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The AI Mindset Shift

From Overwhelm to Clarity in Three Steps

AI doesn't replace relationships — it amplifies those who master them.

1 Reframe – From Threat to Sidekick

Mindset Shift: AI amplifies your human edge — empathy, creativity, and relationships.

Try This Prompt: “Reframe AI as a sales sidekick that amplifies my strength in ____.”

Coach Yourself:

- What human skill sets me apart?
- How can AI free me to use that skill more often?

Action Step: Spend 15 minutes this week asking AI to enhance — not replace — one of your core strengths. Example: Have AI draft a client email that sounds like you at your best.

2 Refocus – Cut the Noise, Spot the Signal

Mindset Shift: Stop chasing tools. Start clarifying goals.

Analogy: AI is like Google Maps — once you set your destination, the noise disappears.

Try This Prompt: “List three sales activities where AI can save me time without losing the human touch.”

Coach Yourself:

- Where do I lose the most time (research, writing, or reporting)?
- If AI gave me 30 minutes back, who would I reinvest that time in?

Action Step: Pick one AI tool you already have and use it to streamline a routine task this week.

Goal: reclaim 30 minutes for relationship building.

3 Rebuild – Integrate AI into Your Rhythm

Mindset Shift: AI fluency is built through habits, not hacks.

Try This Prompt: “Suggest a simple weekly AI rhythm for a sales rep to stay focused and connected.”

Coach Yourself:

- Which day do I most need AI support (Monday planning, midweek outreach, Friday reporting)?
- How can I turn that into a weekly check-in with my AI sidekick?

Action Step (1-Minute Challenge): Before opening any AI tool, pause for 30 seconds and ask: “What do I want AI to think with me about today?” Then use your G.I.F.T. prompt framework to focus your intent.

Mindset Check

At the start: AI felt like a threat.

At the end: It feels like a sidekick.

Notice the difference — that’s clarity in action.

Key Takeaway

AI doesn’t close deals — humans do. But AI can help you think faster, connect deeper, and show up as your best self more often.