

Your Client's AI Reads Your Report **Before They Do.**

While you're using AI to write it, they're using their own AI to critique it, before any human opens the file.

SWIPE →

Welcome to AI-to-AI Negotiation

- 01** What the client's AI is actually checking for
 - 02** Writing reports for humans and machines
 - 03** How forward-leaning firms govern AI use
 - 04** Turning client-side AI review into an advantage
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Things Your Client's AI Is Checking

Logical consistency, evidence quality, benchmarking against industry norms, and risk flags that might alarm legal or compliance.

The report review pipeline, client-side

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Ways Forward—Leaning Firms Govern This

Defining approved AI use cases, running AI QA checklists before anything client-facing ships, training prompt hygiene, and being transparent with clients about it.

Post-incident firm responses, 2025

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When your client asks their AI "What are the three key things in this report?", the answer should match the three things you actually want them to act on.

The executive-summary test



There's a quiet AI debate happening over your work before the real decision-makers even open the file.

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Writing for Humans vs. Writing for Both

HUMANS ONLY

Persuasive narrative

Buried assumptions

Filler paragraphs

HUMANS + MACHINES

Clear structure, step-by-step logic

Cited data, no vague claims

Every paragraph earns its place

A Peer Reviewer Who Never Gets Tired.

It's like having a super-fast reviewer seeing your work before the C-suite does. The most effective teams aren't just tolerating client-side AI review, they're designing for it, treating the model as a secondary but very real stakeholder in every deliverable.

Design for the Review You Know Is Coming.

Pre-flight test the report → optimise the executive summary → add an AI-ready annex → instrument feedback loops

Full framework and practical moves:

terencekok.com/blog/when-ai-reads-your-report-before-client-does

Write for human judgment. Design for machine review.

Those who learn to do both will set the bar for what "good" looks like in AI-era consulting.



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