

# Building AI-Ready Habits at MakerSights

How small daily changes will 10x our impact

### Which one are you?

Doomer - "AI will replace all our jobs. We're doomed."

Zoomer - "I'll use AI when it's good enough. Just not today."

Boomer - "Moving too fast. I'll wait till it's figured out."

Builder - "I experiment daily, fail fast, learn, and share."

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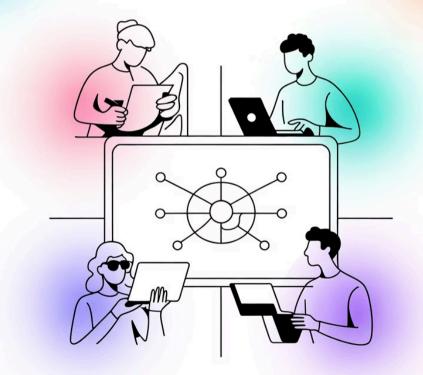
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# Connect. Collaborate. Create.





#### X The Doomer

"AI will replace all our jobs. We're doomed."



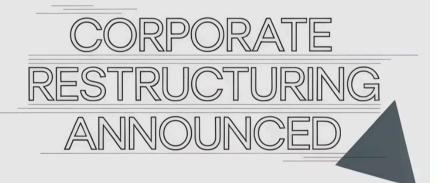
"Moving too fast. I'll wait till it's figured out."



"I'll use AI when it's good enough. Just not today."



"I experiment daily, fail fast, learn, and share."



## The Wake-Up Call

### Accenture just laid off 11,000 people

\$54B

\$865M

11K

**Company Value** 

779,000 employees

Restructuring

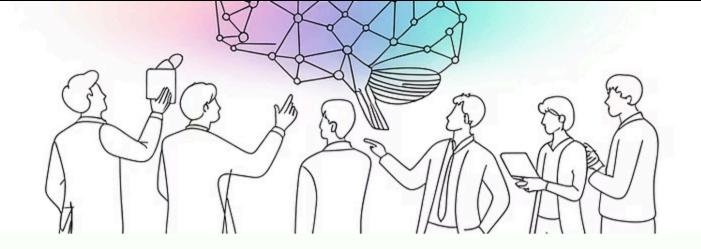
More cuts coming

**Jobs Lost** 

In 3 months



# But here's the twist...



### Their AI business is booming

**AI Revenue** 

 $$3B \rightarrow $5.1B$ 

**AI Specialists** 

 $40,000 \rightarrow 77,000$  (doubled in 2 years)



### **CEO's Brutal Honesty**

"We are exiting on a compressed timeline people where reskilling is not a viable path for the skills we need."

– Julie Sweet, Accenture CEO

#### **Translation:**

If you can't learn to work with AI fast enough, you're out.

# This Is Happening NOW

### Julius AI

## Get insights from the best Al for data analytics.

Ask data questions and get answers in seconds.

Get started >

Loved by 2,000,000+ users and trusted by individuals at









#### Insights

Ask anything to your data, and get answers.

Try now →



#### Charts & Graphs

Create sleek looking data visualizations.



#### Advanced Analysis

Perform modeling and predictive forecasting.



#### Machine Learning

Train ML models with natural language.



#### Reports

Generate polished memos and summaries.

#### Upload a CSV of sample data

- "What are the top trends in this dataset?"
- "Create a visualization showing correlation"
- "Write SQL to find outliers"
- "Create comparative bar charts for these audiences"

### The uncomfortable questions:

- 1 How much of our data analytics work could this replace?
- **2** How many Organic Research features does this replicate?
- **3** What happens to roles that this can automate?

# The Choice

# Do we want to be Accenture's 11,000...



# or their 77,000?



# The Opportunity

### Math that matters:

If everyone saves 30 minutes/day:

2.5

**Hours/Week** 

Per person

**350** 

**Hours/Month** 

Across 35 people

\$35K

**Monthly Savings** 

At \$100/hr avg

# That's \$420K

# per year

From small habit changes!



### With AI + good habits:

10x more datasets

analyzed

10x more features

tested

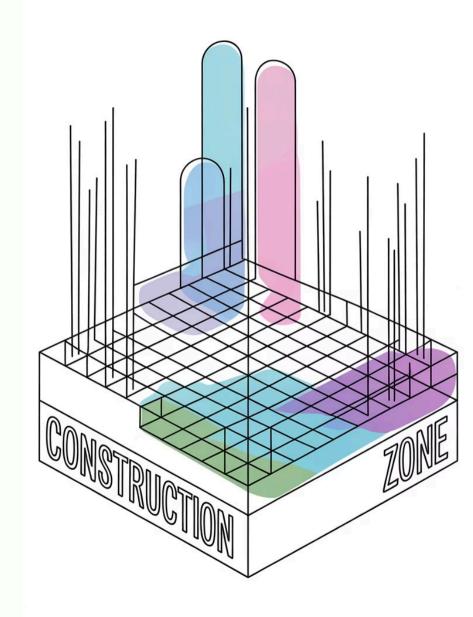
10x more leads

qualified

10x more customer value

shipped

# But we don't have the right setup ...yet



### The Gap We Need to Close

What AI Needs	What We Have	The Problem
Searchable knowledge	DMs and tribal knowledge	AI can't read minds
Documented processes	"Just ask Misaki"	Misaki goes on PTO, work stops
Structured data	Files scattered everywhere	AI can't find what it can't see
Clear workflows	"We figure it out"	AI can't improvise
Observable work	Private channels	AI is flying blind

# Five Habits That Work

Small changes, massive impact

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**Public channels over DMs** 

2

**Shared Drive over personal storage** 

3

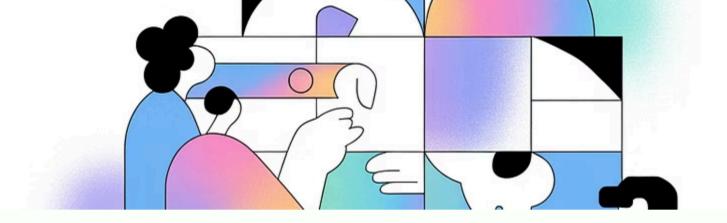
Record & transcribe meetings

4

Document as you work

5

**Burn down your Anti-ToDo List** 



# Habit 1: Public Channels Over DMs

### The problem with DMs:

- Knowledge dies in private conversations
- AI can't access what it can't see
- Same questions asked repeatedly
- Wisdom disappears when people leave



COLLABORATION

# Collaborate with kindness: Consider these etiquette tips in Slack

Reduce notifications and minimize distractions with these best practices for channels and direct messages

Author: Matt Haughey March 21st, 2025 Illustration by Kelsey Wroten

#### TABLE OF CONTENTS

- 1. Less messages means more efficient collaboration
- 2. Write longer messages that scan quickly
- Use threads for effective team collaboration. Seriously.
- 4. Replace short follow-up messages with emoji reactions
- 5. Reduce off-hours pings with Do Not Disturb
- 6. Set response expectations at the channel level
- 7. Default to public channels for better workplace communication

### 7. Default to public channels for better workplace communication

Too frequently, people reserve public channels for teamwide announcements, keeping most communication in direct messages, which unnecessarily silos information into private discussions.

A DM not only sends a notification to the recipient but requires someone's full attention to read. And if people choose to ignore it until later, they'll still have a red badge on their app.

Instead, create a culture where the default is posting in a channel and where using an @username mention is reserved for specific requests or urgent matters. DMs serve a purpose and are great for personal, private conversations, but chances are much of your workplace communication is appropriate for a team channel—and relevant to the wider group too.

When you commit to posting to public channels and using features like threads and emoji reactions, others in your organisation are likely to follow your example. Here's to paying it forward and keeping your team on track.

#### **Before:**

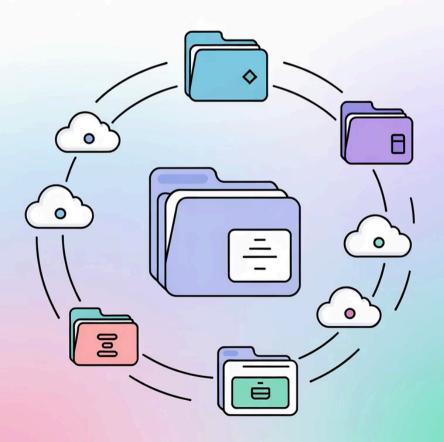
You DM: "How do I export data?" → Helps 2 people, then disappears

#### After:

You post in team channel  $\rightarrow$  3 people see it, AI surfaces this automatically for the future



# Organize. Collaborate. Thrive.



## Habit 2:

# Shared Drive Over Over Personal

### The problem:

- Files in "My Drive" disappear when people leave M/S
- Requesting access wastes everyone's time
- AI can't access scattered personal storage

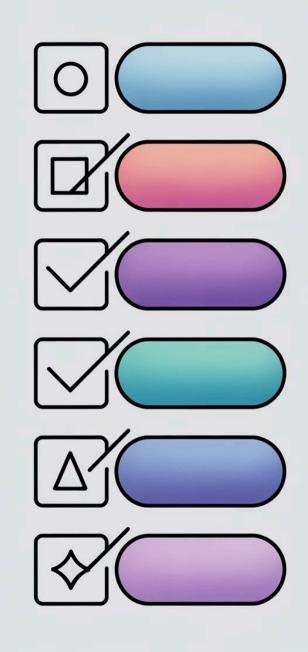
#### Before:

Misaki creates a deck in their Drive. They go on vacation. Delivery stalls 3 days.

#### After:

Deck shared in the account folder that anyone can access. Knowledge stays + AI can use it as a context

# Habit 3: Record & Transcribe Meetings



### The problem:

- Meetings are ephemeral–decisions evaporate
- "What did we decide?" wastes hours
- Missing attendees lose context or needs to watch the whole recording
- AI can't learn from invisible conversations

#### Before:

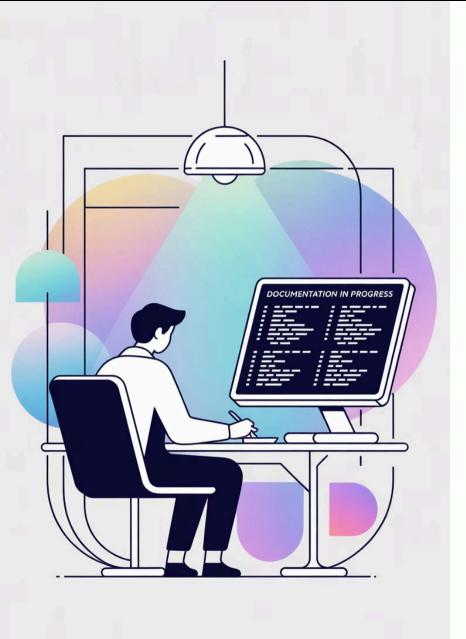
60-min customer call. Take notes, miss details. 3 days later: "What did customer say?" Schedule another call.

#### After:

Auto-transcribed. AI summary shows pain points, requests, objections. No repeat call needed.

+

Paste the transcription as a context for intake form + survey build.



# Habit 4: Document as You Work

### The problem:

- Solve problem, move on, forget how
- 6 months later: waste hours re-solving
- Tribal knowledge walks out the door

#### **Before:**

Everyone does things in their way.

No best practices for workflow, output sample, QC'ing check-list, etc

#### After:

"What good looks like" is clearly articulated

+

AI can follow your instructions like the best performing teammate

# Habit 5: Your AntiToDo List



### **Exercise (60 seconds)**

Write down 3 tasks you do regularly that:

- Drain your energy
- Add zero value
- Feel like busywork

### **Examples:**

- Screenshotting the platform and pasting it into insight reports
- Editing survey questions in the platform
- Copy-pasting audience demographics / study objectives from the intake form
- Searching for the right file in Google Drive / Notion

## Share your anti-ToDo list!

## Challenge to you:

1 hour per week burning down this list with AI and automation

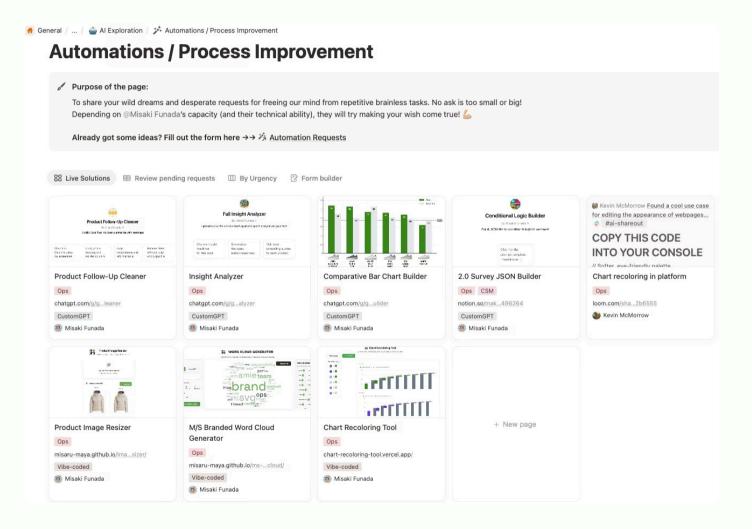
- 1 hour/week dedicated to this
- Share wins AND failures in #ai-shareout

### We're Already Doing This

MakerSights Automations / Process Improvement



### What's working:



### The power of sharing:

1

One person automates → helps 1 person

2

Share publicly → helps all 30 people

**3** 

Document it → helps future hires forever

# What will you start doing TODAY?