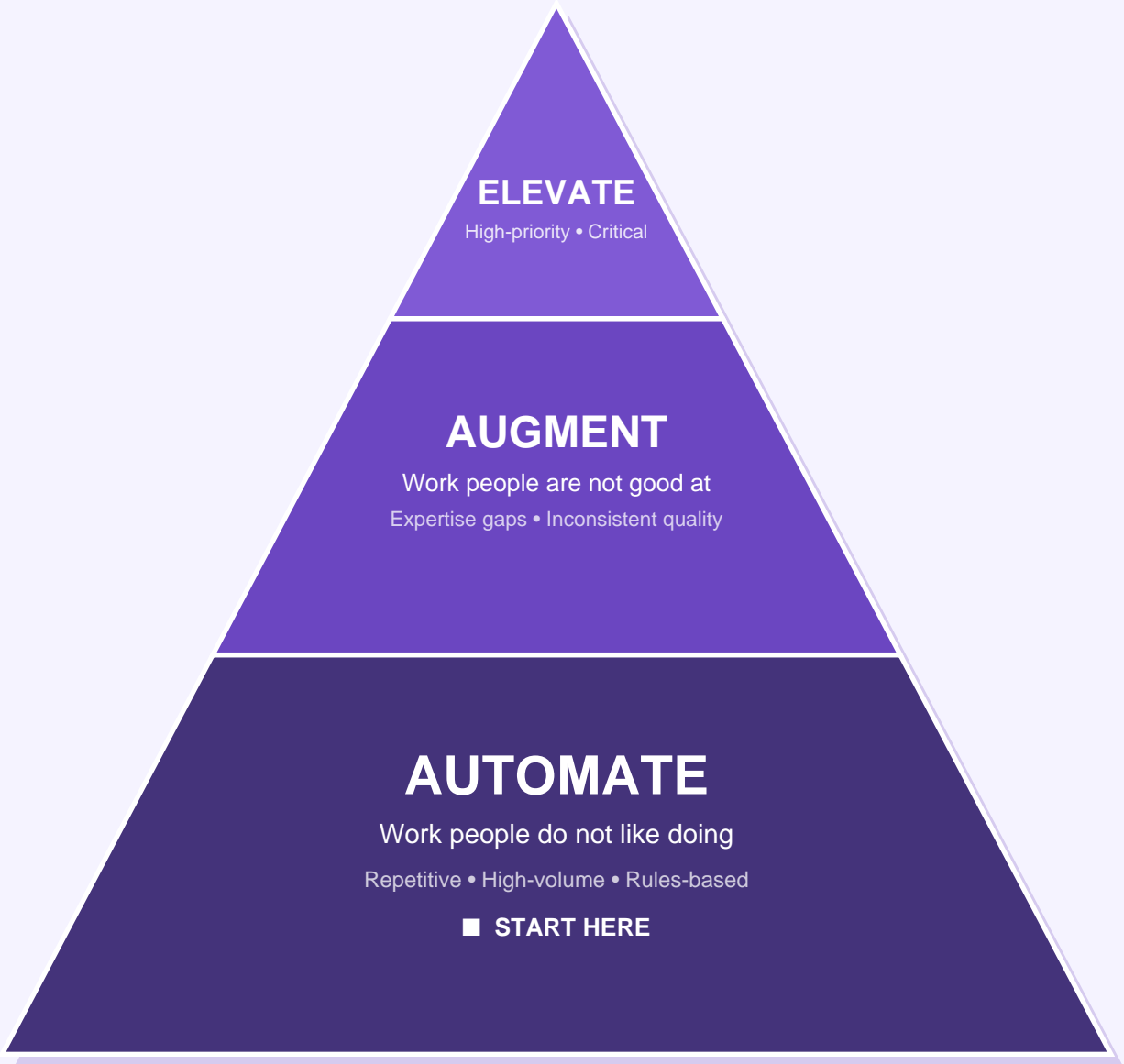


# The Slowinski Pyramid

Map your team's work across three tiers. Start at the bottom. That is where the money is.

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**Do not move to Tier 2 until Tier 1 is handled.  
Do not touch Tier 3 until Tier 2 is producing results.**

# Examples by Tier

Real tasks mapped to the right level. Use these as a starting point for your own audit.

## 1 **AUTOMATE** Work people do not like doing

These are the tasks everyone hates. Repetitive, rules-based, high-volume, mentally draining. They are also the easiest to hand to AI because the pattern is clear and the tolerance for imperfection is high. Start here. The ROI is immediate.

- Customer support triage and FAQ responses
- Invoice processing and expense categorization
- Data entry and report compilation
- Email sorting and calendar management
- Collections follow-ups
- Scheduling and appointment coordination
- Meeting note summarization

## 2 **AUGMENT** Work people are not good at

These tasks require expertise, pattern recognition, or experience most employees lack. Quality is inconsistent and cognitive load is high. AI does not replace the human here. It makes the human faster and more consistent.

- Financial analysis and modeling
- Legal contract review and risk flagging
- Marketing copy and campaign creation
- PRDs, use cases, and acceptance criteria
- Competitive research and market analysis
- Customer success playbooks and health scoring
- Sales proposals and pitch decks

## 3 **ELEVATE** High-priority, high-urgency work

Fewer tasks, but each one is critical. Traditionally slow and resource-intensive because they require synthesizing large amounts of data into a decision. AI compresses the time from data to decision from days to minutes.

- Strategic pricing and packaging decisions
- M&A due diligence and valuation
- Product roadmap prioritization
- Executive dashboards that synthesize all metrics
- Board-level reporting and investor communications
- Workforce planning and headcount modeling

# Pyramid Worksheet

Map your team's actual work. Be specific. Name the tasks, not the departments.

For each tier, list the tasks your team does today. Assess honestly: is AI handling it, could it, or does it genuinely require a human?

**TIER 1: AUTOMATE**

*What repetitive, rules-based tasks does your team do that nobody likes doing?*

Task	Who does it now?	AI handling it?	Next step

**TIER 2: AUGMENT**

*What tasks require expertise your team lacks or delivers inconsistently?*

Task	Who does it now?	AI handling it?	Next step

**TIER 3: ELEVATE**

*What high-stakes decisions or analyses are slow because of manual processes?*

Task	Who does it now?	AI handling it?	Next step

After completing this worksheet, count how many Tier 1 tasks are still done by humans. That number is your AI gap.