

A COMPLIMENTARY EXCERPT

A GIFT FROM SHAKITA TRIGG

FROM **AI IN THE FIELD** · THE BUILDERS BLUEPRINT · VOLUME ONE

The *Intelligence* Shift

*How AI Is Redefining Leadership and Transforming
Small and Mid-Sized Businesses*



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The Mind Behind the Millions, The Brain Behind the Billions

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The Girl From Dayton and the Box With the Open Lid

My love for technology started long before my career did. I was fourteen years old, a straight-A student at Paul Lawrence Dunbar High School in Dayton, Ohio, when my teachers recommended me for an after-school program that changed the trajectory of my life.

In that program, I built my first computer with my own hands. I installed the motherboard, connected the cables, and learned to program it. This was before my high school graduation in 1997, so you can only imagine the size of this contraption, a big, square machine that most people my age had never even touched, let alone assembled.

I was so grateful for that experience because young Shakita would never have been able to afford a computer if not for that program. That was simply not what my family could provide. We barely could afford putting food on the table. But that experience gave me something more valuable than the machine itself. It gave me the understanding that technology is not magic. It is built. It follows logic. And when you understand how something works from the inside out, you can make it work for you.

Technology is not magic.

It is built.

It follows logic.

That fourteen-year-old from Dayton grew up to spend two decades inside some of the most complex corporate operating environments in the country. And somewhere deep into that career, I walked into something that stopped me cold.

I was inside a large enterprise that prided itself on being a technology leader. Internally, my team was running forecasts off spreadsheets. Manual data entry. Critical files shared through email and chat. We were doing the work of the future with the tools of the past.

When I raised my hand and said “let me fix this,” the resistance was immediate, and it came from the inside. More scope. Less support. A revolving door of leadership above me. I felt like I was trapped inside a box. The lid was off. I could see the sky, see exactly what was possible. But every time I tried to climb out, I slid back down the wall.

And that is when the epiphany hit me.

If this was happening inside a large enterprise with every resource imaginable, what was happening inside businesses with fifteen employees trying to do everything, stitching together disconnected software tools and running with limited capacity?

They did not have a chance. Not because they were not smart enough. Because nobody had shown them where the money was leaking or given them a blueprint that bridges what they planned and what actually gets executed.

That gap, the strategy-to-execution gap, is where most businesses I have worked with are quietly losing six figures a year. And artificial intelligence is making it wider for every organization that lacks a framework to close it.

YOUR NEXT STEP



See Exactly Where the *Money Is Leaking*

Take the free AIL Awakening Assessment. In fifteen minutes you will see where your business stands across all four stages of Activate Intelligent Logic, and where the revenue is going that you cannot currently see.

TAKE THE FREE AIL ASSESSMENT

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The opening section of Chapter 21, "The Intelligence Shift," from *AI in the Field: The Builders Blueprint, Volume One*.

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