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AI Office Hours: 12 Weeks to AI Fluency -Week 4

GRITS™ in the Age of AI: Because technology doesn't build trust. People do.

AI can help you move faster, but trust, resilience, and authenticity still win deals. This week, we explore how to lead with GRITS™ (Grace, Reflection, Identity, Tenacity, and Self-Awareness) to stay grounded and build buyer confidence in a tech-driven world.

People often ask what helped me succeed in sales.

The answer isn't just grit — it's **GRITS**.

And yes, I know **GRITS** isn't technically a word. It's my own plural. Because one kind of grit was never enough.

For me, GRITS™ stands for **Grace, Reflection, Identity, Tenacity, and Self-Awareness**, the mindset that helped me keep showing up, keep learning, and keep leading.

It's not about grinding harder. It's about growing wiser. That's what separates those who survive change from those who rise through it.

Grace

Lead with empathy and calm under pressure.

AI can write the words, but only you can bring the grace.

Try this prompt:

"Draft a follow-up email that acknowledges a missed deadline with empathy and professionalism."

Reflection

Pause to learn, adapt, and grow.

AI can surface the data. You decide what it means.

Try this prompt:

"Summarize my last 5 sales calls and highlight patterns I might be missing."

Identity

Stay authentic while evolving.

AI can echo your voice. But only you can define it.

Try this prompt:

"Write a LinkedIn post that reflects my values as a seller in the age of AI."

Tenacity

Resilience is the fuel behind transformation.

Fluency isn't a download. It's a discipline.

Try this prompt:

"Create a weekly rhythm that helps me stay consistent with AI tools."

Self-Awareness

Know your strengths, blind spots, and emotional triggers.

AI can guide your thinking. But only you can own your growth.

Try this prompt:

"What questions should I ask myself before sending a proposal?"

Reflection Prompt

Pausing to learn, adapt, and grow. Reflection turns experience into wisdom

What's one lesson AI has taught you about your workflow or mindset?

AI can surface the data. You decide what it means.

Try this prompt:

"Summarize my last 5 sales calls and highlight patterns I might be missing."

Which **GRITS™** trait do you want to strengthen this week?

Pick one. Ask AI to help you live it out in your next sales moment.