

What a Build Conversation Looks Like

Three minutes. Read this before your first build session — it shows you exactly what "work through it in conversation with AI" means in practice.

The pattern

Every file in your AI POS gets built the same way:

1. **You copy the kick-off prompt and everything below it** from the top of the template, and paste it all into your AI as one message (each template starts with one).
2. **The AI interviews you** — one question at a time. You answer roughly. Fragments, half-thoughts, and "I'm not sure" are all fine. The AI writes; you steer.
3. **It probes** — good follow-ups turn vague answers into specific ones. If it isn't probing, tell it to: *"Keep asking follow-ups until my answer is specific."*
4. **It drafts, you correct** — the AI writes the section and shows you. The most useful sentence in the whole process is: *"That doesn't sound like me."* Say it every time it's true.
5. **It writes the file** — when every section is done, ask it to produce the finished file, named per the roadmap, and save it in the right folder.

What it actually sounds like

Here's Mo building the "Who I Am" section of his identity file — condensed, but this is the real shape:

AI: Let's start with who you are professionally — what's your role, and what got you here?

Mo: GM of retail operations for a national chain. 120 stores, about 800 people. 20 years in retail and consumer goods.

AI: What would your team say you're known for?

Mo: Turning around underperforming businesses. And being direct.

AI: Direct can mean blunt or it can mean clear — which is it, and what does it look like day to day?

Mo: Clear. I hold high standards and I back the people who meet them.

AI: Anything outside work that shapes how you operate?

Mo: Family — two teenagers. And I'm a weekend cyclist. I take it slightly too seriously.

AI: Here's a draft: *"A results-oriented senior retail executive with a passion for operational excellence..."*

Mo: Stop — that doesn't sound like me. That sounds like a LinkedIn profile. Use my words.

AI: Fair. Second draft: *"A commercially driven leader with 20 years across retail and consumer goods. Known for turning around underperforming businesses through clear strategy, strong culture, and relentless execution... My leadership style is direct and people-first — I hold high standards and I back the people who meet them. Outside work I'm a husband, father of two teenagers, and a weekend cyclist who takes it slightly too seriously."*

Mo: That's me.

Six questions, one pushback, under ten minutes — and Mo never wrote a sentence. Compare the final text with `4 - Mo's AI Access/AI Personal Operating System/Layer 1 - Identity & Context/identity.md`: it's word for word what shipped.

The five habits that make it work

Answer rough, correct sharp. Your job is raw material and honest reactions, not polished prose.

Never accept the first draft out of politeness. The AI doesn't have feelings. The file has to sound like you for the next five years of sessions.

One section at a time. Don't let it race ahead and draft the whole file from thin answers.

Push back on generic. If a draft would fit anyone in your industry, it's not done — say "too generic, make it mine."

Read the finished file out loud. If you stumble anywhere, that line isn't yours yet.