AI judgment card: let AI draft, you decide.

Use AI for first drafts. Keep the judgment. My read: judgment about tools is the presales skill that's gaining value.

LET AI DRAFT (APPROVED TOOLS)	YOU DECIDE OR CHECK
A prep brief from public information	What you promise
First-pass RFP and security answers, from your approved answer library	Every "yes" on a security form: a named person checks it
The rep version of a spec sheet	Every claim in it
A recap draft from your notes	Every number and every name
	What to show, and the room itself

GETTING A NEW TOOL APPROVED

Approved and justified. Never around IT or security.

What our IT, security and leadership need to see: _____

_____

_____

Big team: policy, approved tools, one owned answer library. **Solo:** your own checked library, and drop tools that don't save time.

BEFORE IT LEAVES YOUR HANDS

- ☐ A library or AI answer is a first draft. Shape it to this deal's few messages.
- ☐ Every library answer has an owner and a last-checked date. AI repeats old answers everywhere.
- ☐ Shared prompts: someone checked it, and people can find it.
- ☐ Customer data: prep from public information unless your company has approved more.

TWO-WEEK TOOL TRIAL

Approved tool: _____

Part you rebuild most: _____

Dates: _____ Real hours saved: _____

☐ Keep ☐ Drop No loyalty to any tool.

CUT HERE

JUST A QUICK DEMO · POCKET CARD · AI

CUT ALONG THE LINE

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Free to share with your team. Please don't resell.