust. 1 - 5
- 2 We can produce a clean, de-duplicated advisor or rep-level performance view within one business day. 1 - 5
- 3 Our CRM, suitability, and activity data are joined together rather than living in separate silos. 1 - 5
- 4 We have documented data ownership, refresh cadence, and quality standards for the fields AI models would consume. 1 - 5
- 5 We can trace any number in an executive report back to the source system that generated it. 1 - 5

02 Leadership Alignment

UP TO 25 POINTS

AI programs die in the gap between the executive sponsor and the operator who has to implement them. This dimension measures whether there is one clear owner, one clear outcome, and one clear timeline.

- 1 Our executive team can name the single top-priority business outcome AI should move this year. 1 - 5
- 2 There is a named, empowered executive sponsor accountable for AI adoption outcomes. 1 - 5
- 3 AI investment decisions are made against a written business case, not a vendor pitch. 1 - 5
- 4 Distribution, Enablement, Technology, Risk, and HR are aligned on what AI readiness actually means for our firm. 1 - 5
- 5 Our board or executive committee reviews AI progress against measurable outcomes, not activity metrics. 1 - 5

SECTION 03 · OPERATING MUSCLE

The people and processes that turn an AI capability into a behavior change.

03 Workforce Readiness

UP TO 25 POINTS

Most firms underestimate how much behavior change AI actually demands. This dimension measures whether your people can use AI productively, not just access it.

- 1 Our advisors, reps, and managers have been trained on how AI changes their day-to-day workflow, not just the tool itself. 1 - 5
- 2 We have frontline managers who can coach AI-assisted behavior as fluently as they coach traditional behavior. 1 - 5
- 3 We know which roles in our firm will change the most and have a plan for those transitions. 1 - 5
- 4 We have a named internal champion or community driving adoption beyond the pilot group. 1 - 5
- 5 Our top performers are meaningfully engaged in how AI is rolled out, not just observing from the sideline. 1 - 5

04 Process Maturity

UP TO 25 POINTS

AI does not fix broken processes. It scales them. This dimension measures whether your workflows are documented, consistent, and measurable enough to benefit from AI rather than be exposed by it.

- 1 Our core sales, advisory, and onboarding workflows are documented and consistently followed across teams. 1 - 5
- 2 We can identify the two or three specific workflow steps where AI would create the most value. 1 - 5
- 3 We have measurement in place to tell, objectively, whether an AI-enabled workflow is better than the one it replaces. 1 - 5
- 4 Our process owners, not our technology team, drive AI use-case selection. 1 - 5
- 5 We have a repeatable pattern for moving an AI use case from pilot to production. 1 - 5

SECTION 04 · GUARDRAILS

The stack and the controls. Scale only goes as far as governance lets it.

05 Technology Stack

UP TO 25 POINTS

A fragmented stack multiplies cost and breaks the advisor experience. This dimension measures whether your architecture can support AI at the scale your business actually operates at.

- 1 Our technology architecture can support enterprise-grade AI workloads without material re-platforming. 1 - 5
- 2 We have a defined approach for evaluating, procuring, and integrating AI vendors rather than one-off decisions. 1 - 5
- 3 Our identity, permissions, and data-access layers are consistent enough to govern AI use across teams. 1 - 5
- 4 We can deploy new AI-enabled experiences to advisors or reps in weeks rather than quarters. 1 - 5
- 5 Our infrastructure generates telemetry we can use to measure AI adoption and impact, not just uptime. 1 - 5

06 Compliance & Risk Framework

UP TO 25 POINTS

In financial services, compliance is the gating constraint. This dimension measures whether your risk posture actively enables AI experimentation or silently blocks it.

- 1 Our compliance and risk leaders are engaged in AI design decisions before a solution is selected, not after. 1 - 5
- 2 We have an AI governance framework that covers model risk, data privacy, and supervisory obligations. 1 - 5
- 3 We can demonstrate explainability for any AI output that reaches a client or an advisor. 1 - 5
- 4 Our testing and supervision standards for AI-assisted interactions match the bar we hold human interactions to. 1 - 5
- 5 We have a clear escalation path for AI incidents, including model drift, hallucination, and policy violations. 1 - 5

SECTION 05 · INTERPRETATION

Your total score against four readiness bands.

The band is the starting point, not the finish line. Where you land tells you what to focus on first.

EXHIBIT · READINESS BANDS

120 – 150
AI-READY

You are ready to scale production AI use cases.

Your foundations are in place. The work shifts from readiness to selection and compounding. Pick two or three high-leverage workflows and instrument them for measurable behavior change, not adoption metrics.

90 – 119
ALMOST THERE

You have the muscle but gaps will limit scale.

Close the one or two dimensions holding you back. For most firms in this band, the gap is workforce readiness or process maturity rather than technology. Address those first and the AI investment converts.

60 – 89
BUILDING BLOCKS

The pieces exist. The connective tissue does not.

You have capability in some dimensions and deficits in others. The risk is buying more tooling before tightening leadership alignment and process. Pause new pilots and build the operating model.

Below 60
FOUNDATION PHASE

Start with foundations before pursuing AI initiatives.

Technology is not your problem. Data, governance, and leadership alignment are. A 90-day foundation sprint, sequenced correctly, will do more for your AI posture than any new vendor selection.

How to read individual dimensions. A dimension scoring below 15 out of 25 is almost always the single biggest constraint, even if the overall total looks healthy. Fix the lowest dimension before the highest. That is the Musk-method we apply in every engagement.

OUR PERSPECTIVE

Every firm we have worked with overestimated their technology readiness and underestimated their leadership alignment. The scorecard is most useful when executives take it separately and compare results. The gap between those scores is where the real conversation begins.

SECTION 06 · YOUR NEXT STEP

Turn the score into a plan.

The scorecard surfaces the gap. The next step is deciding which one to close first, and how.

COMPLIMENTARY BOTTLENECK REVIEW

Fifteen minutes with us. One constraint. One next move.

Book a short working session with our team. Bring your scorecard. We will pressure-test your lowest dimension, surface the one constraint worth solving first, and sketch the 90-day move that would compound the most.

[Schedule your review](#)

blueeyeadvisory.com

HOW A TYPICAL ENGAGEMENT FOLLOWS THE SCORECARD

1

Diagnostic

We pressure-test your scorecard with your team. Output: a single named constraint and the leverage point that breaks it.

2

Design

We design the measurement, coaching, and process layer around your lowest dimension. Output: a 90-day operating plan with named owners.

3

Deploy

We install the system, coach it, and instrument the behavior change. Output: a measurable shift in the dimension that was limiting everything else.

Mike Levine

Founder, BlueEye Advisory

mike@blueeyeadvisory.com · blueeyeadvisory.com · [Book a review](#)