



## MARGIN IMPROVEMENT WITHOUT COLLATERAL DAMAGE

Become the **Builder of Choice** for your suppliers, trades, component manufacturers, employees, customers, investors, developers, and communities.

# Lean-Based Consulting Offerings

Our services are designed for the homebuilding industry and tailored to your business.

## **LeanBuilding Blitz™**

Identify and eliminate waste in product and process through a collaborative, structured approach with key suppliers, trades, and manufacturers.

## **LeanCompany™**

Apply the transformative methods from LeanBuilding Blitz to back-office operations and internal departments to identify avoidable waste and cost.

## **LeanPlan Workout™**

An intense, focused plan review process, including all relevant suppliers and trades with a select builder team, uses our proprietary coding system and process to reveal plan and specification issues that cause design-induced waste.

## **LeanLand Blitz™**

The high-impact tools and methods from the LeanBuilding Blitz adopted for Land Development suppliers and trades.

## **TradeCOMM™**

A specialized survey tool to gather essential feedback from suppliers and trade contractors, facilitating improved communication and operational practices for better relationships and enhanced success.

**What kind of lasting impact can be made within your organization?  
Contact us to get started.**

[MII.COM/TRUENORTH](https://mii.com/truenorth)

## BE THE BUILDER OF CHOICE

MiTek® TrueNorth™ Consulting applies Lean construction methods to help builders build more homes with fewer resources while improving quality.

Our skilled associates lead engaging workshops and quality surveys, using Lean process tools to identify and eliminate hidden waste, ultimately improving profits and relationships for all constituents.



To create a lasting impact, builders engage all key stakeholders—including suppliers, trades, and manufacturers—as partners to ensure their voices are heard. By actively listening to those closely involved in the building process, it's possible to uncover multiple sources of waste.

**This collaborative approach results in significant cost reduction, improved build quality, and better margins for you and your partners.**

# Lean Unlocks Cost Savings & Efficiency

"Lean" is **not** a term for running a bare-bones operation. Lean methods have revolutionized companies and industries worldwide, yet the homebuilding industry has largely overlooked Lean practices—**until now.**

The Lean process is a systematic approach to identifying and eliminating waste in all its forms, which includes anything that hinders progress or obstructs productivity.

Unlike traditional cost-cutting methods that can compromise operations, TrueNorth™ Consulting combines its extensive homebuilding knowledge alongside Lean practices to provide a tailored experience, **helping you stay competitive in an evolving market.**

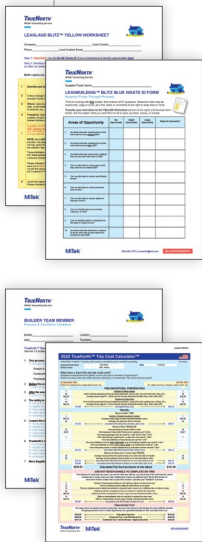
TRADITIONAL METHODS	LEAN HOMEBUILDING METHODS
Slashes overhead, often making it more challenging to conduct business	✓ Eliminates non-value-added steps, materials, and procedures
Cuts headcount, making it difficult to staff builds	✓ Shrinks work-in-process and cycle time
Forces supplier rebids, straining those relationships	✓ Improves processes with permanent solutions instead of temporary fixes
Reduces house features, making them harder to sell	✓ Delivers high-quality homes on time with reduced inventory levels
Uses traditional stick framing	✓ Incorporates component design to reduce errors, rework, job site trips, and cycle time

# WORKSHOPS TO ACHIEVE LASTING OPERATIONAL SUCCESS

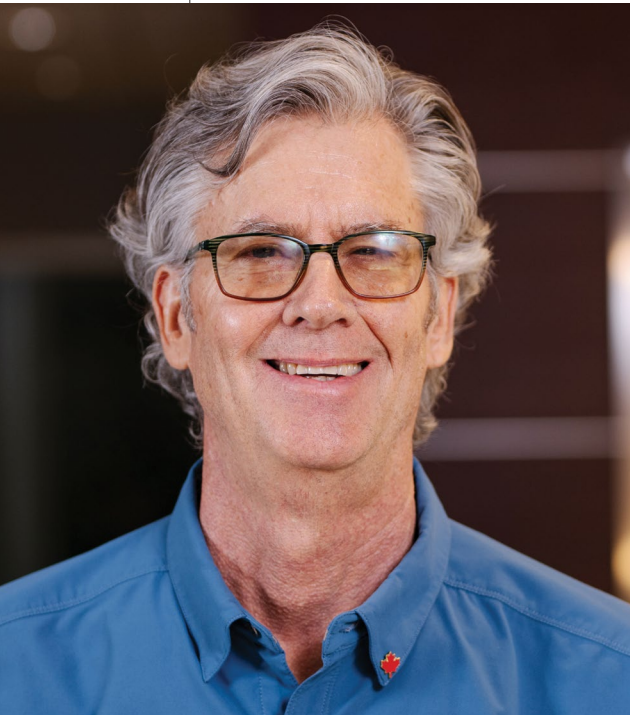
TrueNorth™ Consulting specializes in high-impact homebuilding workshops that apply Lean methods for product and process improvement to every part of the organization. **We employ a systematic process to gather insights from all stakeholders, including suppliers and trades. Our approach integrates survey feedback, prepares participants with advance materials, and facilitates team-building.** This strategy ensures participants enjoy the experience while achieving lasting personal and organizational growth and securing significant operational improvements.

## Included with each workshop:

- Detailed set-up process ensures all participants are 100% ready for your workshop and all logistics are covered.
- Surveys provide essential feedback from suppliers, trades, and internal constituents.
- Advanced materials prepare participants for serious discussions.
- Built-in follow-up supports the implementation of improvement ideas.
- Facilitated workshops led by our consultants, who guide the conversation, helping you and your partners think creatively and, most importantly, talk openly.



## OUR HISTORY



**Scott Sedam, a former executive at Pulte Homes, is the Principal of TrueNorth™ Consulting.**

He is a recognized author and speaker in the building industry, contributing to Professional Builder Magazine and presenting at major events like the International Builders' Show. Scott is recognized for his deep knowledge of homebuilding issues, his straightforward approach to solving them, and for building the most capable operations consulting team in homebuilding.

In 1997, Scott founded TrueNorth Development to address the changing needs of residential construction. The company quickly expanded to include skilled field consultants, providing a national presence. In 2007, they launched the LeanBuilding Blitz™ strategy during the homebuilding crash, implementing it over 250 times globally, and it remains the flagship offering.

In 2023, TrueNorth Development joined MiTek—a longtime, trusted partner to the component manufacturer. This acquisition provides the opportunity to further influence the use of engineered floor systems, roof trusses, and wall panels, streamlining construction for improved quality, speed, reduced waste, and greater value for all involved.

With over 30 structured improvement processes and courses tailored for the building industry, TrueNorth has helped clients achieve numerous accolades, including five of the last six **Builder of the Year** awards and over 50% of **National Housing Quality Award** winners in the past decade.