



COMMITMENTS + CLOSE

What Matters Now

The practical lessons from today

Workflow first

Most AI failure is a workflow problem before it is a technology problem

Structure wins

Good outputs depend on clear inputs, structure, checks, and ownership

Agents are controlled

Agents are workflow upgrades — not magic

Start narrow

One pilot. Not a transformation programme

NEXT 30 DAYS

What Good Looks Like

- One workflow chosen
- One owner assigned
- One approved tool or environment
- One clean input set
- One named sign-off + a 'never does' list
- One success metric defined



If you cannot define all six, you do not have a pilot. You have a conversation.

INDIVIDUAL EXERCISE — 3–4 MINUTES

Your 30-Day Commitment

Pick one action you will actually take. Complete this individually before sharing with the group.

Workflow I will target

Which specific process, document, or task will this touch?

Team / role involved

Who needs to be aware or involved to make this happen?

Tool or setup I will test

Which approved tool or environment will I use?

What it must never do

What could go wrong, and who signs before anything leaves?

Success metric I will measure

How will I know in 30 days whether this worked?

Final Thought

AI will not reward the firm with the biggest ambition. It will reward the firm with the clearest workflow, the best controls, and the discipline to start small and learn fast.

Do not leave today with ten ideas. Leave with one pilot you are willing to own.

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