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Amplify Your Brilliance (Automation & AI Mindset)

Coaching Handout: Use This in Team Huddles or 1:1s

AI-first leadership starts by asking: What makes me great? Then amplify it with intention and AI. This handout breaks down the 'A' in S.A.I.L. into three high-impact practices you can coach, model, and scale.

1. Identify Your 3 Superpowers

Prompt team members to identify their three core strengths—storytelling, data analysis, empathy, relationship-building, strategy, etc. These are their sales "superpowers."

- Action Step: Have reps write down their superpowers and one way they could use AI to deepen each one.

2. 15-Minute Morning Reflection

Encourage reps to start each day with a short focus session.

- Prompt: "Here's my task list. What can I delegate, automate, or simplify with AI?"
- Incorporate:
 - Prioritize tasks with the Eisenhower Matrix (Do, Delay, Delegate, Drop)
 - Use the "Swiss Cheese Method" to break down hard tasks
 - Reflect on what's goal-achieving vs. tension-relieving
- **Bonus:** See the below daily checklist to guide this reflection. Pair it with a Power Hour of focused execution.

Sample AI Prompts for Morning Reflection

Here is my list of the most urgent and important tasks for today: [Insert your list here]

1. Can you suggest ways to approach or prioritize these tasks for maximum efficiency and effectiveness?
2. Are there tools, templates, or strategies (including AI-based solutions) that could help streamline or improve any of these tasks?

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3. Based on this list, what key insights or potential challenges should I be aware of as I work through these tasks?

4. How can I break down any of these tasks into manageable steps to ensure progress and avoid overwhelm?

5. Are there opportunities to delegate, automate, or simplify any of these tasks while still achieving my goals?

3. Model Curiosity

Normalize experimentation and continuous learning.

- Action Step: Each week in team meetings, ask: "What AI tool or prompt did you test or tweak this week? What did you learn?"
- Leader Tip: Start by sharing your own experiments—wins and misses. Curiosity is contagious when modeled.

Bottom Line: Amplifying brilliance means making AI a daily ally in developing what makes each seller extraordinary. Start small. Reflect daily. Model openly.

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Daily AI Reflection Checklist

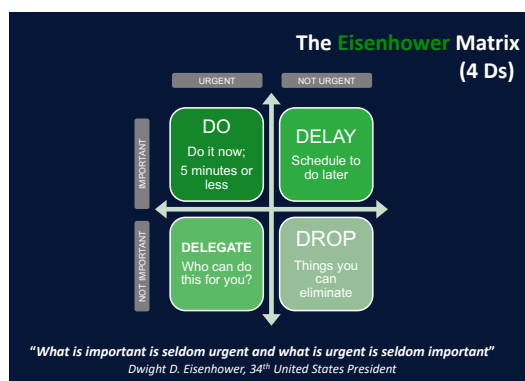
Use this 15-minute daily checklist to amplify your brilliance, boost productivity, and focus on what matters most.

1. Priorities & Planning

- ☐ List your top 3 priorities for today.
- ☐ Are these tasks goal-achieving or tension-relieving?
- ☐ Which task feels the hardest? (Use the Swiss Cheese Method to break it down.)

2. AI-Driven Efficiency

- ☐ Ask AI: What can I delegate, automate, or simplify today?
- ☐ Use AI to plan or draft one task (email, outline, follow-up, etc.).
- ☐ Apply the Eisenhower Matrix:
 - **Do** (urgent & important)
 - **Delay** (important, not urgent)
 - **Delegate** (urgent, not important)
 - **Drop** (not urgent, not important)



3. Strategic Reflection Prompts

- ☐ What is one way AI can help me show up smarter today?
- ☐ What roadblock do I anticipate—and how can AI help remove it?
- ☐ What is one thing I'll test and tweak today using AI?

4. Momentum Builders

- ☐ Block your Power Hour: What time today will you do your most important task without distractions?
- ☐ Check in with your superpowers: Am I using AI to amplify what I do best?
- ☐ Close with clarity: What will success look like by end of day?