

# EMBRACING AI

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## **GET THE MATERIALS**

HTTPS://SUSANEGUTHRIE.COM/AFDS





TODAY'S PROGRAM

Some Best Practices with AI
It's not like anything you have used before, but we treat it like an old friend. We need to retrain our brain!

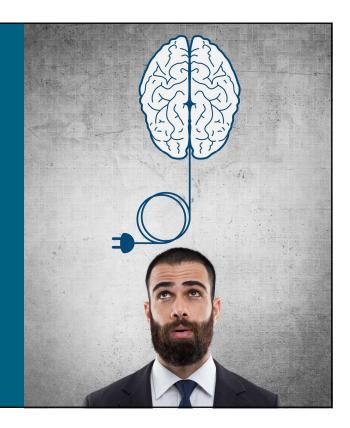
Live Demos of Practical Applications

Business and Marketing Support
Curated Client Outreach
Option Generation and Brainstorming
Drafting and Follow Up

Financial Al Tools
Al Tools specifically created to support financial professionals

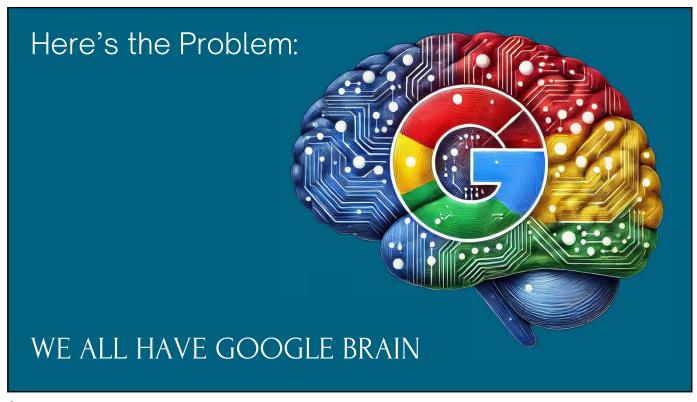
Q&A and Final Takeaways
Where to go from here and what does this mean for divorce professionals and entrepreneurs.

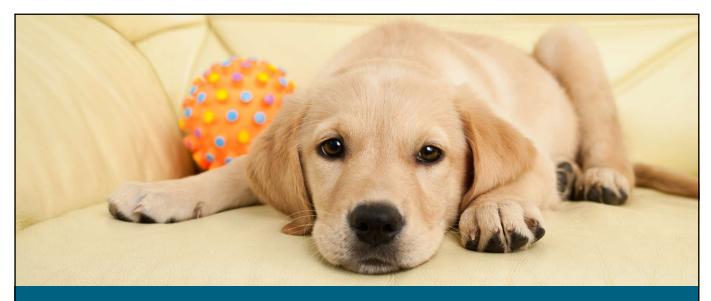
## FIRST THINGS FIRST



We need to retrain our brains!

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#### GOOGLE IS LIKE A LABRADOR RETRIEVER

You ask a question (throw the ball) and Google (the dog) returns your specific answer (the ball.)

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Give me 5 ways that I can grow my business.



A GOOGLE SEARCH PROMPT



AI TOOLS LIKE CHATGPT
ARE MORE LIKE THE
WISE OLD, WELL-READ
OWL THAT YOU SIT
DOWN WITH FOR A
CHAT ON A VARIETY OF
TOPICS AND WHO WILL
HELP GUIDE YOU AND
SUPPORT YOU IN YOUR
INTELLECTUAL QUEST

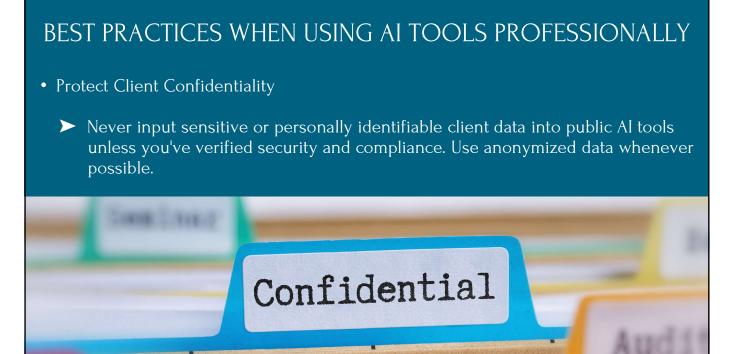
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I'm a financial divorce specialist who wants to get more clients. I already have a website, a blog, and a LinkedIn profile, but I'm not sure how to use them effectively. Please help me come up with ideas to promote my practice in a way that feels authentic and helpful to people going through divorce. I'd love tips on what to post, how often, and any tools that can make this easier for me.



AN AI TOOL SEARCH PROMPT

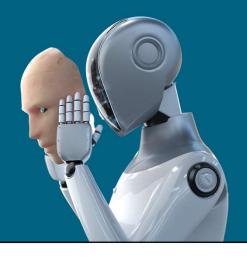




#### BEST PRACTICES WHEN USING AI TOOLS PROFESSIONALLY

Verify and Interpret, Don't Automate Judgment

➤ Use AI to summarize documents or run projections, but always apply your professional expertise to interpret results and make recommendations.



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#### BEST PRACTICES WHEN USING AI TOOLS PROFESSIONALLY

Use AI to Educate, Not Just Automate

Create simple, client-facing explanations (e.g., plain-language summaries or FAQs) using Al to help demystify financial concepts and build trust.



#### BEST PRACTICES WHEN USING AI TOOLS PROFESSIONALLY

Start with Specific, Clear Prompts

The more specific your question, the better the response. For example: "Create a checklist for a divorcing client deciding whether to keep the family home." MAKE IT A CONVERSATION!



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#### BEST PRACTICES WHEN USING AI TOOLS PROFESSIONALLY

Test and Tweak Before Relying Fully

➤ Run parallel versions—your manual version vs. the Al-assisted one—to compare outcomes before fully integrating Al into key workflows.



**AWARENESS & EDUCATION** 



PREPARATION & PRACTICE



STRATEGIES & **PROTOCOLS** 



**EDUCATION AGAIN** (& AGAIN)

THE ASPEN PROTOCOL

NOTICE & TRANSPARENCY



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## KEY AREAS OF IMPACT

for ADR Professionals in Practice Development

#### Client Attraction

- · High quality marketing
- Branding and outreach
- Subject matter expertise

# Operational Efficiency and Enhanced Client Experience

### Automating tasks and communications

- Streamline process and procedure
- · Curate and personalize client experience

Streamlined Research, Drafting, Organization and Negotiation

- Summarizing information
  - Brainstorming and **Evaluating**
- Summaries and Agreements

#### Building a Competitive Edge

- Market research
- Practice analytics
- · Tech forward and cutting edge



# DEMOS



