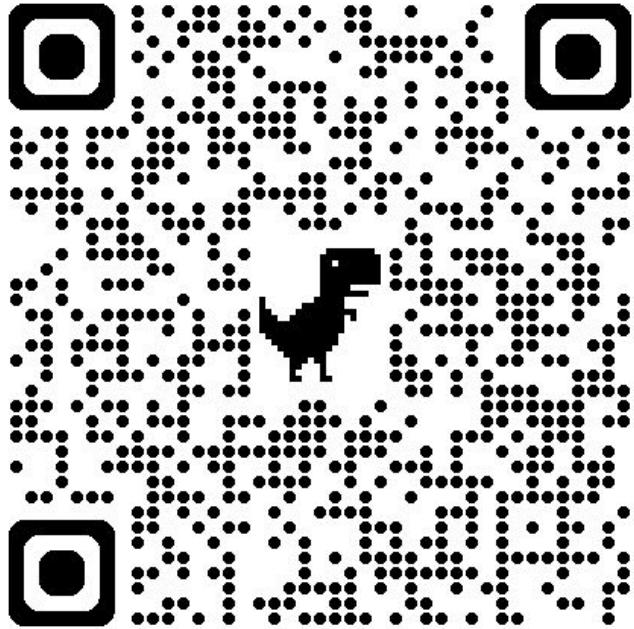


# BIRMINGHAM AI

## November 2025 Meeting

sponsored by

**FastSlowMotion**



**Sign up to  
Volunteer**

BIRMINGHAM AI

**Our mission is to accelerate the  
adoption of artificial intelligence  
in Birmingham, for all.**

**“The most ambitious room in  
Birmingham.”**



BIRMINGHAM AI

# FastSlowMotion

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BIRMINGHAM AL

# FastSlowMotion

## The Paradox

We help smart businesses scale and thrive on the world's leading platform technologies.



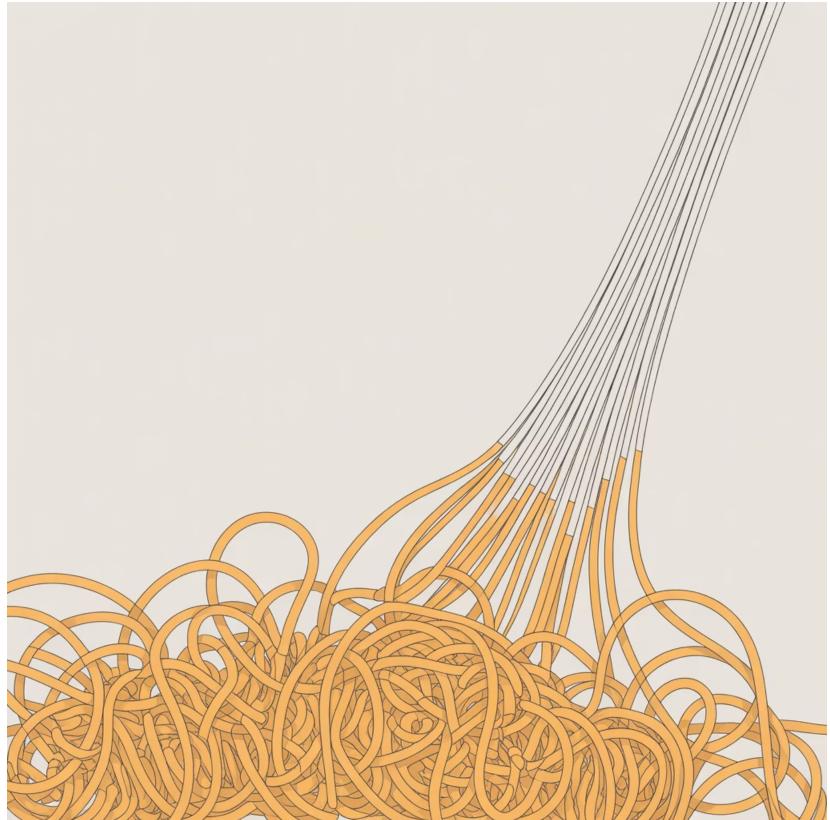
# The Problem (And The Potential)

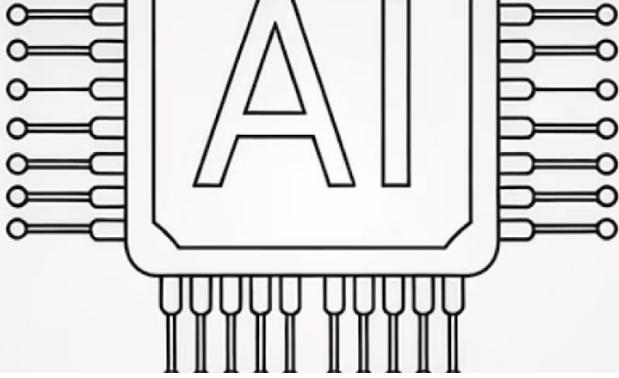
Your CRM is a mess. Your AI can't help.

But fix the foundation? **Everything changes.**

**83%**

More Likely  
to hit revenue goals with  
clean CRM data + AI





# The Solution: Context Engineering



## Customer History

Every interaction, mapped



## Sales Stage

Real-time pipeline clarity



## Support Tickets

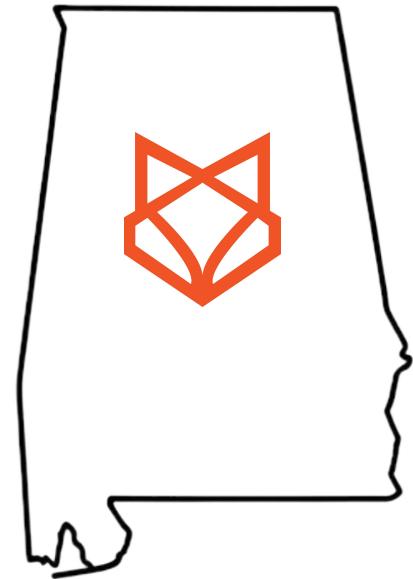
Issues to insights

**Context is king.** Feed your AI the right data, unlock exponential ROI.

The Connection

Birmingham Bred.

AI Ready.



Deep roots in Alabama. Cutting-edge tech expertise.

We want to be a blessing to business leaders as they grow and scale their business

# Talk to us!

Let's unlock your AI potential together.

**Thank You**

Fast Slow Motion × Birmingham AI





# No General Meeting in December

BIRMINGHAM AL

# Welcome to Birmingham AI's Digital Space

Getting Started

Feed

Spaces

headlines

general

member-directory

Communities

hr & people

finance

marketing

non-profit

security

engineering

sales

Volunteers

Greeter & Check-In Tutorial

Resources

media

Go live

Latest

New post

...

Start a post

Community Guidelines

William Glass Admin 4d

Bringing together the curious, ambitious, and optimistic in Birmingham

Our Purpose

This space is Birmingham AI's digital home—a place to learn about AI, share what's working, ask honest questions, and connect with others on the same journey. We're here to accelerate AI adoption across Birmingham by supporting each other.

Need help?

BIRMINGHAM AI

# Your Centralized Resource Hub



## October breakout slide decks

Share ...



Matt Smith Nov 3

Holy Family Cristo Rey Catholic HS

I wasn't able to be at the meetup last week. If you were there and have a takeaway from last week's breakout, I'd love to hear from you below.

"Practical AI Workflows" courtesy of Ashley Vann



Birmingham AI Non-Profit Breakou...

11.26 MB

**BIRMINGHAM AI**

**Nonprofit Meetup**  
October 2025

Discussion questions:

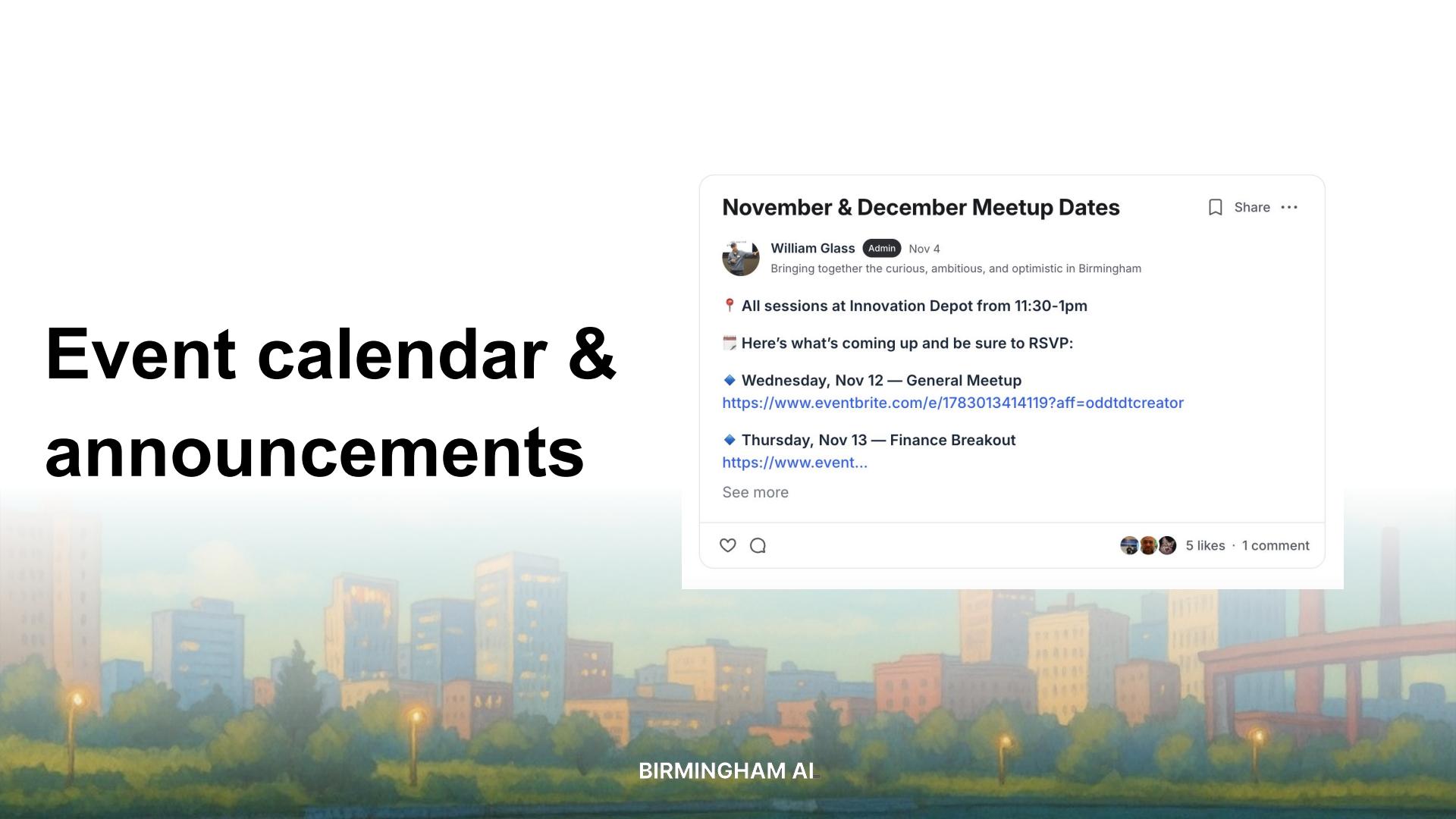
Share some keys to your most successful fundraising campaign?

First time here?  
Tell us a little about you.



BIRMINGHAM AI

# Event calendar & announcements



BIRMINGHAM AI

## November & December Meetup Dates

 Share ...



William Glass Admin

Nov 4

Bringing together the curious, ambitious, and optimistic in Birmingham

📍 All sessions at Innovation Depot from 11:30-1pm

📅 Here's what's coming up and be sure to RSVP:

◆ Wednesday, Nov 12 — General Meetup

<https://www.eventbrite.com/e/1783013414119?aff=odddtcreator>

◆ Thursday, Nov 13 — Finance Breakout

<https://www.event...>

See more



5 likes · 1 comment

# Connect with others across meetups and breakouts

● member-directory (53)

Latest ▾

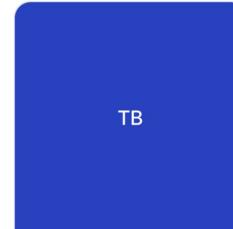
...



Balagee Govindan



Infinity Jasele  
Systems Integration Architec...



Tania Burgess  
Hey Everyone!!!



Nick Johnson



AP

Need help?



BIRMINGHAM AI

# Share your curiosity and learnings

## Fake Songs



Jake Waitzman 19  
Creative MarTech Pe...

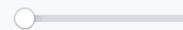
Hi All, and thank you W...  
ups, learning, talking to  
community support ha...

I've been ...

See more



Birming Ham.mp3  
1.76 MB



## Free Perplexity Pro for a year



Scott Giles Oct 31  
Member since October 29, 2025

Perplexity and Paypal are running a promotion until the end of the year where if you sign up for Perplexity Pro through Paypal you get a year free and then it bills you monthly after that. I just did it and it's not going to charge me until next Octo...

See more

## Manage PayPal subscription

View your current plan details

Plan

Free period

Next-charge date

Perplexity Pro

12 months

10/31/2026

## 1 export

Share ...

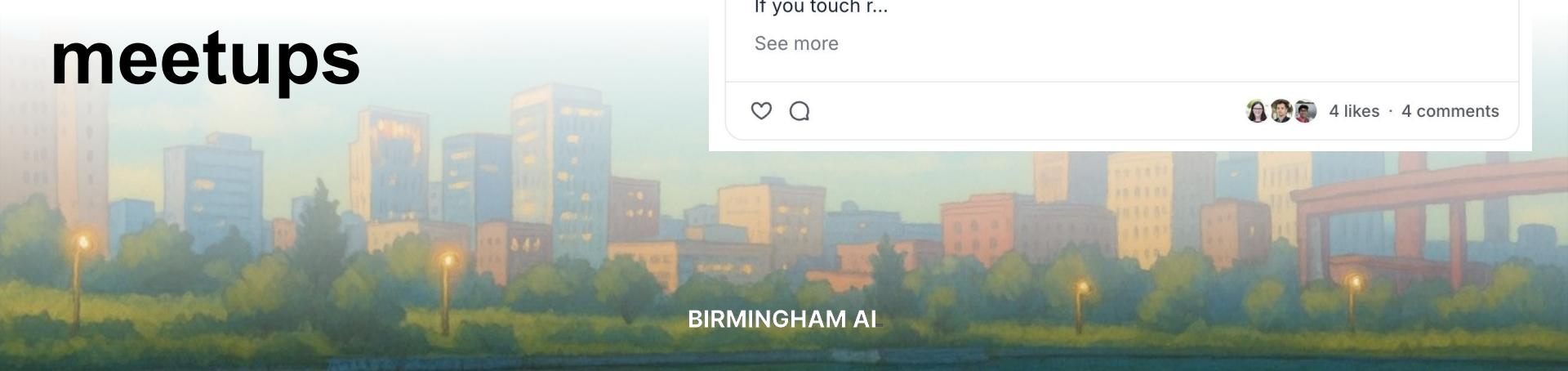
munities, and...

but would love ya'lls

Want to export the info (as a  
g up, keeps telling you 5-15

2 comments

# New breakout groups & meetups



## Coming in 2026

Share ... ⚡



William Glass Admin 19h

Bringing together the curious, ambitious, and optimistic in Birmingham

Calling all sales pros across the B2B, B2C, AEs, hunters, farmers, and Sales Ops.

We're launching the Sales Breakout in 2026 to share playbooks, tools, and AI workflows that help you find pipeline, run smarter meetings, and close faster.

If you touch r...

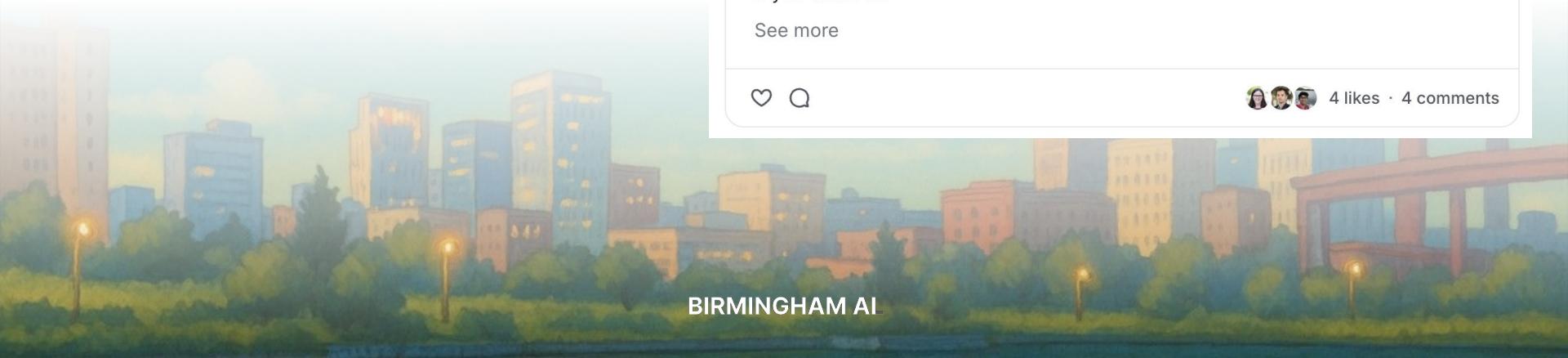
See more



4 likes · 4 comments

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# How to engage



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## Coming in 2026

Share ... ⚡



William Glass Admin 19h

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Calling all sales pros across the B2B, B2C, AEs, hunters, farmers, and Sales Ops.

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If you touch r...

See more



4 likes · 4 comments

# When interacting with others

## Do This

- Be respectful + assume good intent
- Share learnings, resources, and tools
- Ask questions, engage, and debate

# When interacting with others

## Don't Do This

- **Spam, post sales pitches, or self-promotion**
- **Be mean, hateful, or disrespectful**
- **Get into political arguments**

# Mobile & Desktop App



BIRMINGHAM AI

Search



Circle Communities

CircleCo.Incoring

Open



61K RATINGS

AGE

CHART

DE

4.9

12+

#98

Years Old

Social Networking

Cir



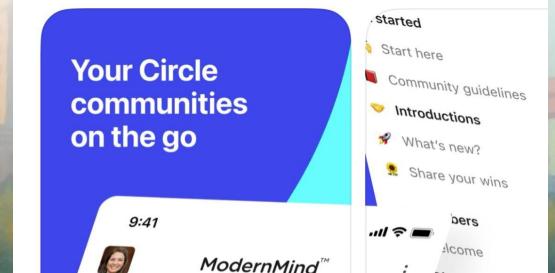
## What's New >

Version 3.76.0

1w ago

- A lot of visual enhancements for a more intuitive and refined experience.
- Fixed an issue when playing audio files or v [more](#)

## Preview



# Community.Birminghamai.org

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marketing

non-profit

security

engineering

sales

Volunteers

Greeter & Check-In Tutorial

Resources

media

Go live

QR code

New post

Need help?

BIRMINGHAM AI

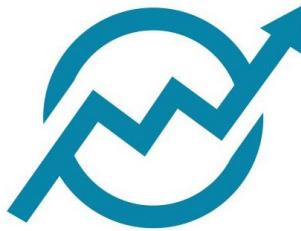


# MULTIPLY



BIRMINGHAM AL

# MULTIPLY



Get In Touch

## Contact Us

**Location**

1500 1<sup>st</sup> Ave North  
Birmingham, AL 35203

**Phone**

205.706.5710

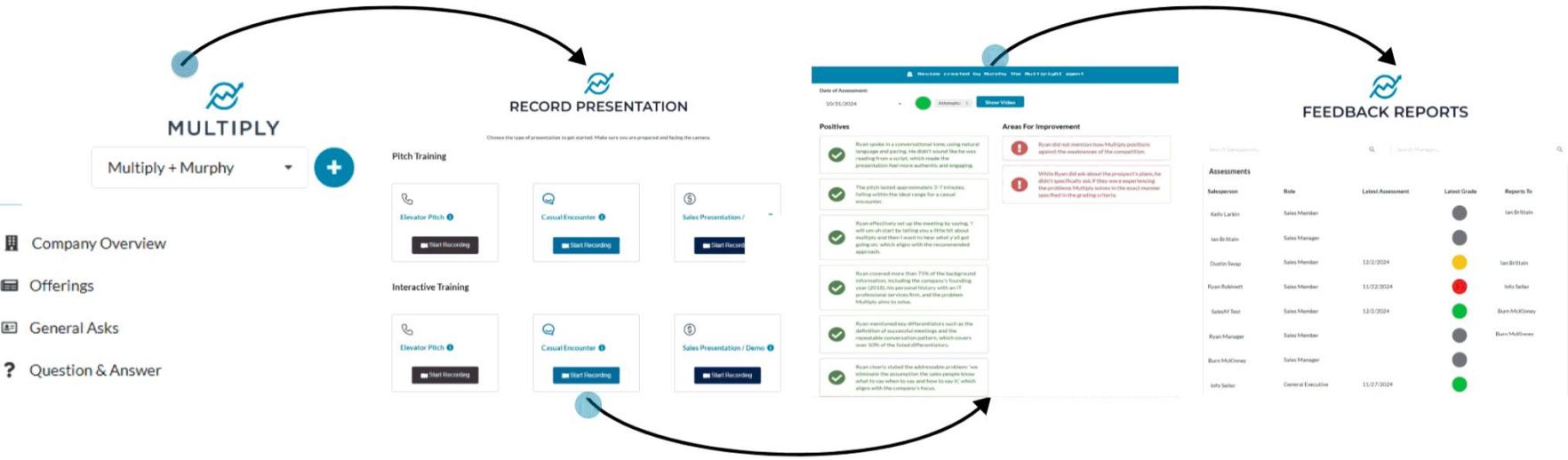
**Email**

[ryan@askmultiply.com](mailto:ryan@askmultiply.com)

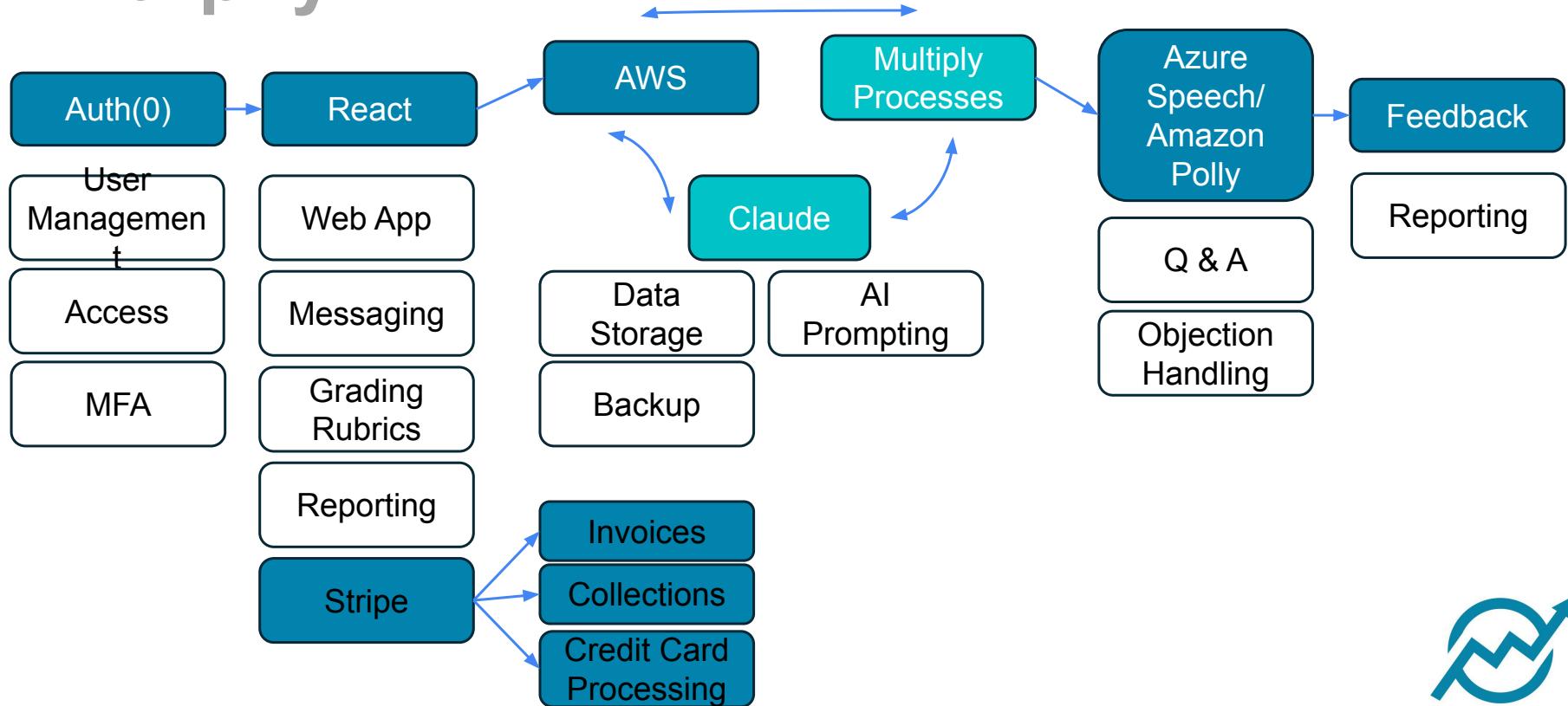
**Website**

[www.askmultiply.com](http://www.askmultiply.com)

# Process + Technology



# Technology behind Murphy



# Lessons Learned

## Technology

- AI is the “Easy” part
- There is no “Easy Button”: Amazon Bedrock ☐ Anthropic

## Insurance /Procurement:

- You have to have all the answers
- How does AI make decisions?
- Where is the data of which decisions are made?
- Who controls it and is it secure?

## Bottom Line

- Use case is KING
- AI is a tool that fits into problems
- Prompts make us more efficient
- Enterprise systems are much more than prompts



# Feedback from Murphy

Type of Sales Message:

Date of Assessment:



Attempts: 1

Show Video

## Positives



Ryan spoke in a conversational tone throughout the presentation. While there were some minor verbal fillers and hesitations, he delivered the content naturally without sounding like he was reading from a script or had memorized content word-for-word.



Ryan's presentation stayed well within the required 3-7 minute timeframe for a casual encounter, making it appropriately concise for this type of sales interaction.



Ryan properly set up the meeting by stating 'what I'd like to do is tell you a little bit about, uh, Campaki and the things that that we do that are unique to us in this, uh, in the insurance agency space and then I wanna hear about y'all and your business.' This clearly established that he would speak first about his company and then wanted to hear about their business.



Ryan covered approximately 75% of the company background effectively. He mentioned that Kampakis was formed about 10 years ago (close to the actual 2017 founding), discussed Sergi Kampakis as the founder with lifetime experience, mentioned the team working together for 10+ years with relationships going back 20+ years, and described their target market of individuals and small-to-medium businesses up to 100 employees.



Ryan covered over 50% of the key differentiators. He addressed the service-based approach by mentioning custom solutions and personal attention, discussed enduring customer relationships by referencing clients from day one who are treated like new customers daily, and emphasized their ability to create tailored solutions that larger brokers cannot provide to their target market.



Ryan demonstrated excellent interaction management during the meeting. He effectively addressed the one prospect question that was asked, providing a comprehensive response about cost reduction that acknowledged the reality of rising insurance prices while explaining Campaki's value-driven approach. Ryan balanced price sensitivity with proper risk coverage, explaining how their carrier relationships and tailored solutions can provide long-term savings. His response showed deep understanding of client concerns and positioned the company's services appropriately. Since all included prospect interactions were handled with high quality, Ryan earned the maximum points in this category.

## Areas For Improvement



While Ryan mentioned competing with 'much larger brokers' and discussed how larger groups don't provide the attention their target market needs, he did not clearly position Kampakis against the specific weaknesses of competitors (lack of one-on-one service and cookie-cutter solutions) in a direct enough manner.



Ryan did not adequately cover the core addressable problem. While he mentioned helping clients 'manage risk,' he failed to clearly articulate that Kampakis helps individuals and companies mitigate risk as they consider the risks that may arise, which is the specific problem outlined in the company information.



Ryan did not adequately summarize the company offerings. While he mentioned some insurance types like general liability, errors and omissions, and workers' comp, he did not cover at least 25% of the description field for each of the three main offerings (Personal Lines, Small to Medium Business Insurance, and Life Insurance Products).



While Ryan did transition back to the prospects at the end, his ask was too general. He asked about whether they were 'looking for a different type and more concierge-based relationship' but did not specifically ask if they were experiencing any of the problems that Kampakis solves, as required by the criteria.

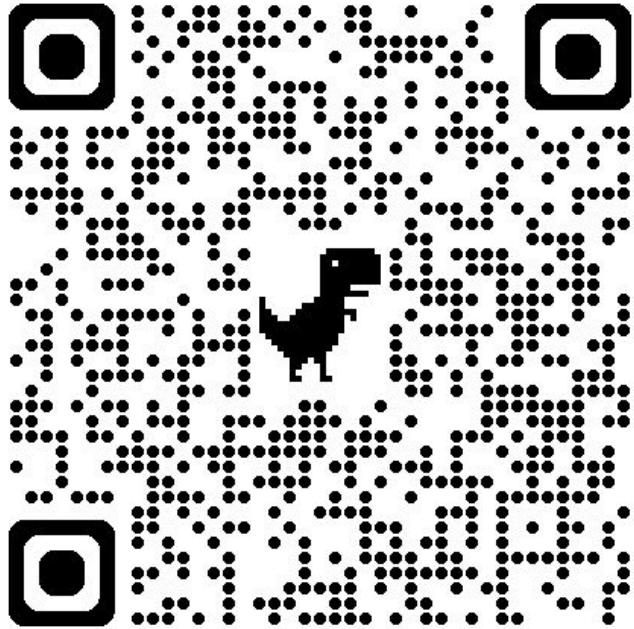


# Feedback from Murphy



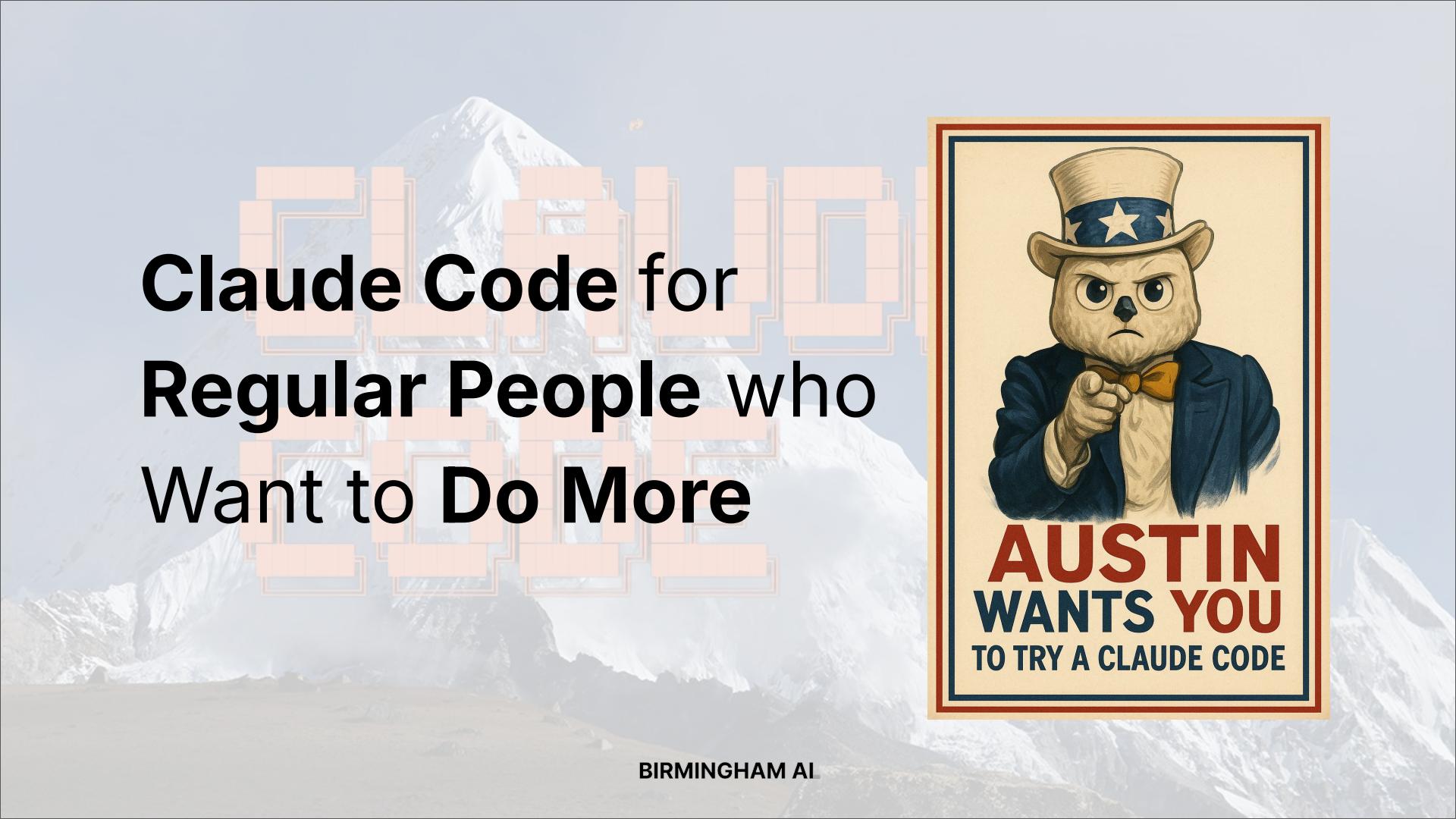
Assessments		Latest Assessment	Latest Grade	Reports To
Salesperson	Role			
Ryan Robinett	admin	11/11/2025	🔴	
Watts Seller	Sales Member		🟡	Jeffery Robinett
james vandyne	Executive		🟡	
Jeffery Robinett	Sales Manager	9/2/2025	🟡	
Murphy Multiply	Sales Member		🟡	Jeffery Robinett
Toby Multiply	admin	11/6/2025	🔴	
Toby Andrews	Executive	7/22/2025	🟢	
Michael Gill	Sales Member		🟡	
James Vandyne	admin	10/31/2025	🟢	
Brandon Goodson	Executive		🟡	





**Sign up to  
Volunteer**

BIRMINGHAM AI



# Claude Code for Regular People who Want to Do More

BIRMINGHAM AI



# Anthropic is Pursuing ONE Product Category (Biz Productivity)

## Product Parade

OpenAI's product ambitions have quickly grown, as the company looks to develop everything from humanoid robots to AI coding assistants

- Collaboration: ChatGPT users can work together and chat about them.



- New AI that can generate large language models with reasoning AI

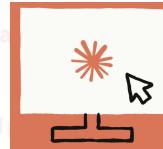
- ChatGPT "a" - customers create and edit spreadsheets and presentations, and generate reports

- A web browser combined with ChatGPT

- A-SWE, an AI coding assistant that replicates a senior software engineer and handles tasks that takes a human programmer hours or days

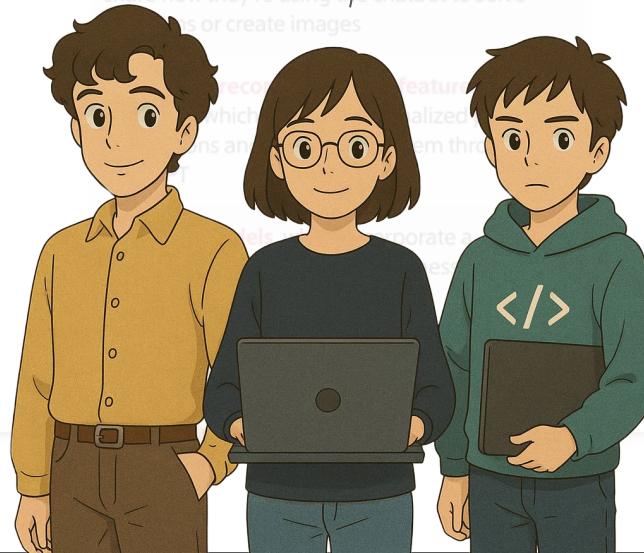


- Software and hardware—possibly humanoid ones
- An AI-powered device via an acquisition of Jony Ive and Sam Altman's device startup



## Claude Desktop

- Social media feed in ChatGPT where users can share how they're using the chatbot to solve problems or create images



- Personal Hardware

- Social

- Shopping

- Robotics

- Music

- Video

- Etc, etc, etc





The background features a majestic, snow-covered mountain range against a deep blue sky. In the foreground, there's a dark, rocky, and grassy slope.

CLIMATE  
CHANGE

BIRMINGHAM AI

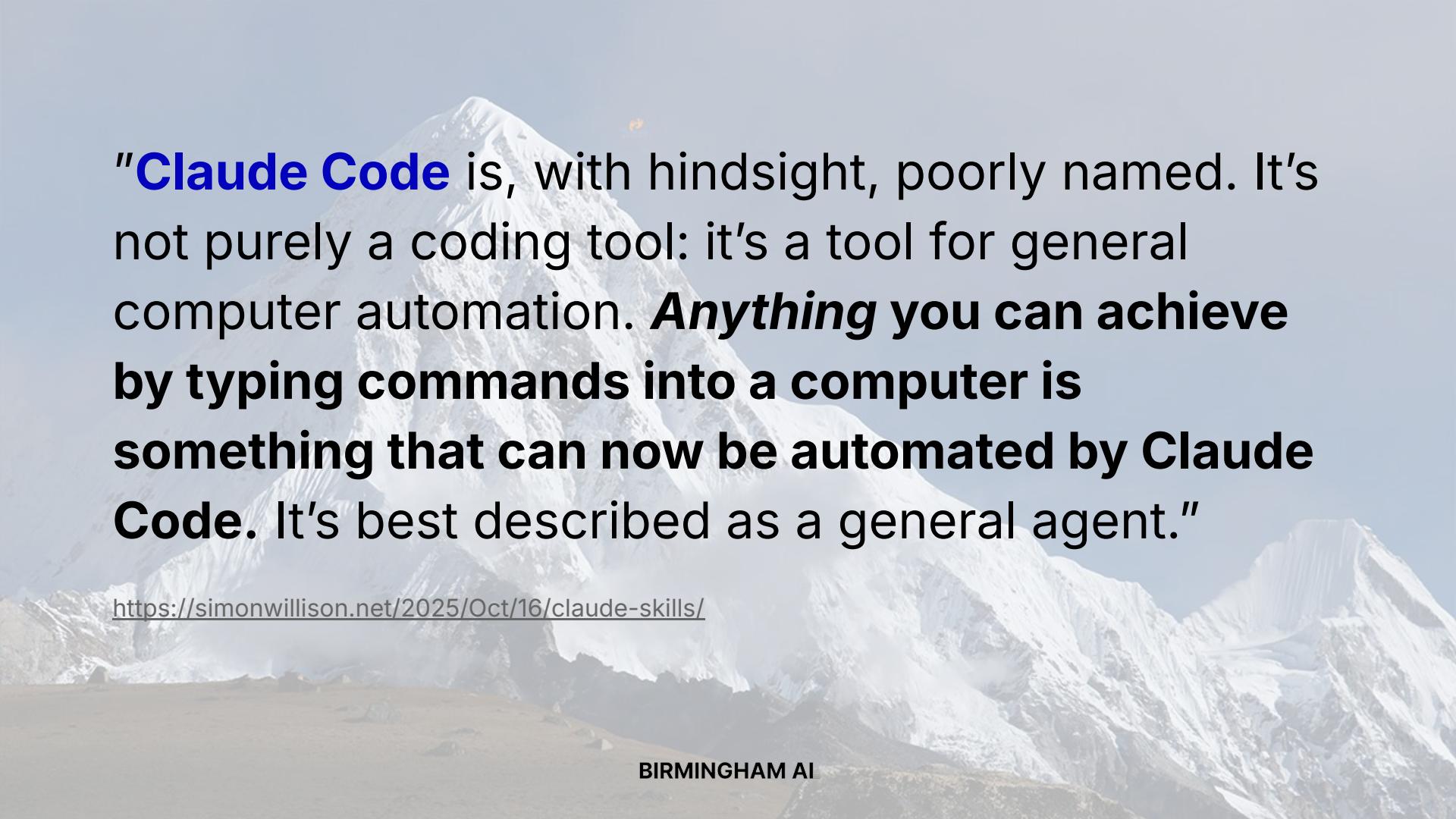
# GOAL OF THIS TALK ...



~~Make You A Developer~~



Try Claude Code



**"Claude Code** is, with hindsight, poorly named. It's not purely a coding tool: it's a tool for general computer automation. ***Anything you can achieve by typing commands into a computer is something that can now be automated by Claude Code.*** It's best described as a general agent."

<https://simonwillison.net/2025/Oct/16/clause-skills/>

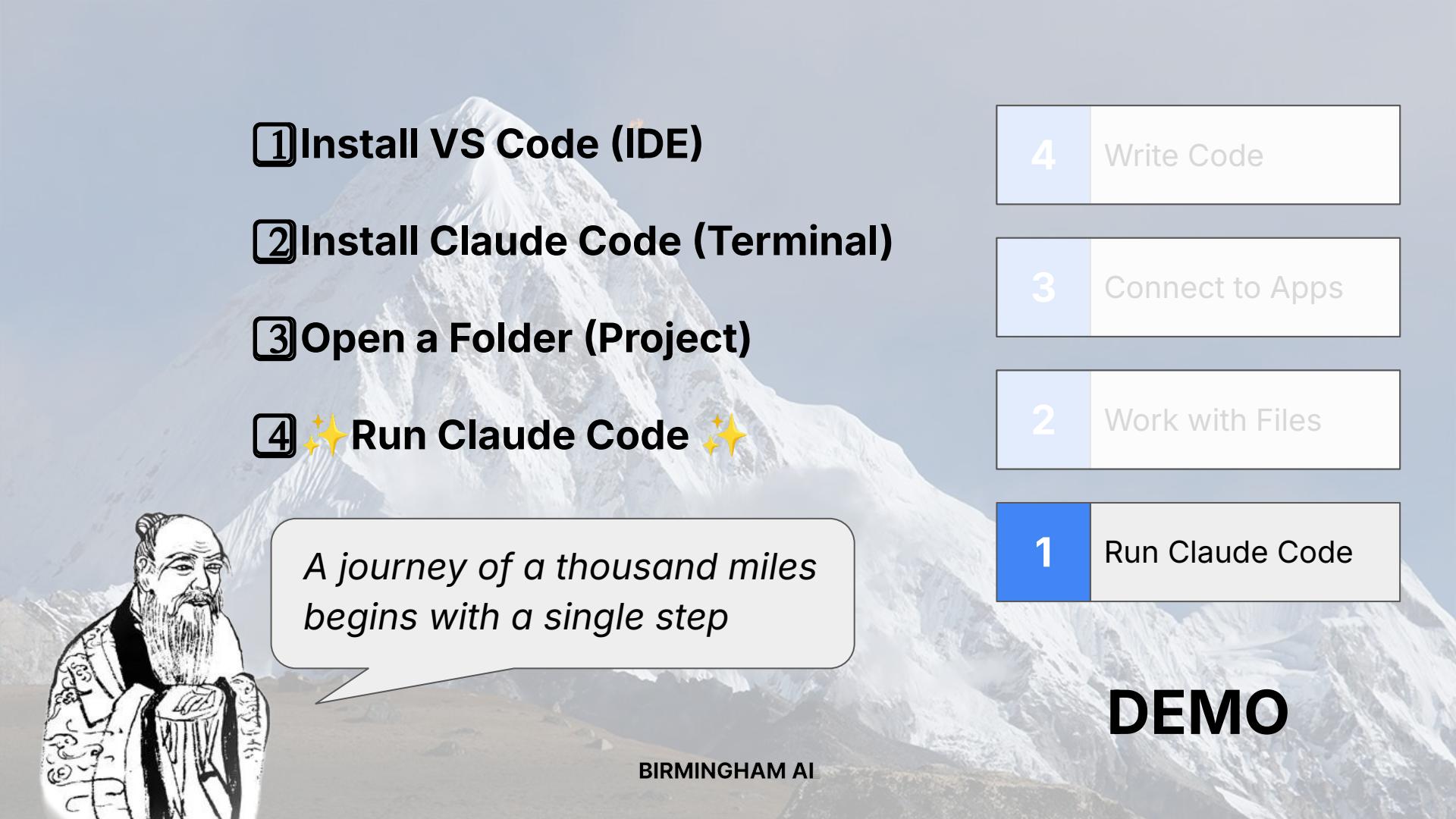


4 Write Code

3 Connect to Apps

2 Work with Files

1 Run Claude Code



**1** Install VS Code (IDE)

**2** Install Claude Code (Terminal)

**3** Open a Folder (Project)

**4** ✨ Run Claude Code ✨



*A journey of a thousand miles  
begins with a single step*

**4** Write Code

**3** Connect to Apps

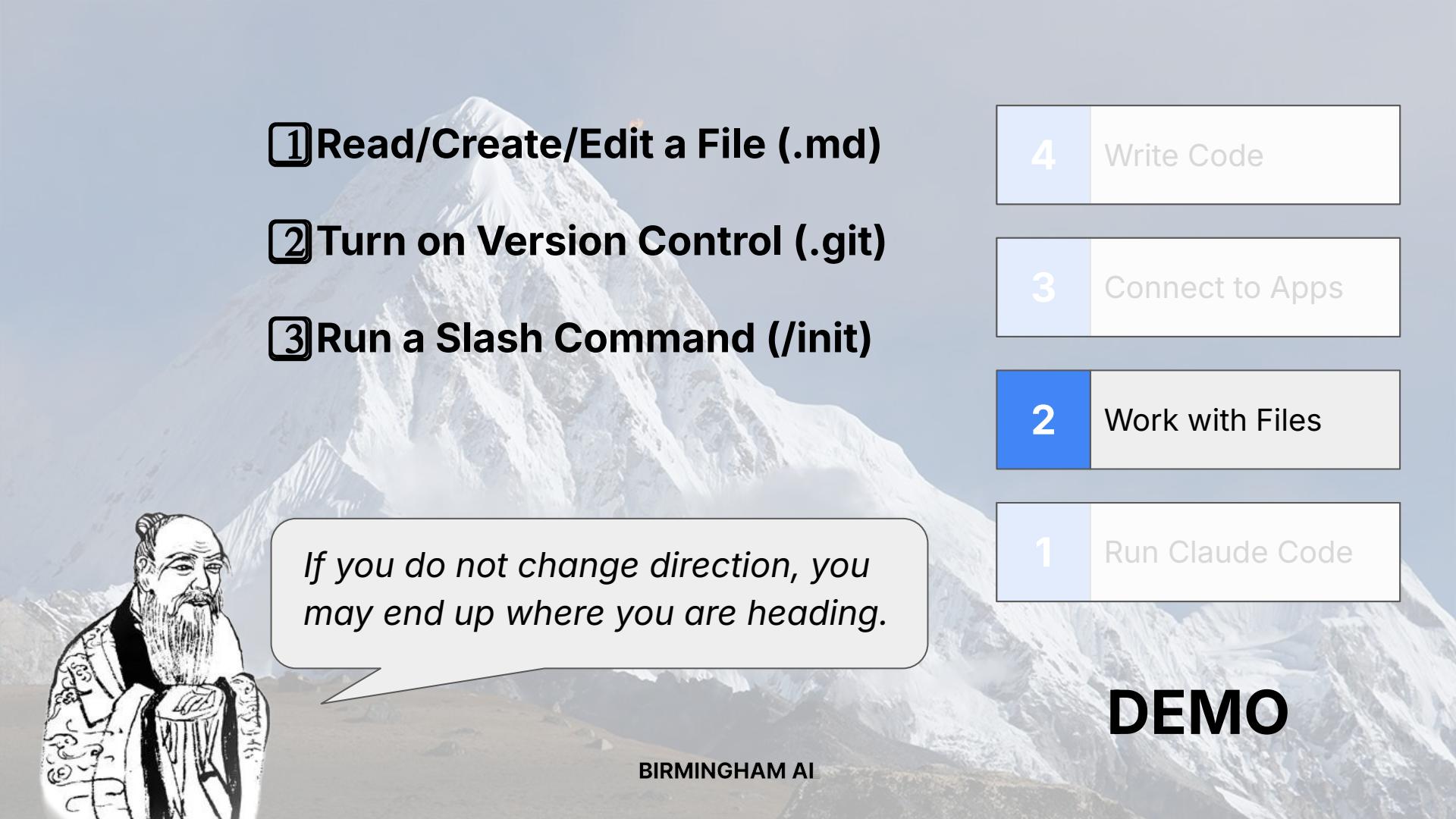
**2** Work with Files

**1** Run Claude Code

**DEMO**

# Claude Web is like early cloud applications, limited

	Claude Web	Claude Code
<b>Number of Files</b>	🟡 20	🟢 Unlimited
<b>Edit Files</b>	🟡 Limited	🟢 Yes
<b>Create Files</b>	🟡 Limited	🟢 Yes
<b>Version Control</b>	🟡 Limited	🟢 Yes
<b>Self-Documenting</b>	🔴 No	🟢 Yes



**① Read/Create/Edit a File (.md)**

**② Turn on Version Control (.git)**

**③ Run a Slash Command (/init)**



*If you do not change direction, you may end up where you are heading.*

**4** Write Code

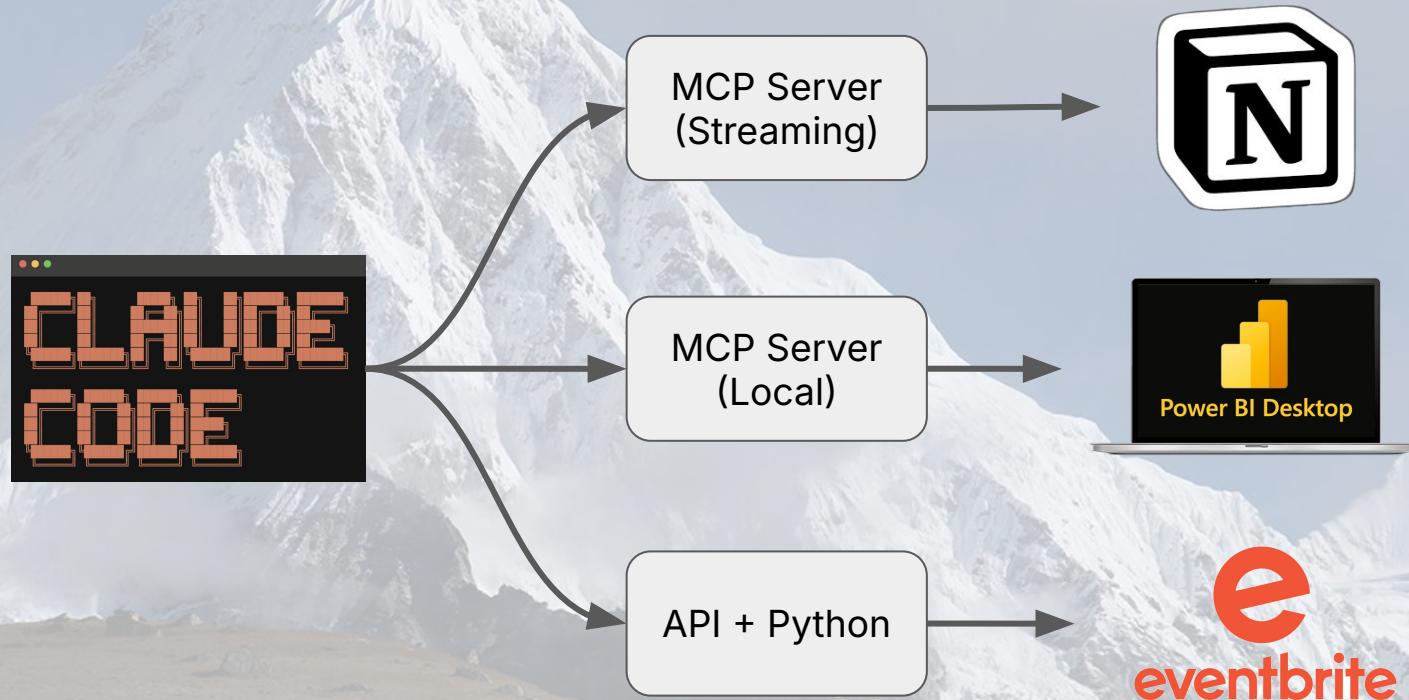
**3** Connect to Apps

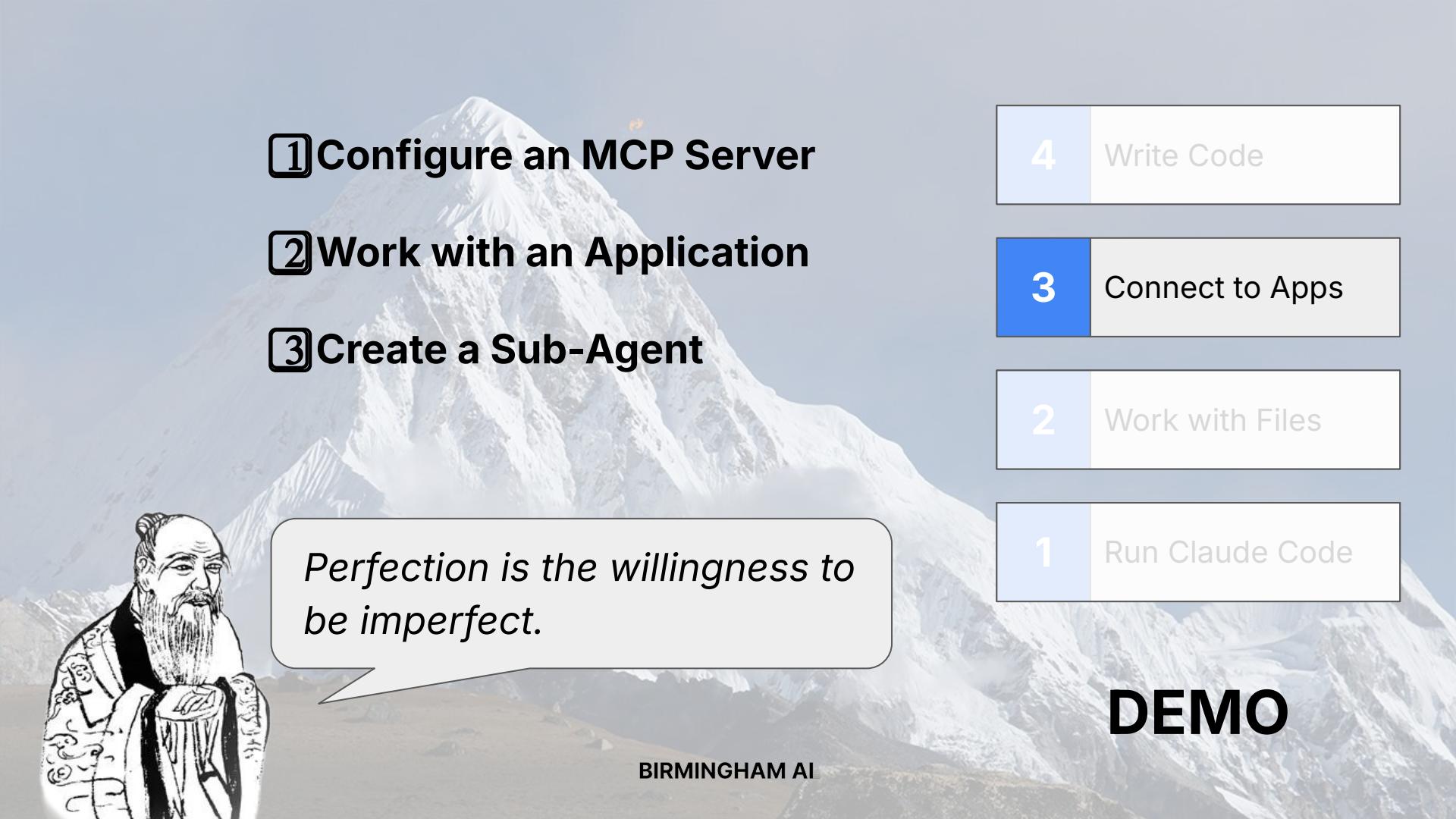
**2** Work with Files

**1** Run Claude Code

**DEMO**

# Claude Code connects your systems in one brain





**① Configure an MCP Server**

**② Work with an Application**

**③ Create a Sub-Agent**



*Perfection is the willingness to  
be imperfect.*

**4** Write Code

**3** Connect to Apps

**2** Work with Files

**1** Run Claude Code

**DEMO**



**1** Use Planning Mode

**2** Get an API Key

**3** Create a Python Script



*If you wish to be out front, then  
act as if you were behind.*

**4** Write Code

**3** Connect to Apps

**2** Work with Files

**1** Run Claude Code

**DEMO**

CLAUDE  
CODE

*(Planning Mode) Teach me  
how to use Claude Code*



2

Work with Files

1

Run Claude Code

# WINNERS, WINNERS



# EVERYWHERE

# Winners from last month's meetup

T-shirt: Rachael Black

Sora 2 Invites: JG Carver & Kristin  
Puett



# Feedback Survey

BIRMINGHAM AI

BIRMINGHAM AI  
2026 KICKOFF  
RED MOUNTAIN THEATRE



OpenAI

BIRMINGHAM AI

# Birmingham AI 2026 Kickoff: Powered by Curiosity

Wednesday January 14, 2026  
4:30pm-8pm  
Red Mountain Theatre

Tickets: \$30

First 100: \$20

