



The Operator

“You turn the thing you redo every week into a thing that runs itself.”

You feel the friction of doing the same task by hand for the fifth time, and something in you says “this should be a system.” You are the one who builds the setup once so nobody has to think about it again.

YOUR EDGE WITH AI

This is where AI stops being a chatbot and starts being leverage. Hand it the recurring job with your rules baked in and it runs the same way every time. You build it once and get the hour back every week after.

THE THINKER WHO SHARPENS YOU

Dan Martell · buy back your time: the task you do on autopilot is the one to systematize first.

Your blind spot

You systematize on instinct, and the trap is automating a messy process so the mess just runs faster. Make the steps and the judgment points visible first, and remember a perfect system nobody triggers is dead weight. Attach it to a real moment in your week.

Your first shift: Workflow Builder

Use this when the same task keeps getting rebuilt from scratch or lives only in one person's head.

Copy this prompt

Turn this recurring task into a simple checklist with inputs, steps, owner, quality check, and the next improvement to make.