

PAST

FUTURE



Trent Gillespie

AI ISN'T A TOOL

**IT'S YOUR NEW
OPERATING SYSTEM**

**Culture of
Innovation + AI =**

Unstoppable Growth

**THE BOLD AREN'T WAITING
FOR AI TO HAPPEN TO THEM.**

***THEY ARE USING IT TO
REINVENT WHAT IS POSSIBLE.***

20%

***PRODUCTIVITY SAVINGS + BETTER
QUALITY WORK FOR DAILY USERS***

40%

**OF KNOWLEDGE WORKER EMPLOYEES
ARE USING AI IN THEIR WORK TODAY**

Even if they aren't officially authorized.

What will our
future customer
want...

...5 years from now?

58%

**OF CONSUMERS HAVE REPLACED
TRADITIONAL SEARCH ENGINES WITH GEN AI**

Capgemini 

**THEY ARE USING AI
TO OPTIMIZE**

***FOR A WORLD THAT
NO LONGER EXISTS.***

What changes
when intelligence
is *cheap*?

Intelligence

“As data center production gets automated, the cost of intelligence will approach the cost of electricity.”

Sam Altman, CEO OpenAI

Electricity







**General
Purpose
AI Agent**

Outside Sales
AI Agent

Pricing
AI Agent

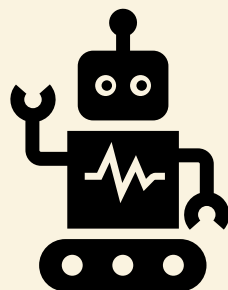
Forecasting
AI Agent

Replenishment
AI Agent

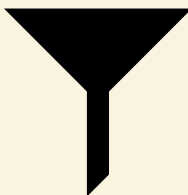
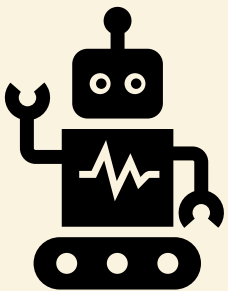
Specialty Agents

PROSPECTING WHILE YOU SLEEP

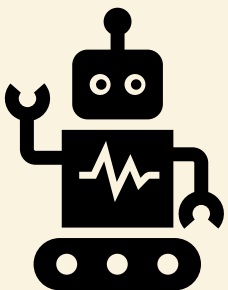
**Prospecting
Agent**



**Qualifier
Agent**



**Research
Agent**



 Message Received

 New Row Added 

← Add your lead list here

How can I help?

Each Monday, check my CRM and emails for accounts that haven't ordered in 90 days, then draft a personalized re-engagement email.

 Build apps



 Personal website

 Customer Support Email

 Outbound Sales Calls

 Lead gen

 Meeting Recorder

 LinkedIn outreach

 Support Chatbot

After wait elapsed

After wait begins

 Third outreach email

2





OutlineStore

Products



SOP Bull Bearing GBS

BSA 100 1120

★★★★★ 113 mm

ADD TO CART



Design Taper Lock Buckling

BSA 100 1120

ADD TO CART



Baldor AC Motor P100

★★★★★ 100 mm

ADD TO CART



Ruland Coupling

BSA 100 1120

★★★★★ 143 mm

ADD TO CART

45



Pullon Monom Tock

BSA 100 1120



Baldor Taper Lock

BSA 100 1120



Baldor Taper Lock

BSA 100 1120



Conveyor

BSA 100 1120

CUSTOMER



**Find qty 20 of item
#1234**

**100 In-Stock, \$75 each.
24-hour delivery.**

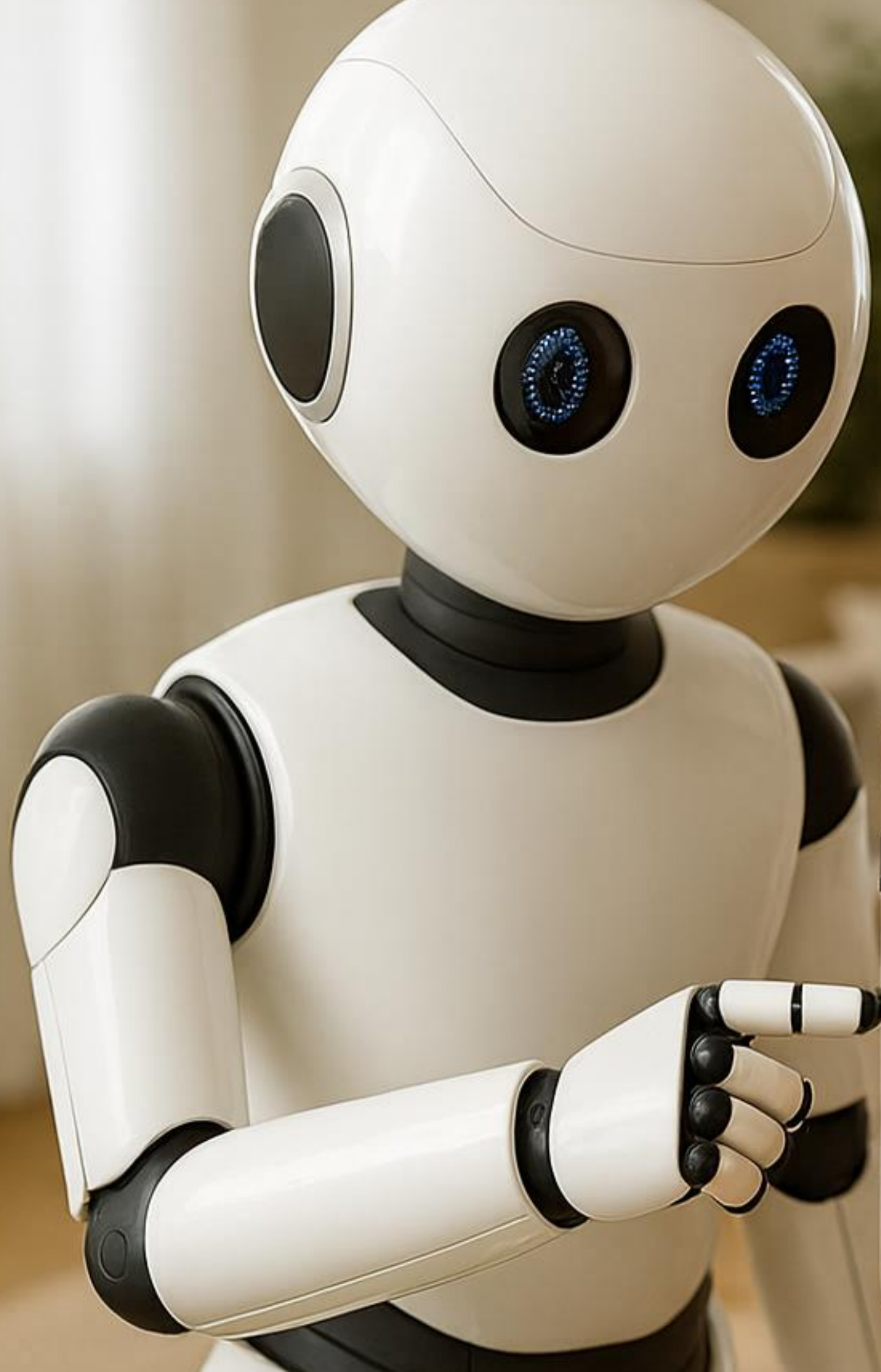
**General
Purpose
AI Agent**

YOU



**Your General
Purpose
Agent**

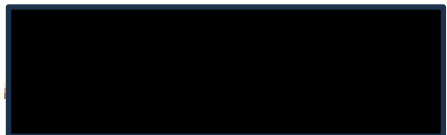
**Your
Inventory AI
Agent**

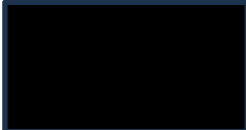


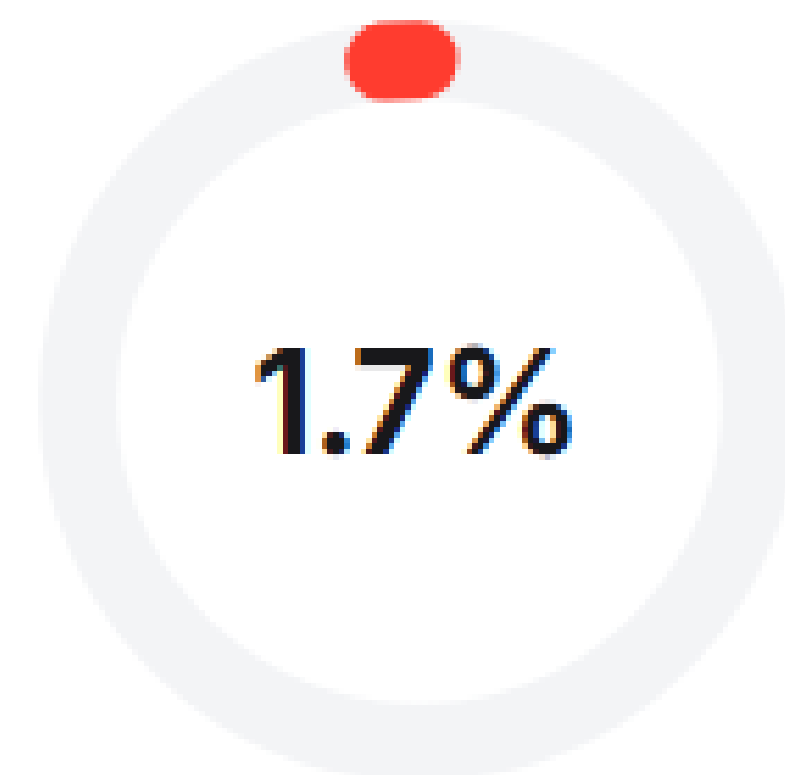
IN THE FUTURE,
YOU WON'T JUST
SELL TO HUMANS.

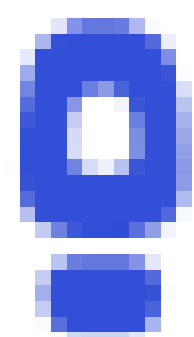
But their AI Agents too.

Brand visibility

Across 70 prompts and 840 conversations, 807 brands were mentioned in AI responses. 

 showed up in 1.7% of those responses.



 gumshoe

#1

What do your customers say they value most today?

Not what you think, but what they tell you.

#2

Which of those will AI soon make available to everyone?

That you can you no longer charge for?

#3

When everything is measured and tools are equal, what gives you an edge?

What can be your unique differentiator?

Past Customer Expectations

AI-Powered Shift

Future Customer Expectations

Catalog Lookups



Copilots for Parts



Self-Service AI Agents

Selling Parts



Predictive Services



Uptime-as-a-Service

Just in Time Inventory



Data Driven Forecasting



Predict-then-Ship

What is left
for *humans*?



The background is a vibrant, surreal sky. A bright, glowing light source, possibly the sun or a star, is positioned in the center, from which numerous thin, golden-yellow rays radiate outwards in all directions. The sky is filled with wispy, ethereal clouds in shades of blue, purple, and orange. The overall effect is one of divine inspiration or a powerful vision.

VISION

AI for \$500 /mo or Less

Sales and Marketing

- Low-Code AI Demand Forecasting
- AI-Powered Competitor Tracking
- AI for Upsell Recommendations
- AI for Dynamic Pricing

Operations:

- AI for Predictive Maintenance
- AI for Invoice Automation
- AI for Contract Analysis
- AI for Supplier Risk Alerts

Customer Service:

- AI Part Finder Assistants
- AI For Customer Renewal Risk
- AI for Tech Support Triage
- AI for Demand Surges

Your future job is to be



VISIONARY

**The smartest people in the room
won't be those who *know the most.***

**But those who know how to
*think and innovate with AI.***

AI SPRINT



THE AI SPRINT™

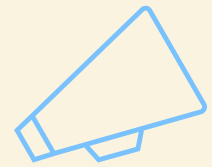
- S:** SPARK *Action With Leader AI Education*
- P:** POSITION *Your Company to Win with AI*
- R:** RALLY *Your Employees to Use AI Daily*
- I:** INTEGRATE *Into Your Sales & Marketing Processes*
- N:** ENABLE *A Culture of AI and Innovation*
- T:** TRAILBLAZE *With New Offerings that Drive Growth*

A row of 12 matches is shown against a dark background. The first match on the left is lit, with a bright orange and yellow flame rising from its head. The other 11 matches are unlit, showing their reddish-brown heads and light-colored wooden stems.

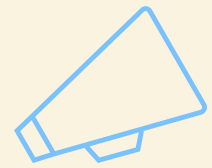
SPARK ACTION WITH LEADER EDUCATION

Light the fire that gets AI moving

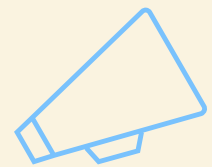
SPARK ACTION WITH LEADER EDUCATION



Educate Leaders on AI



Assign a Transformation Owner



Start Transformation Sprints

POSITION COMPANY TO WIN

Design your
company for
future, AI-
enabled
customers.



POSITION YOUR COMPANY TO WIN WITH AI

1. What do customers say they **value most** today?
2. Which of those will AI soon **make available to everyone**?
3. When everything is measured and tools are equal, what **gives us the edge**?
4. Where will customers still want a **real person** they can trust?
5. What can we offer now that **wasn't possible before**?

RALLY EMPLOYEES

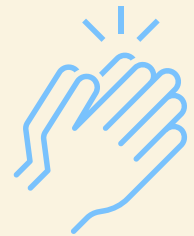
To Use AI Daily



RALLY YOUR EMPLOYEES TO USE AI DAILY



Create Safety and Guardrails



Equip and Train Everyone



Incentivize Smart Usage

INTEGRATE INTO SALES & MARKETING

Revenue is what
buys your future.





Event Call Brief 40 ▾

↑ Share ...



do a brief for Edward Wandtke Wandtke & Assoc.
ed.wandtke@wandtke.com

Here is the pre-booking briefing for your upcoming engagement with **Edward Wandtke**, Managing Director of **Wandtke & Associates**.

1. Context

- Edward T. Wandtke is the Managing Director of Wandtke & Associates, Inc., based in Westerville/Columbus, OH. [wandtke.com](#) +1
- The firm positions itself as a “leader in providing valuation services for service companies, intellectual property and in ↓ gible assets.” [wandtke.com](#)
- Mr. Wandtke is a nationally-recognized authority on intangible asset valuation, has

+ Ask anything



ENABLE A CULTURE OF INNOVATION

Build your
future company.



**TRAILBLAZE
WITH NEW
OFFERINGS**

Leave Your Competitors Behind

TRAILBLAZE WITH NEW OFFERINGS



#4. Where will customers still want a **real person they can trust?**



#5. What can we offer now that **wasn't possible before?**

AI SPRINT



DAY 1

PPEN. THIS IS STILL

IN SU

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<https://trentgillespie.live>



<https://stellis.ai>



Key Slides



AI Summary



Link to GPTs & Tools