

A PERSONAL NOTE

Implementing AI feels like walking a tightrope.

You are not the only one wobbling. Here's what actually steadies the walk.

AGENDA

01 The wobble is close to universal

02 Expectations set the height, not the tech

03 Start with the task everyone dreads

04 Do it as a team, and celebrate together

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80%

of AI projects fail

Roughly twice the failure rate of non-AI corporate IT projects. RAND Corporation, 2024.

95%

of generative AI pilots show no measurable return yet

If your project hasn't paid off yet, it's keeping company with almost everyone else's. MIT NANDA project, 2025.

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Expectations set the height of the rope, not the technology.

A rope six inches off the ground and a rope sixty feet up test the same balance. Most disappointment traces back to a goal set before anyone touched the tool.

One small step steadies the rope better than one big leap.

Pick one narrow slice. Ship it to five users, not five hundred. Give yourself a week to see what breaks before committing to the roadmap version.

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The rope gets easier to walk, not because the height changes, but because you get better at finding your balance, together, one step at a time.

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Start with the task everyone already dreads.

- The weekly report nobody wants to compile
- The ticket triage nobody wants to do every morning
- The data cleanup somebody redoes by hand every month
- Low glory, low risk, immediate relief when it lifts

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DO IT TOGETHER

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Nobody should be walking this alone.

- 01 Say what you don't know, out loud, to your team
- 02 Find peers who admit what didn't work, not just what did
- 03 Know what AI can't do yet, and keep a human hand on the rope

Your team will celebrate with you when it works.

Take the first step smaller than you think you need to. Take it with people who'll admit when they're unsteady too.

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