

AI Blind Spot Briefing

A one-week engagement for owners and leaders of small and mid-sized businesses

Why this exists

AI is reshaping industries faster than most owners can track. Larger competitors are quietly adopting tools that change cost structures, customer expectations, and competitive positioning. The risk is not that you fall behind on AI itself — it is that you discover too late what your industry has already become.

The Blind Spot Briefing is built for leaders who do not have time to research this themselves, do not need a six-figure consulting engagement, and want a clear, honest picture of what is coming.

What you get

- A written briefing document (8–15 pages) covering:
 - The AI landscape in your industry — what is actually being adopted right now
 - Competitive intelligence — what specific competitors and adjacent players are doing
 - Three blind spots, ranked — risks and opportunities you are most likely missing
 - Recommended next steps — practical, prioritized, and matched to your resources
- Two working sessions — a 90-minute kickoff and a 90-minute findings review
- A 30-minute follow-up call one week after delivery to address questions as they surface

How it works

Day 1	90-minute kickoff conversation. We map your business, your industry, your competitors, and the questions you most want answered.
Days 2–5	I research. Industry scan, competitor analysis, AI adoption patterns, regulatory signals. You stay focused on running your business.
Day 6	90-minute working session. I walk you through findings, you push back, we refine together.
Day 7	Written briefing delivered.
+1 week	30-minute follow-up call. Questions surface after people read these things; we address them.

Investment

\$2,000 flat fee. 50% on engagement start, 50% on delivery of the written briefing.

No long-term commitment. This engagement stands on its own. If ongoing advisory makes sense for you afterward, we can discuss that separately.

Who this is for

Owners and senior leaders of small and mid-sized businesses in industries facing real AI disruption — lending, mortgage, professional services, document-heavy operations — who want a clear, honest perspective without the price tag of a major consulting firm.

Not a fit if: you are looking for someone to build AI tools or write code. This engagement is about strategy and situational awareness, not implementation.

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