

AI Bootcamp:
Your Secret Success Superpower

WOMEN of POWER SUMMIT

Presented by:
Bethanie Nonami

I’m Not Here to Help You Get Better at AI

Bethanie Nonami

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I'm Not Here to Help You Get Better at AI

I'm Here to Help AI ***Make You Better***

Bethanie Nonami

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Bethanie Nonami

- ☆ 33 years in Tech
- ☆ Award Winning Training Practice
- ☆ Intl Certified AI Consultant
- ☆ Member Intl Assoc AI Consultants
- ☆ Proud Certified WBE/MBE
- ☆ Keynote Speaker about AI

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AI Bootcamp Expectations

- ✓ Learn a lot
- ✓ See even more
- ✓ You will get the slides
- ✓ QR Code @ the end
- ✓ Resources, Demos, Data
- ✓ Best Time is Now

AI Bootcamp - What's Coming

- ✓ AI's Impact
- ✓ The AI Tea
- ✓ Enough to Sound Dangerous
- ✓ Hands On: Next-Level ChatGPT Capabilities
- ✓ No WiFi - Mobile App & HotSpot Action Only
- ✓ Real World AI Use Cases - Speed Dating Style
- ✓ Q&A

What is AI Going to Impact?

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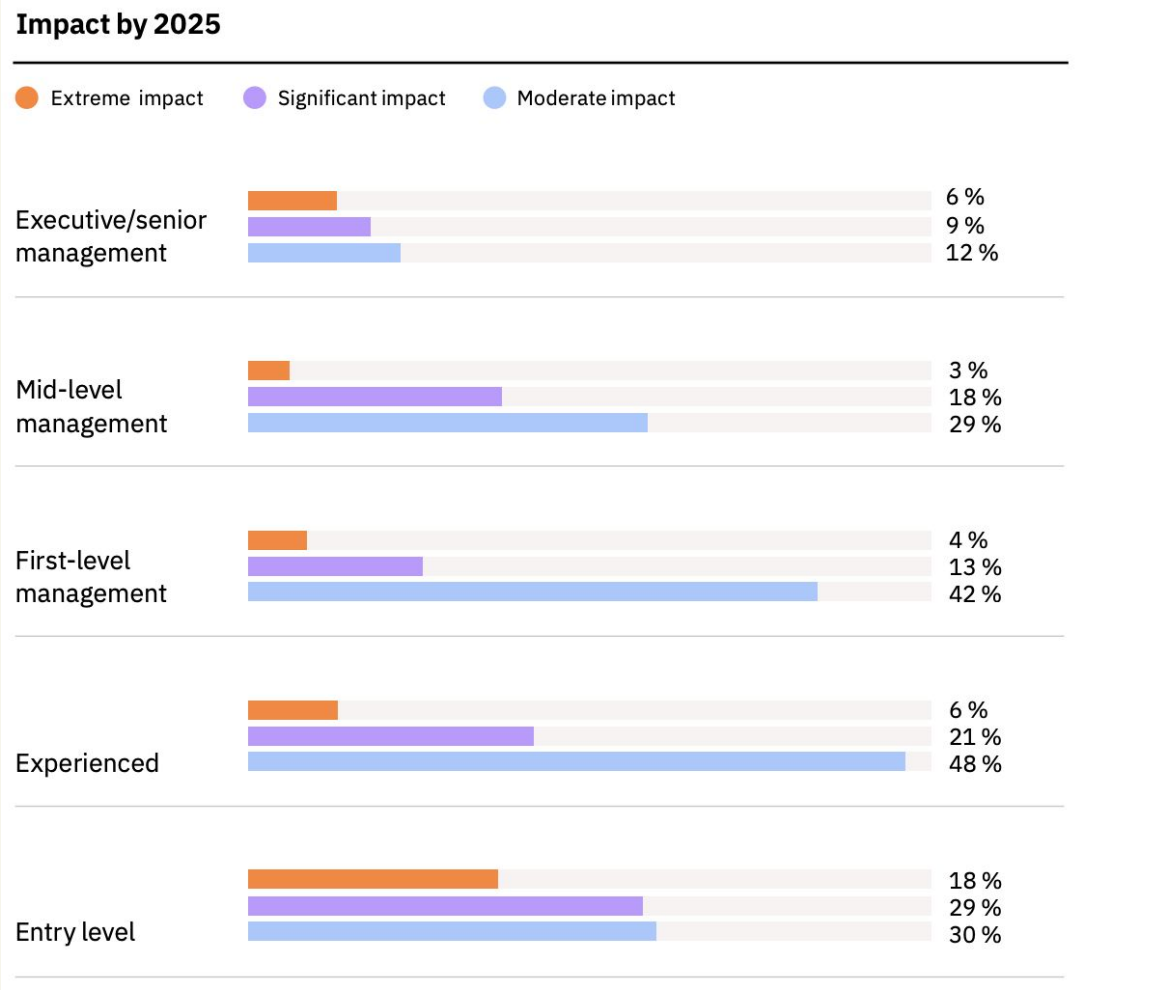
What is AI Going to Impact?

You
Every Team
Every Organization
Every Industry

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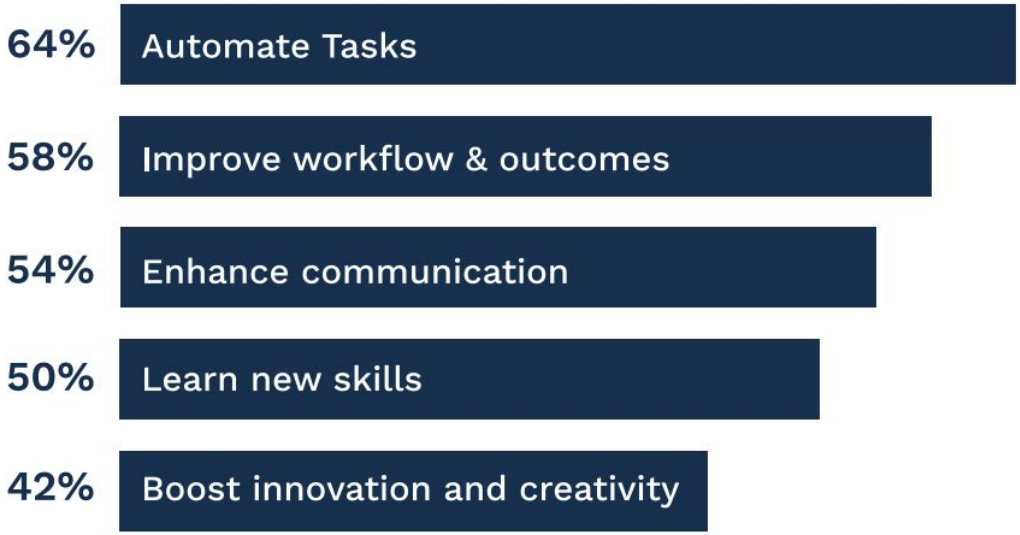
AI Affects Every Level



Source: IBM Augmented work for an automated, AI-driven world

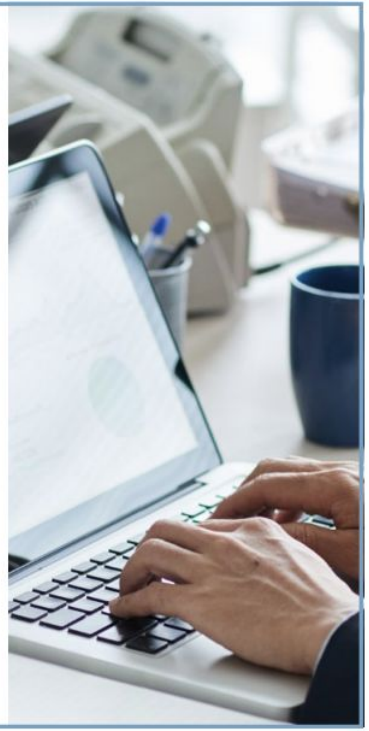
HOW AI WILL HELP EVERYDAY WORK TASKS

Share of employers selecting each area as key productivity improvement[1]



SOURCE: Survey of 1,340 employers in the US

1. The number features the share of employers selecting each of these tasks as benefits of AI.



Source: Amazon - Accelerating AI Skills

BENEFITS OF AI ACROSS THE ORGANIZATION

Share of employers that expect AI to be important in changing work, by department[1]



SOURCE: Survey of 1,340 employers in the US

1. The number features the share of employers that select AI as “very important” or “moderately important” in changing the way work is done in this department.



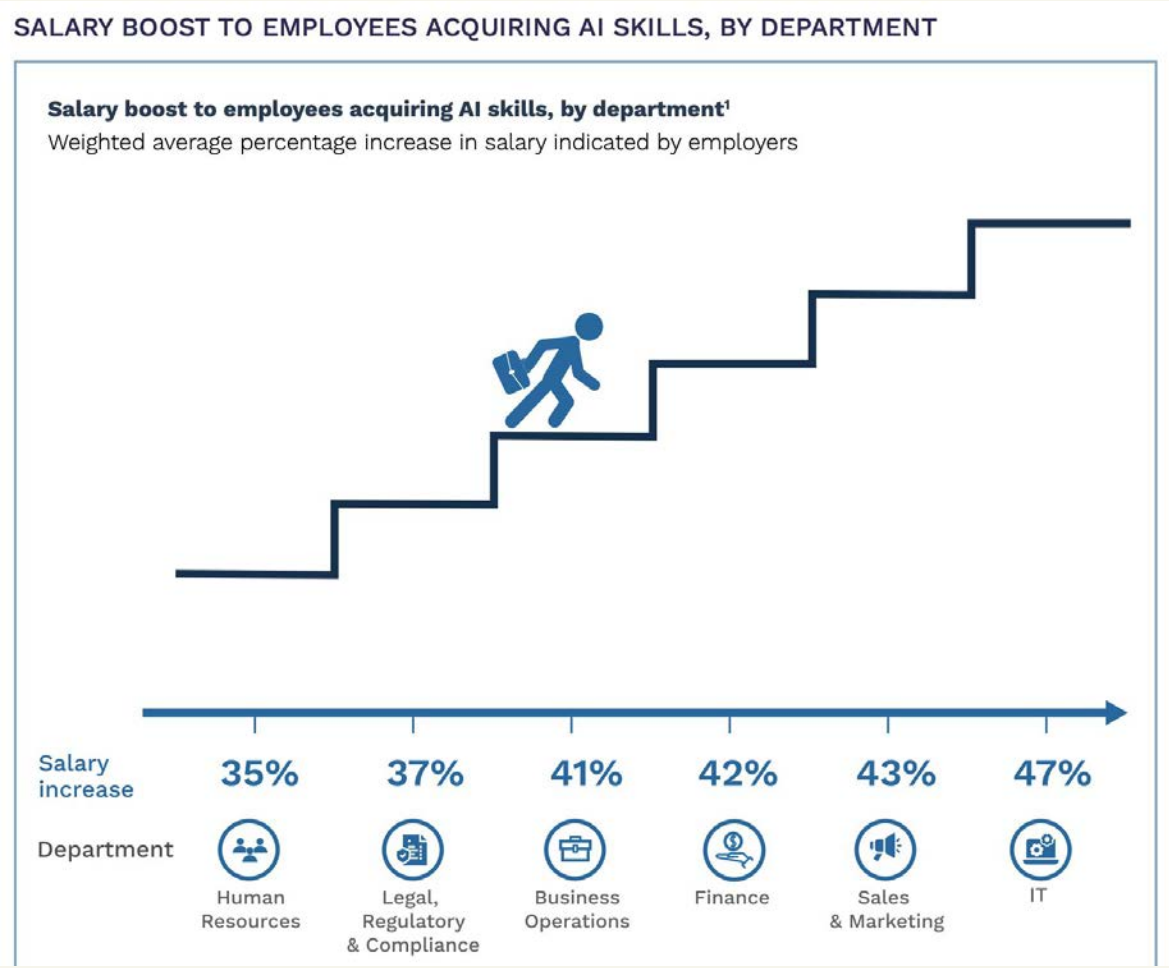
Source: Amazon - Accelerating AI Skills

Salary Demands

Increase

10-72%

with AI Skills



Source: Amazon - Accelerating AI Skills

Where is AI Used Now?

Where is AI Used Now?

Everywhere

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BASIC	Chatbots	AI Assistants	LLMs (Large Language Models)
Interaction	Basic Q&A (rule-based)	User-driven (reactive)	Conversational & contextual
Autonomy	Very low – follows scripts	Low – needs user input	Medium – responds intelligently but needs user input
Task Complexity	Simple -FAQ responses, - basic support	Simple - setting reminders, - answering queries	Advanced - text generation, reasoning - deep research
Examples	Website chatbots customer service bots	**Spellcheck (90's)** Siri Alexa Microsoft Copilot ChatGPT	**ChatGPT** **Perplexity** **Claude** Gemini, Mistral, Llama, Deepseek

ADVANCED	AI Agents	Custom LLMs	Autonomous AI
Interaction	Goal-driven (proactive)	Highly tailored for specific tasks & industries	Fully independent
Autonomy	Medium to high – can self-direct	High – trained on proprietary data for unique applications	High – operates without human input
Task Complexity	Complex (multi-step problem-solving)	Very advanced - domain-specific insights - specialized reasoning	Very complex - decision-making - adaptation
Examples	AutoGPT BabyAGI Zapier AI AI-powered automation bots	Salesforce Einstein Microsoft AI Azure OpenAI AWS Bedrock Custom models	Self-driving cars, AI-powered cybersecurity, AI-powered systems

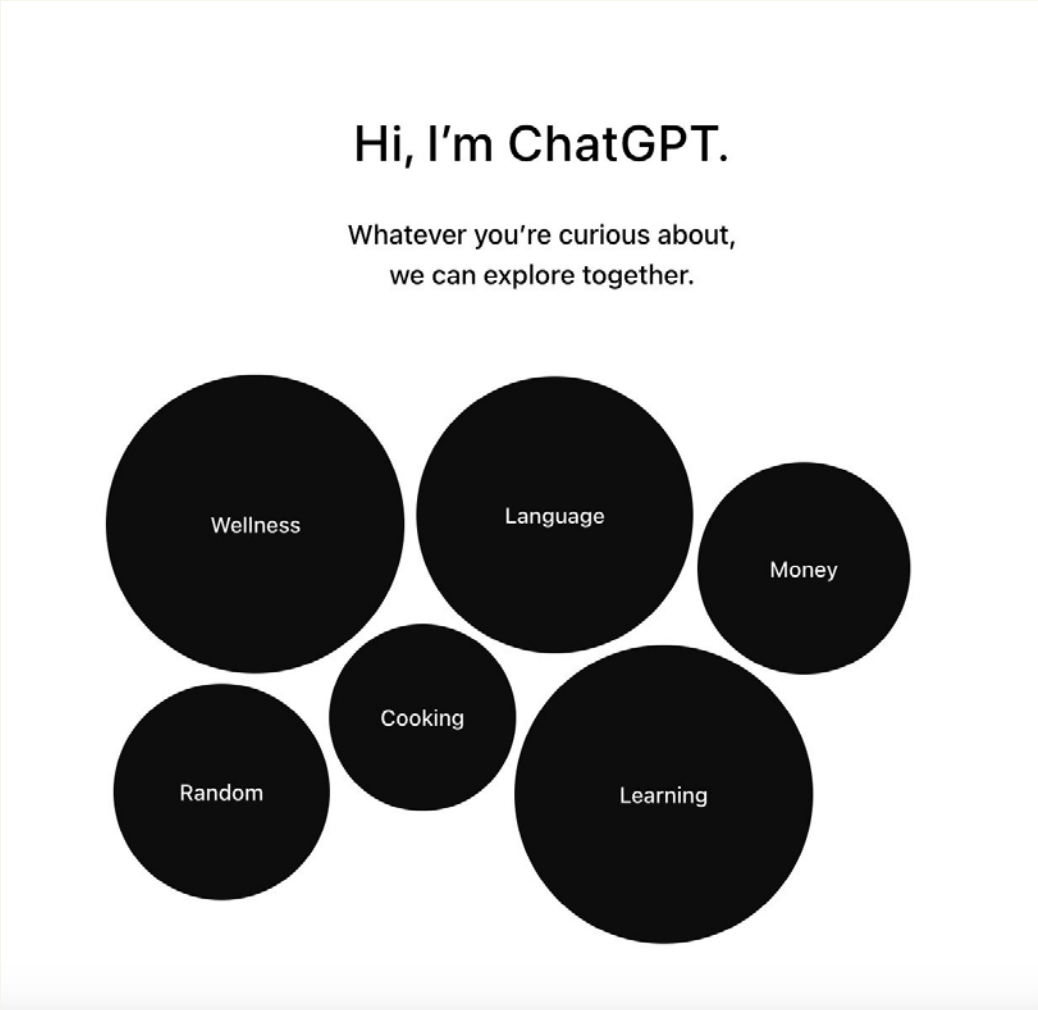


ChatGPT

See What's Possible

Integration

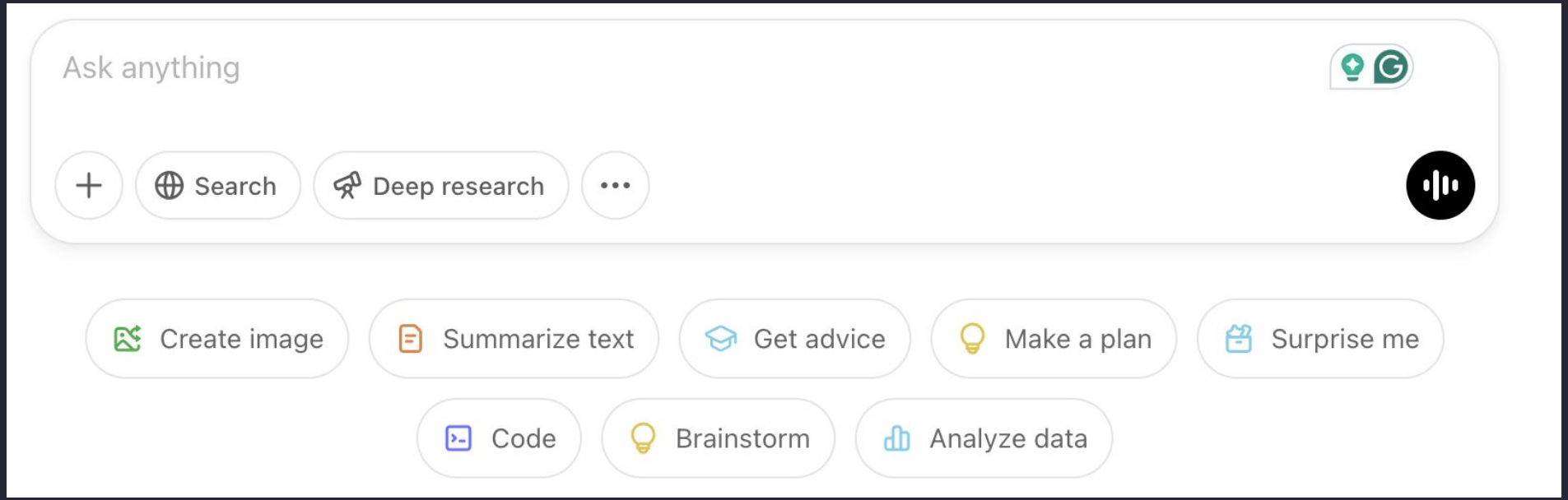
- Life
- Work



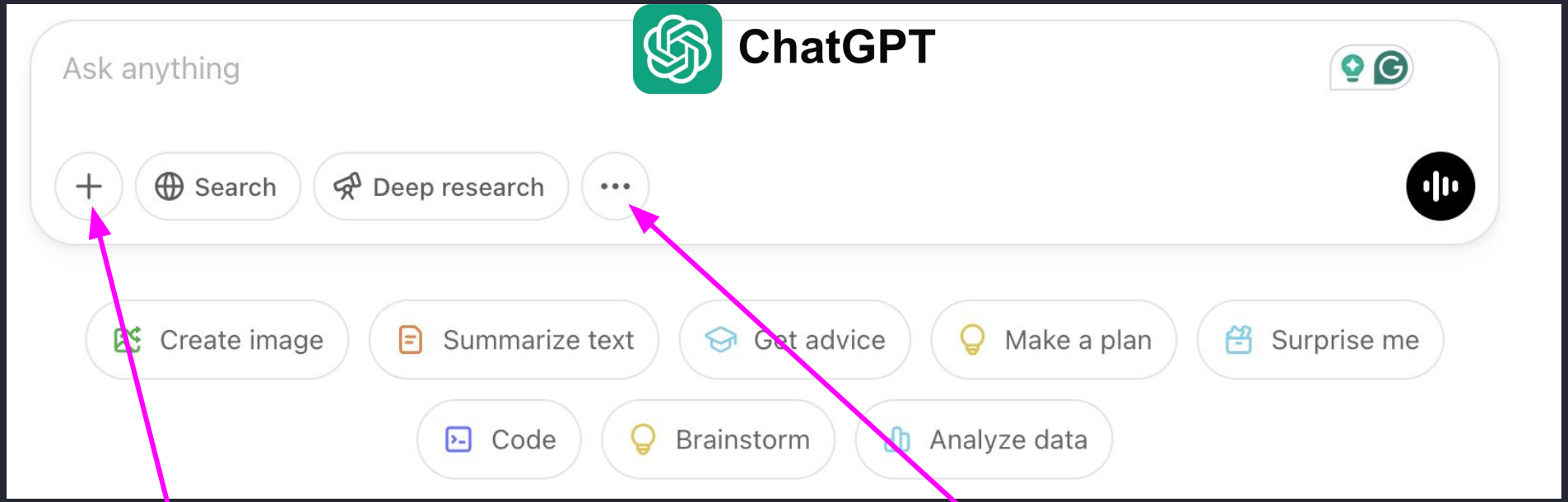
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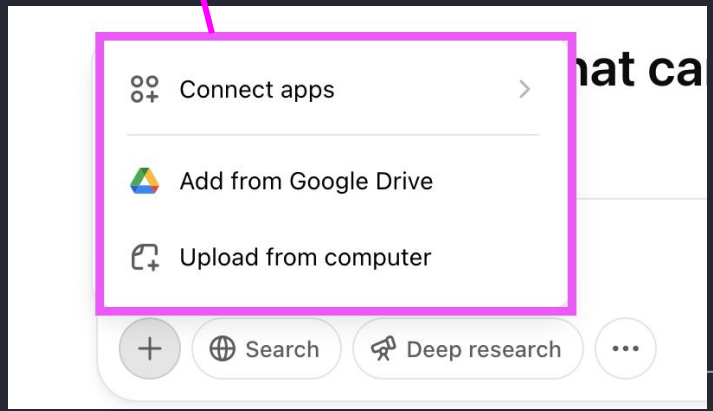
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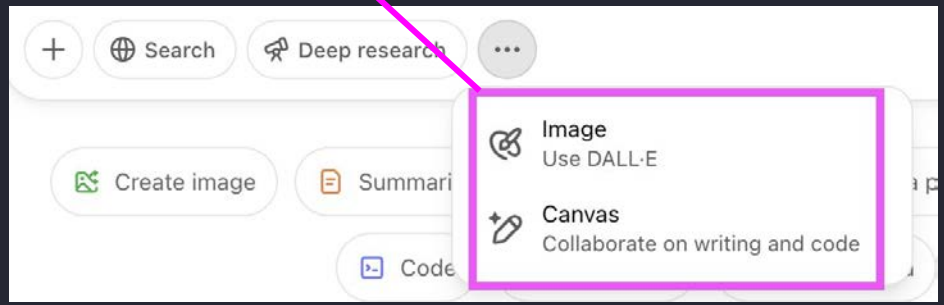
ChatGPT


Ask anything
Search
Deep research
Create image
Summarize text
Get advice
Make a plan
Surprise me
Code
Brainstorm
Analyze data

ChatGPT







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Ninja AI Trick

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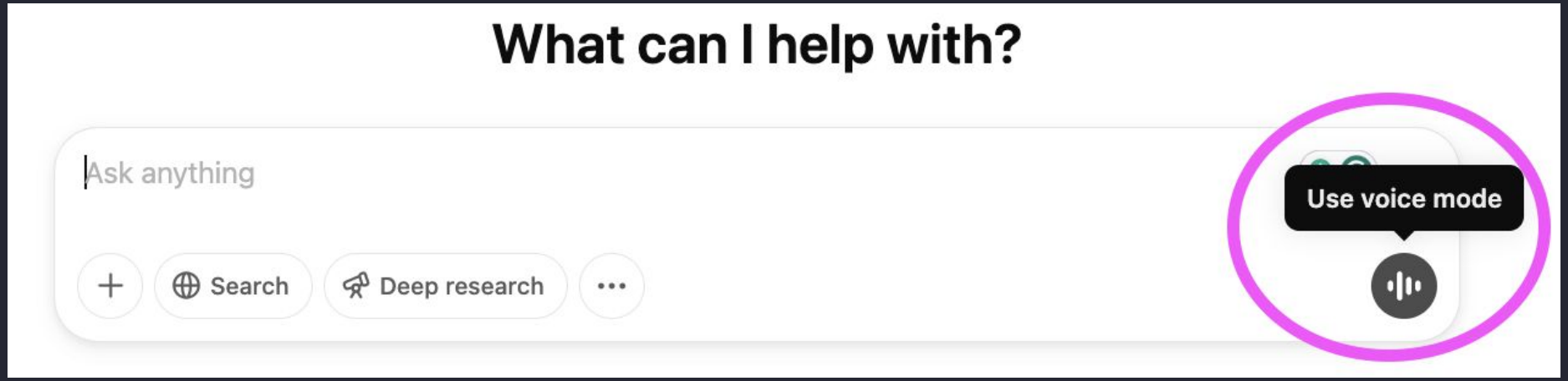
Ninja AI Trick

You don't have to know how to use AI.

Just ask AI and she will tell you exactly what she needs.

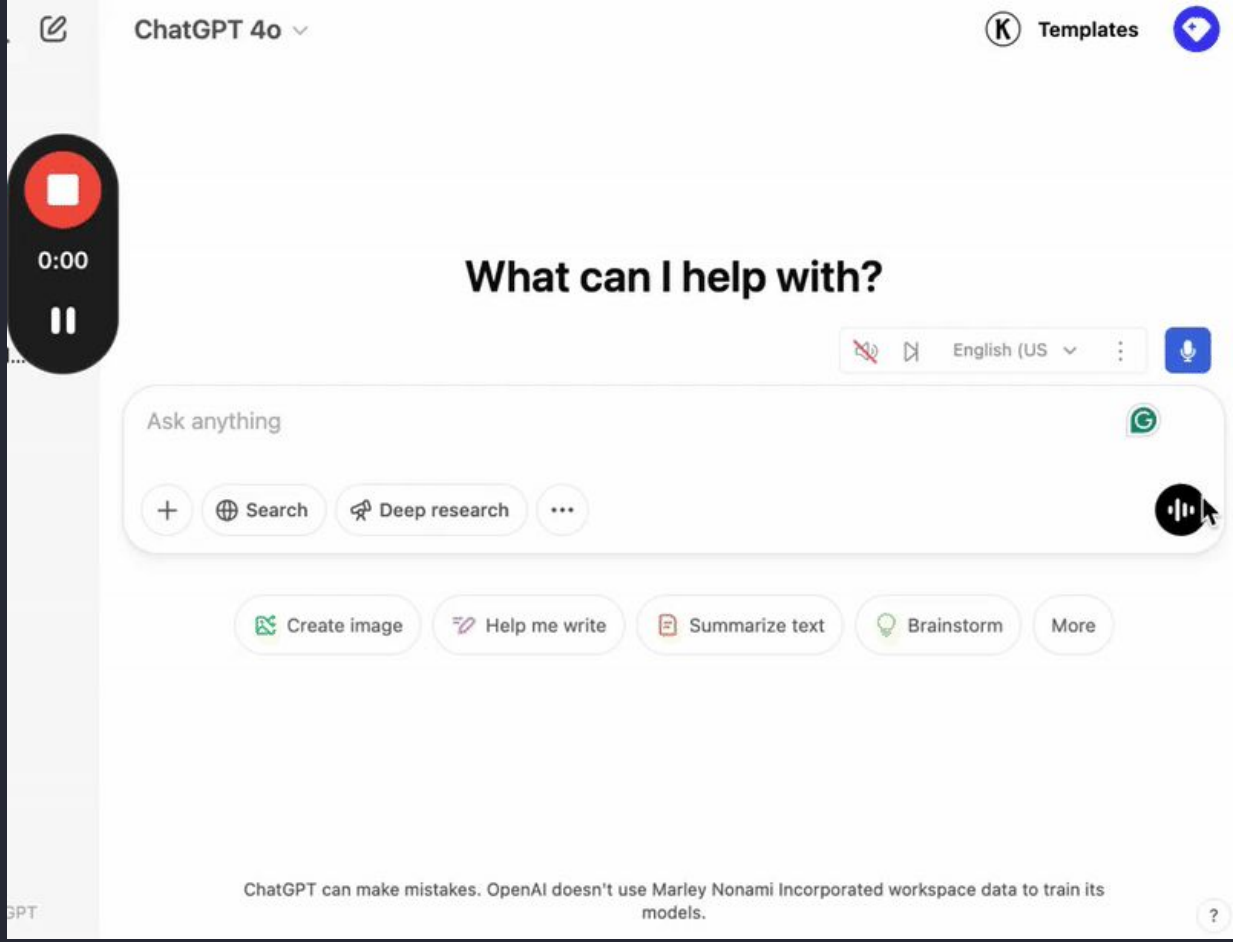
Do You, Boo

ChatGPT



Talk as you

Rambling Incohesive Thoughts Welcome



Prompts = Instructions

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Prompts = Instructions

Tell her the help you need

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Prompt Framework Basic

1. **Role = What Expertise Do You Need**
   - Copywriter, Researcher, Motivator
2. **Output = What You Want**
   - Summary, Analysis, Table
3. **Context = Supporting Information**
   - Information to help Chat get it done
   - Not sure Ask

GOAT Serena Williams Prompt Framework

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1. Context/Background (What's the situation?)

- Provide relevant details about what you're working on.
- Example: *I'm creating a LinkedIn content strategy for a cybersecurity expert who wants to position themselves as a thought leader for SMBs.*

2. Goal/Purpose (What do you want to achieve?)

- Be clear about your objective.
- Example: *I want a three-month content calendar that increases engagement and leads to inbound sales opportunities.*

3. Format (How should the response be structured?)

- Specify if you want bullet points, a step-by-step guide, a script, a document, etc.
- Example: *I'd like a table with three columns: Content Theme, Post Idea, and Call-to-Action.*

4. Style/Tone (What's the preferred tone?)

- Formal, persuasive, friendly, high-level, beginner-friendly, etc.
- Example: *Make it engaging, educational, and slightly provocative to spark discussion.*

5. Specific Requirements (Any must-haves?)

- Keywords, word count, references, etc.
- Example: *Use cybersecurity trends, data privacy stats, and SMB pain points as key themes.*



Example of a Perfect Prompt:

"I’m preparing for a LinkedIn Live session titled 'How LinkedIn Can Improve Your Sales Game Exponentially.'

The goal is to educate small business owners on using LinkedIn to drive sales.

I need a 3-minute opening script that grabs attention, establishes credibility, and transitions smoothly into the main discussion.

The tone should be engaging, high-energy, and motivational.

Please include a powerful hook and a brief personal anecdote related to LinkedIn sales success."

YAAAAAASSSSS

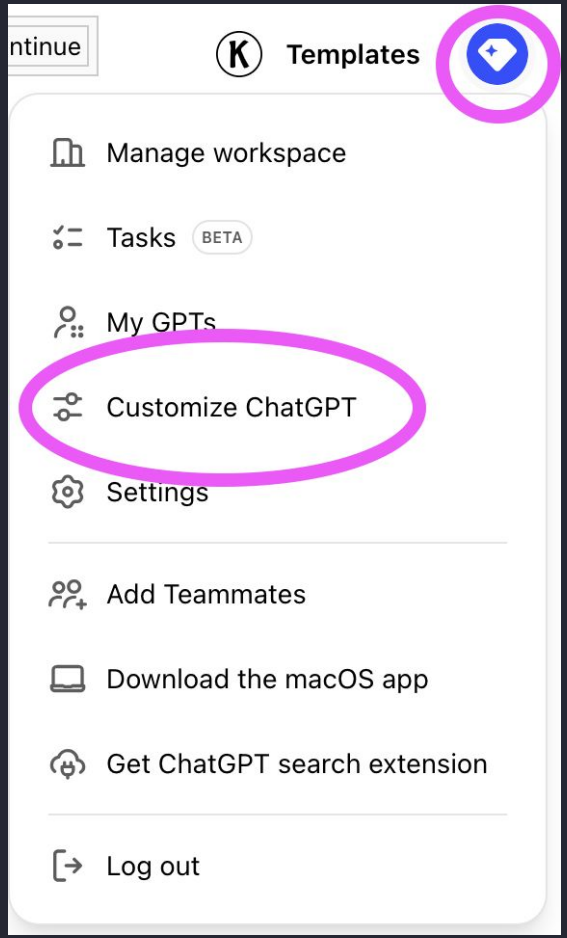
ChatGPT

Desktop Personalization

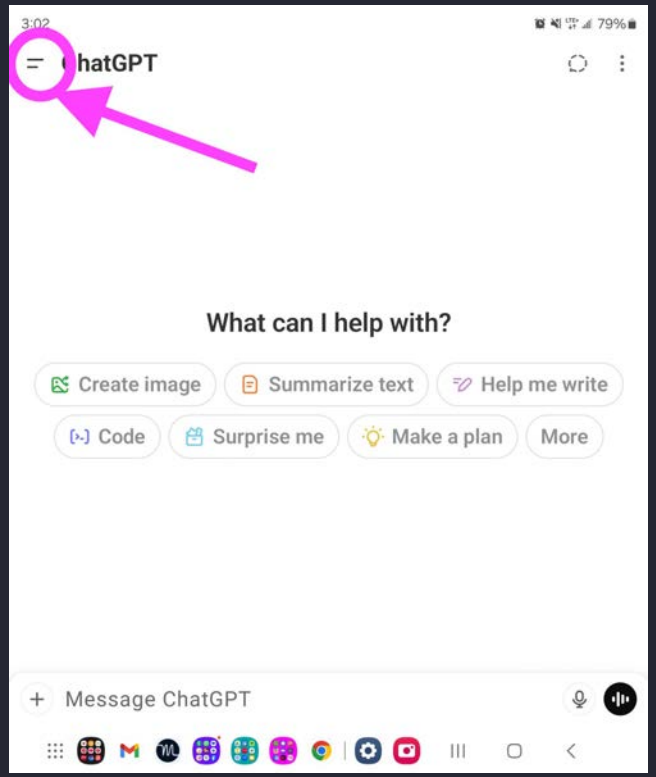
- Training
- Sounds like You

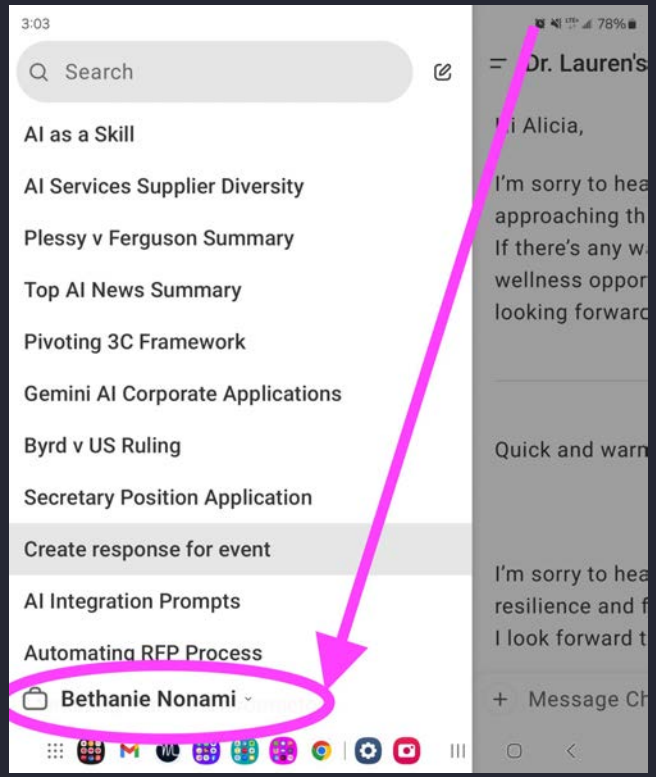
How:

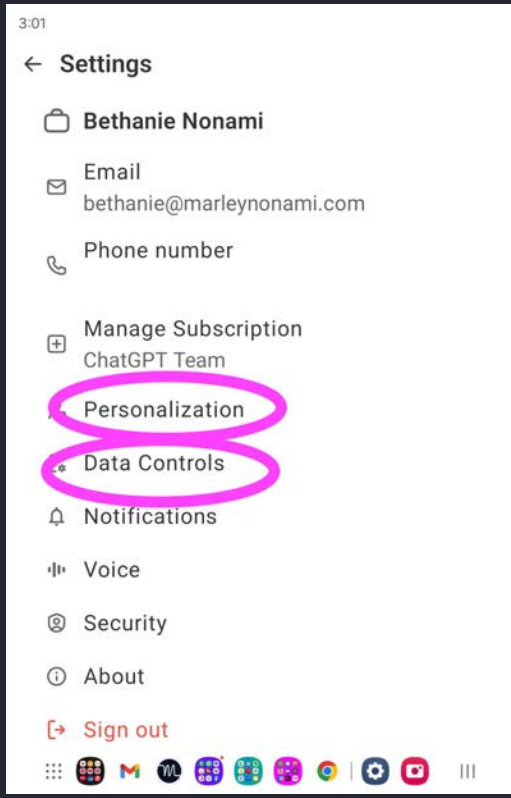
- Click Profile icon
- Customize ChatGPT



ChatGPT Mobile Personalization 1



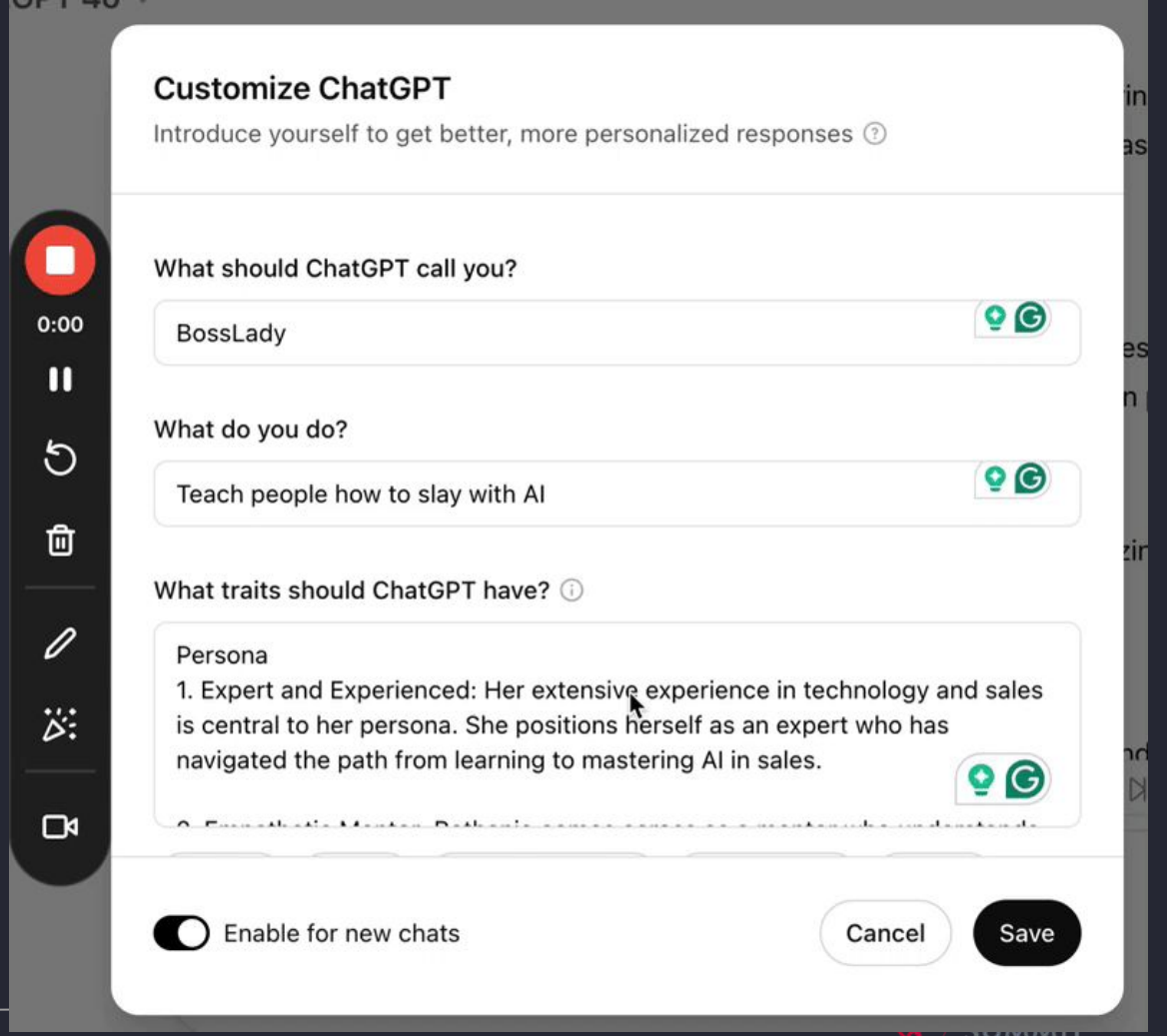




ChatGPT

Personalization

- Training
- Sounds like You



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ChatGPT

1. Train AI on Your Tone & Style

- ✓ Written
- ✓ Interviews
- ✓ Social Media
- ✓ Must be Text
- ✓ Nothing Available - Just Talk
- ✓ Don’t know ASK how

ChatGPT

2. Train AI on Your Tone & Style

- ✓ Tell AI you want help creating your custom instructions
- ✓ Copy and paste the text or upload PDFs OR talk
- ✓ Watch the magic happen

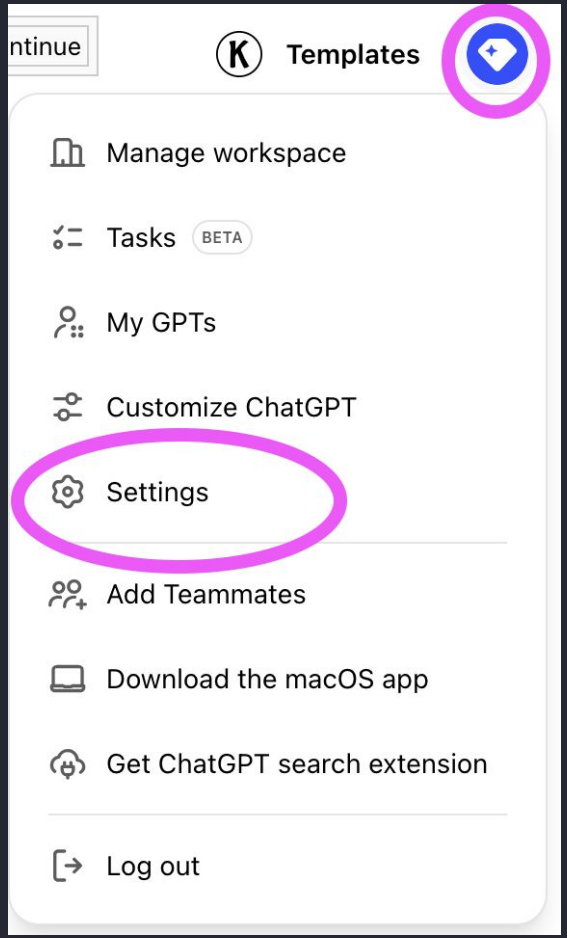
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Personalization

- Learns about You
- Custom LLM of YOU

How:

- Click Profile icon
- Click Settings



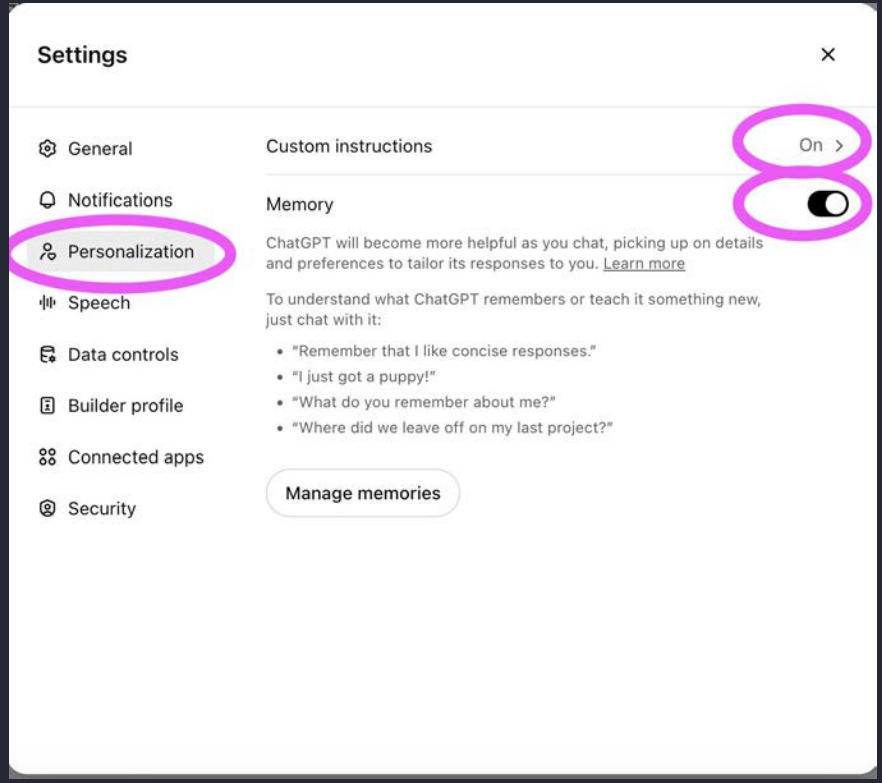
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Personalization Memory

- Learns What You Like

How:

- Personalization
- Custom Inst - ON
- Memory - Checked



ChatGPT

Personalization Tips

- ✓ Always Learning & Improving
- ✓ Edit IN ChatGPT
- ✓ Give her feedback to improve output
  - *Less Formal, Too Casual*
  - *More Positive*
  - *More Concise*
- ✓ Acknowledge when you like

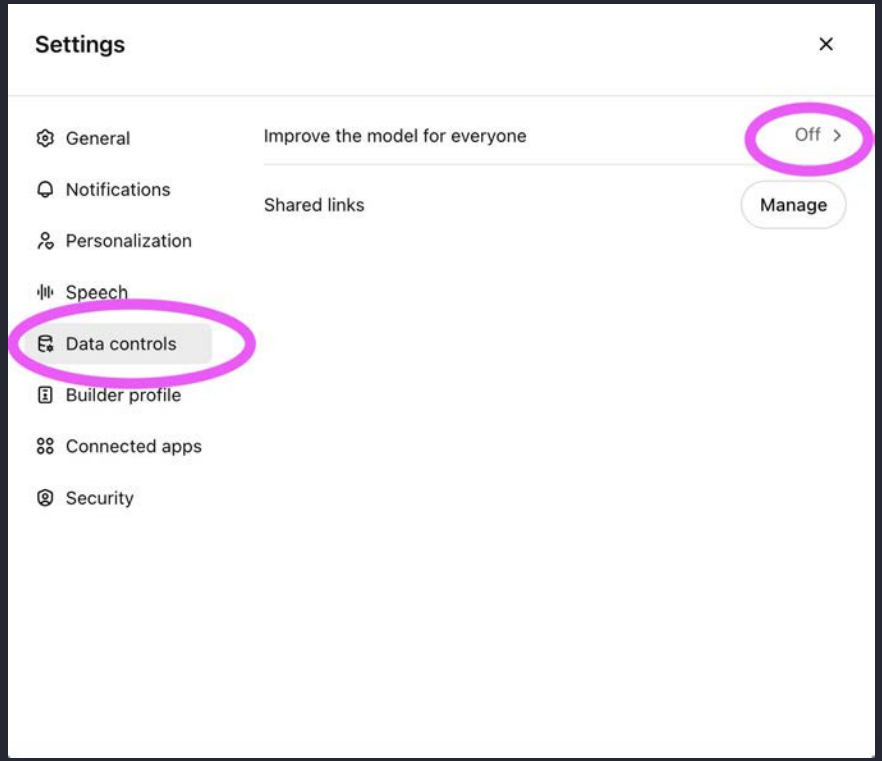
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Keep Data Private

- Data is NOT Public
- Turns OFF data sharing

How:

- Data Controls
- Improve Model = OFF

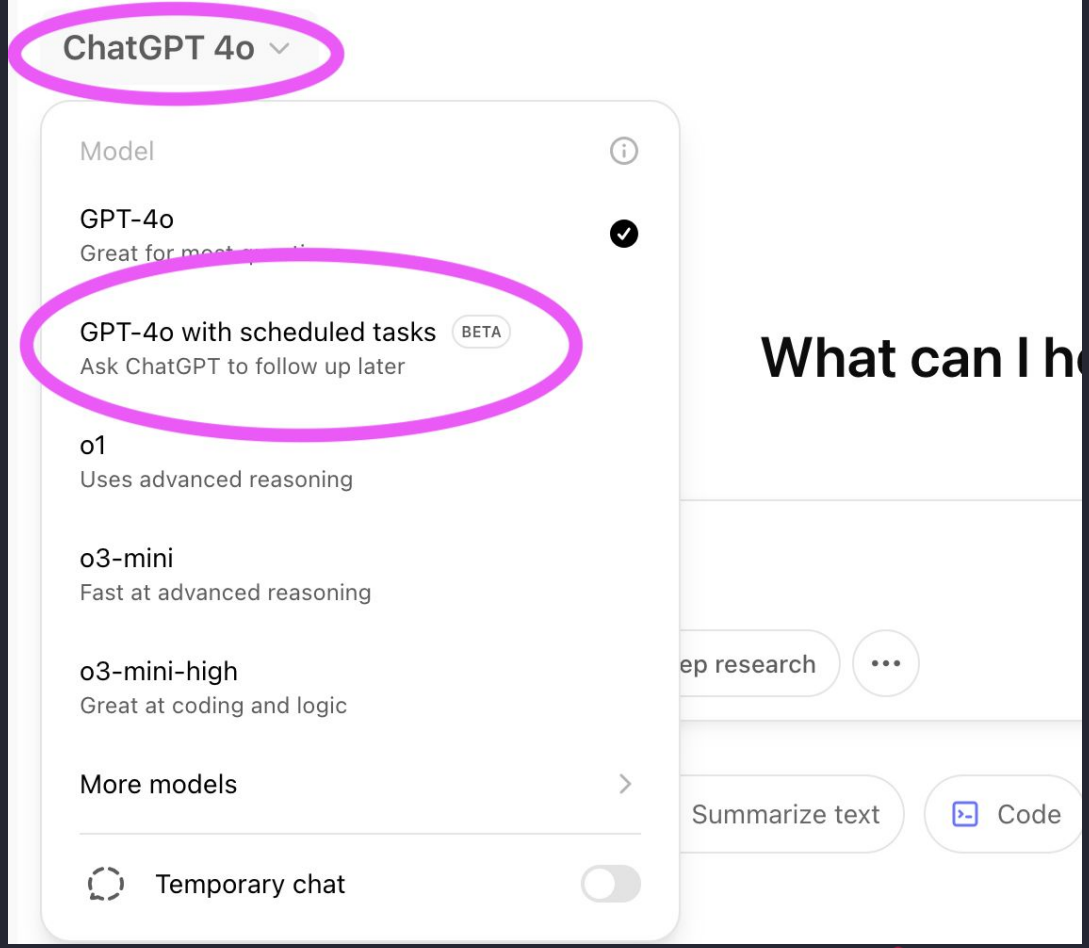


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Tasks

- Summary
- Analysis
- Searching

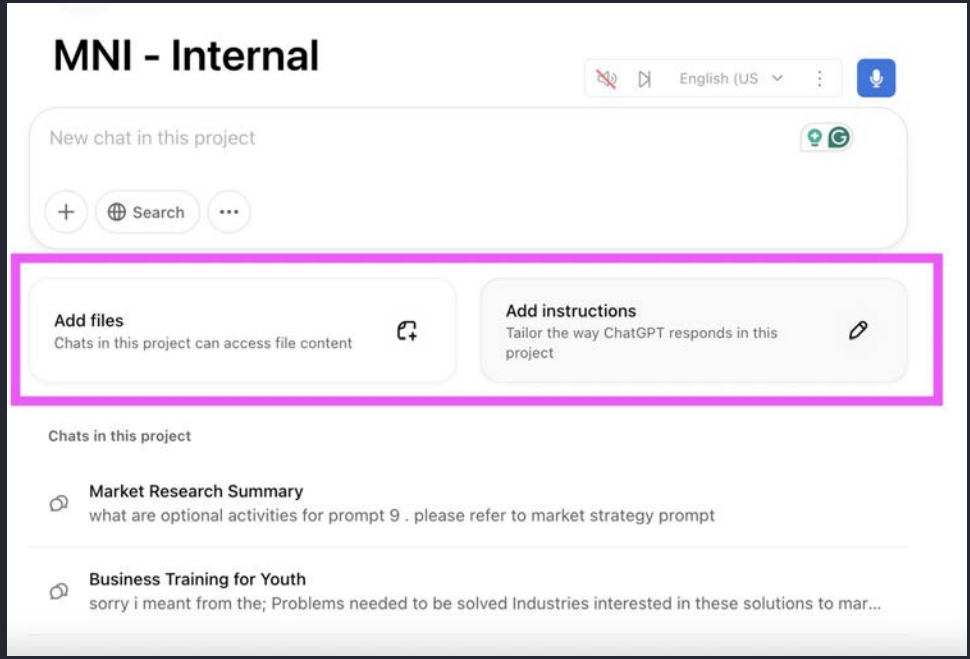
TASK: "Give me a summary of the latest DEI laws at risk." Sunday @8pm

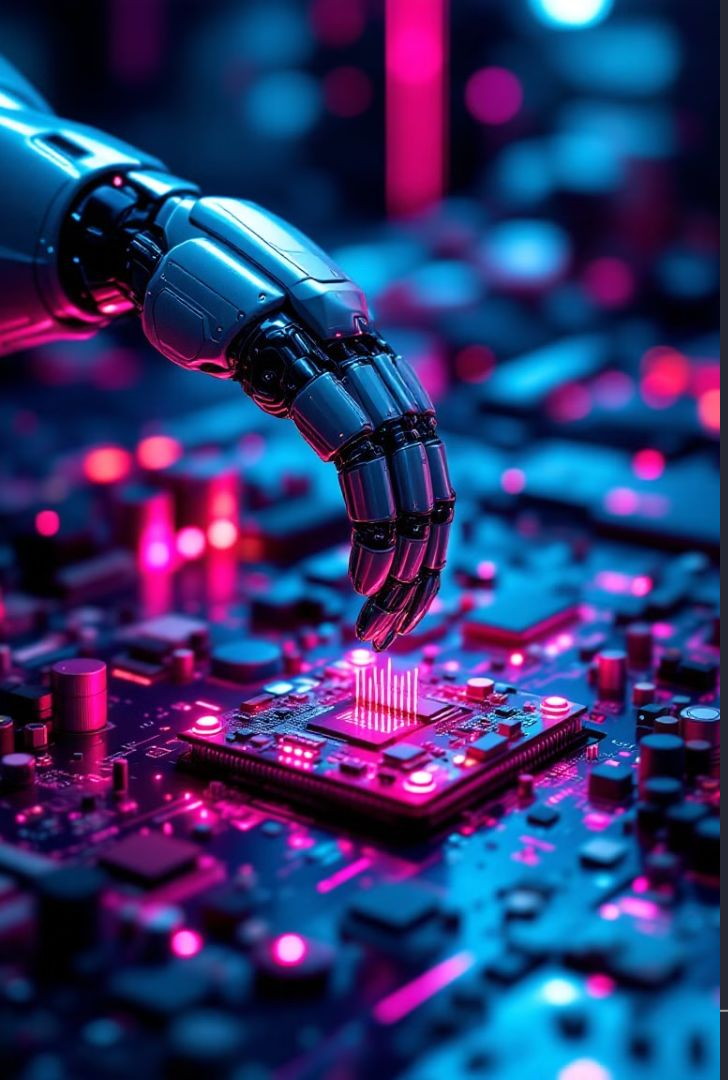


ChatGPT

Projects

- Organize Folders
- Different Docs
  - Formal Tone
  - Past Responses
- Different custom instructions
  - Bethanie's Tone
  - Jackie's Tone





ChatGPT

Other Use Cases

- Sora - Videos
- Reasoning
- Deep Research
- Temporary Chat

- Operator 🤯

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Get Better at AI

You're Here to Help
AI Make You Better

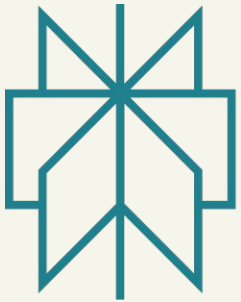
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Our Secret Super Powerful Fave AI Tools

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perplexity

- ✓ Market Research
- ✓ Ideal Target
- ✓ Client Research
- ✓ Validate Assumptions
- ✓ Sales Playbooks
- ✓ Plan a trip across the US

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am a new sales rep who will be selling to a new ideal client profile. I would like you to help me understand this new decision-maker so I can naturally build rapport and nurture.

I will be working with the Supplier Diversity Department in large Corporations. The titles of my decision-maker may be Director of Supplier Diversity, Supplier Diversity VP, or Senior Supplier Diversity Manager.

I would like to see the demographics and psychographics for this person, please.



Pro Search 3 steps completed

Ask follow-up Pro

Supplier-Diversit... hbr · 1

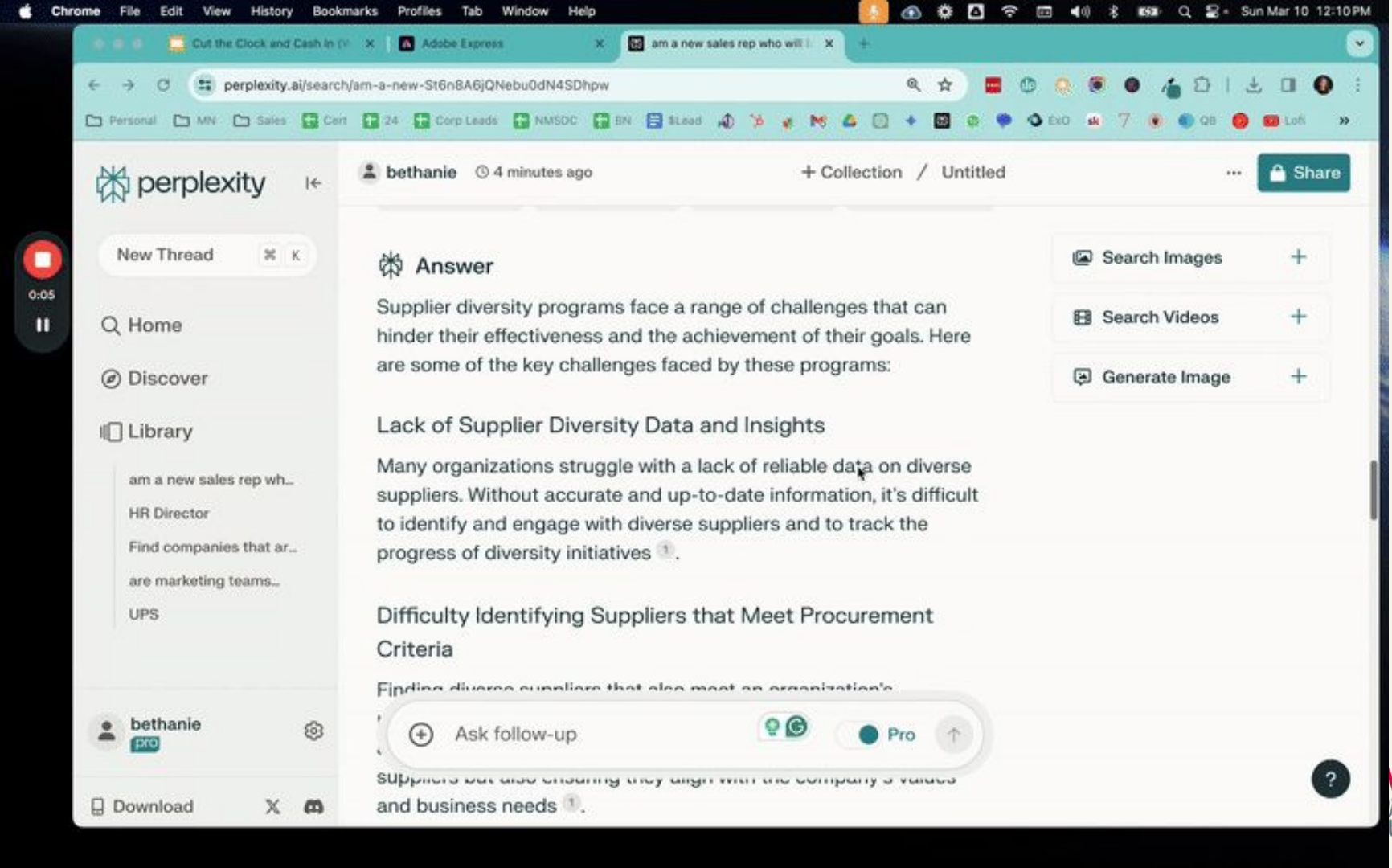
Director: What Is... ziprecruiter · 2

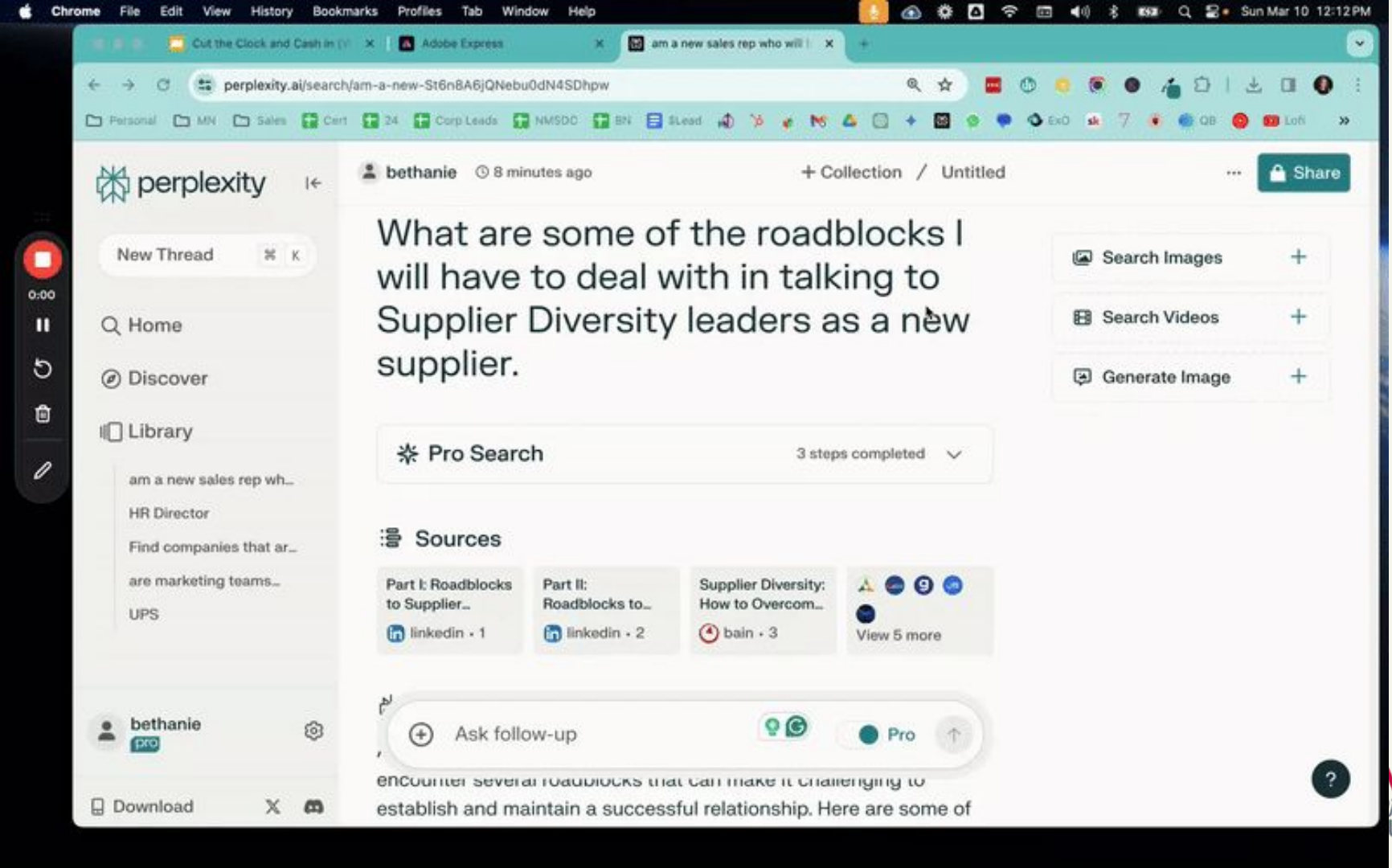
Women in... diversityp... · 3

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HR Director
Find companies that ar...
are marketing teams...
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Share
Answer
Supplier diversity programs face a range of challenges that can hinder their effectiveness and the achievement of their goals. Here are some of the key challenges faced by these programs:
Lack of Supplier Diversity Data and Insights
Many organizations struggle with a lack of reliable data on diverse suppliers. Without accurate and up-to-date information, it's difficult to identify and engage with diverse suppliers and to track the progress of diversity initiatives 1.
Difficulty Identifying Suppliers that Meet Procurement Criteria
and business needs 1.
Search Images
Search Videos
Generate Image
Ask follow-up
Pro
0:05


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Find companies that ar...
are marketing teams...
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Share
What are some of the roadblocks I will have to deal with in talking to Supplier Diversity leaders as a new supplier.
Search Images
Search Videos
Generate Image
Pro Search
3 steps completed
Sources
Part I: Roadblocks to Supplier...
linkedin · 1
Part II: Roadblocks to...
linkedin · 2
Supplier Diversity: How to Overcom...
bain · 3
View 5 more
Ask follow-up
Pro
encounter several roadblocks that can make it challenging to establish and maintain a successful relationship. Here are some of

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Sources

How to Prioritize Supplier Diversit... responsive · 1

10 Best Practices for Supplier... diversityp... · 2

10 Tips for Supplier Diversit... linkedin · 3

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Answer

As a new supplier aiming to build relationships with busy Supplier Diversity teams, it's crucial to understand the unique challenges and roadblocks you may face. These challenges can range from navigating complex procurement processes to establishing credibility and trust. Here are some strategies to help you overcome these obstacles and foster a successful partnership:

Understand Their Goals and Challenges

Ask follow-up Pro

They face their own set of challenges, such as finding qualified diverse suppliers that meet the company's standards for quality,

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Create an avatar for the supplier diversity leader so I can envision them better



Pro Search 4 steps completed

Sources

Who's That Girl: Lynnise Smith -... todayswo... · 1

The Win Woman on LinkedIn:... linkedin · 2

The 10 Most Inspiring Women... successpi... · 3

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embodies the qualities and responsibilities typical of a Supplier Diversity leader. Here's a detailed profile:

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Cut the Clock and Cash in | Adobe Express | am a new sales rep who will

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Personal MN Sales Cert 24 Corp Leads NMSDC BN $Lead ExO QB Lofi

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Professional Experience: Diana has worked her way up from procurement specialist to her current role as Director of Supplier Diversity. She has a proven track record of implementing successful supplier diversity programs and has been recognized for her contributions to the field.

Skills and Expertise:

- Strategic planning and execution of supplier diversity initiatives
- Building and maintaining relationships with diverse suppliers
- Data analysis and performance measurement of diversity programs
- Advocacy for the economic inclusion of underrepresented businesses

Personality Traits:

- Passionate about social justice and economic equity

Ask follow-up Pro

- Innovative thinker, always looking for new ways to enhance diversity efforts



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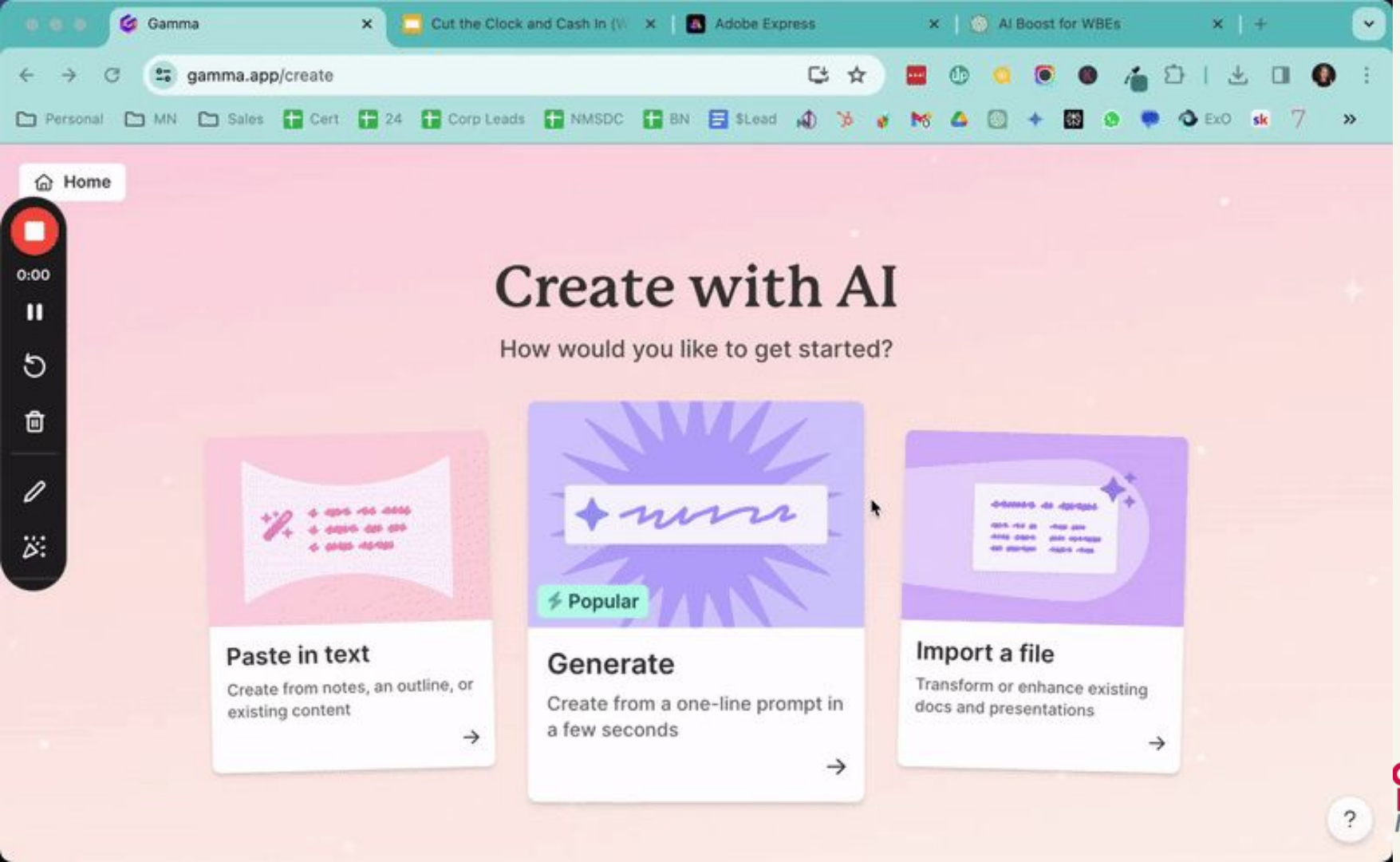
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- ✓ Create Presentations in Minutes
- ✓ Beautifully Designed
- ✓ AI Generated
- ✓ Scripts
- ✓ Existing Presentations Made Better


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Cut the Clock and Cash In (V
Adobe Express
AI Boost for WBEs
gamma.app/create
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MN
Sales
Cert
24
Corp Leads
NMSDC
BN
$Lead
ExO
Home
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Create with AI
How would you like to get started?
Paste in text
Create from notes, an outline, or existing content
Popular
Generate
Create from a one-line prompt in a few seconds
Import a file
Transform or enhance existing docs and presentations

gamma.app/create/generate/zybiexqwrpfld69

MN Sales Cert 24 Corp Leads NMSDC BN $Lead ExO

ack

Generate

Prompt

8 cards

English (US)

User I am meeting with WBEs. I would like a presentation outline for 30 mir

Outline

1. Introduction: Welcome and brief overview of the topic
2. What is AI: Explanation of artificial intelligence and its applications
3. Benefits of AI: How AI can increase revenue and save time for businesses
4. Case studies: Examples of successful implementation of AI in revenue generation and time-saving

00 credits

8 cards total

Continue 40 →

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Understanding Artificial Intelligence (AI)

Welcome to the presentation on leveraging AI to boost revenue and save time for businesses.

by Bethanie Nonami

Last edited less than a minute ago

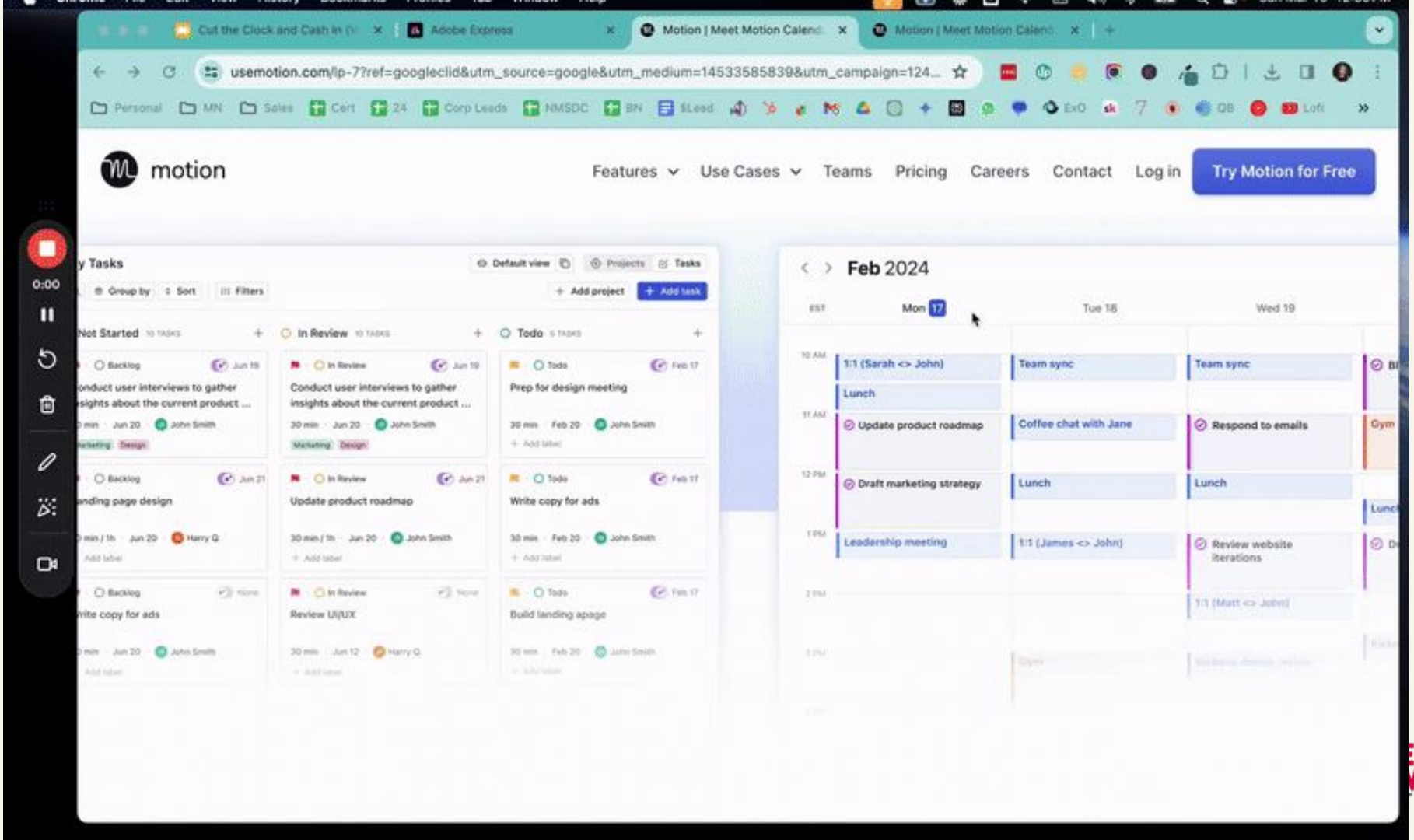


Defining AI

WOMEN of POWER SUMMIT

motion

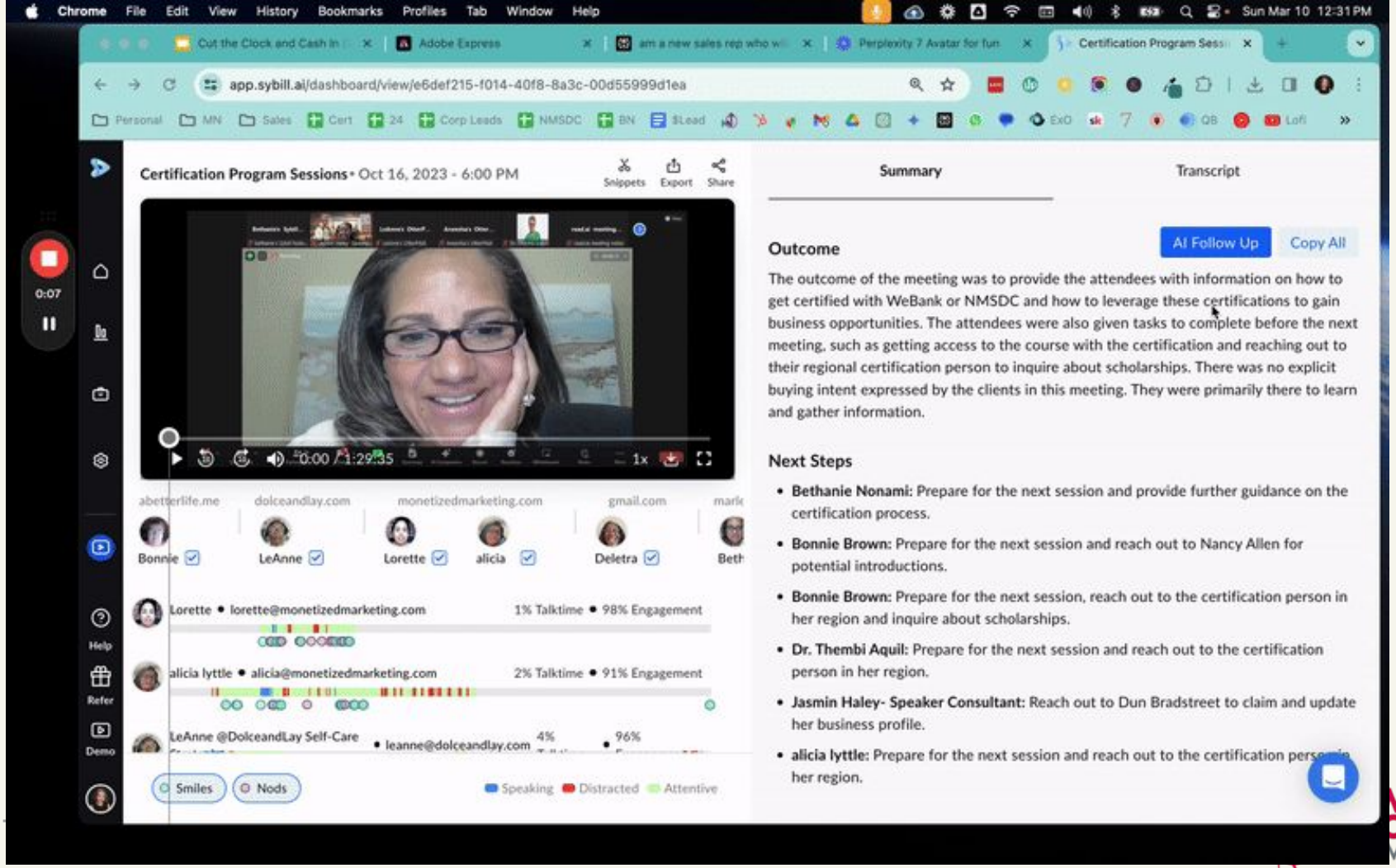
- ✓ AI Productivity Assistant
- ✓ Replaces Project Management Tools:
  - Trello, Asana, Monday, AirTable, Basecamp
- ✓ Tells You When You'll Miss Deadlines
- ✓ Accounts for Personal Time


Cut the Clock and Cash In
Adobe Express
Motion | Meet Motion Calend
Motion | Meet Motion Calend
usemotion.com/lp-7?ref=googleclid&utm_source=google&utm_medium=14533585839&utm_campaign=124...
Personal
MN
Sales
Cert
24
Corp Leads
NMSDC
BN
$Lead
motion
Features
Use Cases
Teams
Pricing
Careers
Contact
Log in
Try Motion for Free
Tasks
Default view
Projects
Tasks
Group by
Sort
Filters
Add project
Add task
Not Started
In Review
Todo
Conduct user interviews to gather insights about the current product ...
Prep for design meeting
Update product roadmap
Write copy for ads
Review UI/UX
Build landing apage
Feb 2024
EST
Mon 17
Tue 18
Wed 19
1:1 (Sarah <> John)
Team sync
Team sync
Lunch
Update product roadmap
Coffee chat with Jane
Respond to emails
Draft marketing strategy
Lunch
Lunch
Leadership meeting
1:1 (James <> John)
Review website iterations
0:00

sybill

Identify what resonates with your buyers

- ✓ AI Notetaker, Takeaways, Pain Points, Interests
- ✓ Reads Non-Verbal Communication (93%)
- ✓ AI Generated Follow-up
- ✓ Connects to Your CRMs


Chrome File Edit View History Bookmarks Profiles Tab Window Help
Sun Mar 10 12:31 PM
app.sybill.ai/dashboard/view/e6def215-f014-40f8-8a3c-00d55999d1ea
Certification Program Sessions • Oct 16, 2023 - 6:00 PM
Snippets
Export
Share
Summary
Transcript
0:07
Outcome
AI Follow Up
Copy All
The outcome of the meeting was to provide the attendees with information on how to get certified with WeBank or NMSDC and how to leverage these certifications to gain business opportunities. The attendees were also given tasks to complete before the next meeting, such as getting access to the course with the certification and reaching out to their regional certification person to inquire about scholarships. There was no explicit buying intent expressed by the clients in this meeting. They were primarily there to learn and gather information.
Next Steps
Bethanie Nonami: Prepare for the next session and provide further guidance on the certification process.
Bonnie Brown: Prepare for the next session and reach out to Nancy Allen for potential introductions.
Bonnie Brown: Prepare for the next session, reach out to the certification person in her region and inquire about scholarships.
Dr. Thembi Aquil: Prepare for the next session and reach out to the certification person in her region.
Jasmin Haley- Speaker Consultant: Reach out to Dun Bradstreet to claim and update her business profile.
alicia lyttle: Prepare for the next session and reach out to the certification person in her region.
0:00 / 1:29:35
1x
Bonnie
LeAnne
Lorette
alicia
Deletra
Lorette • lorette@monetizedmarketing.com 1% Talktime • 98% Engagement
alicia lyttle • alicia@monetizedmarketing.com 2% Talktime • 91% Engagement
LeAnne @DolceandLay Self-Care • leanne@dolceandlay.com 4% • 96%
Smiles
Nods
Speaking
Distracted
Attentive
Help
Refer
Demo

Chrome File Edit View History Bookmarks Profiles Tab Window Help

Sun Mar 10 12:32 PM

Cut the Clock and Cash In | Adobe Express | am a new sales rep who w | Perplexity 7 Avatar for fun | Certification Program Sess

app.sybill.ai/dashboard/view/e6def215-f014-40f8-8a3c-00d55999d1ea

Personal MN Sales Cert 24 Corp Leads NMSDC BN $Lead ExO QB Lofi

0:02

Certification Program Sessions • Oct 16, 2023 - 6:00 PM

Snippets Export Share



abetterlife.me dolceandlay.com monetizedmarketing.com gmail.com marleynonami.c

Bonnie LeAnne Lorette alicia Deletra Bethanie

Lorette • lorette@monetizedmarketing.com 1% Talktime • 98% Engagement

alicia lyttle • alicia@monetizedmarketing.com 2% Talktime • 91% Engagement

LeAnne @DolceandLay Self-Care • leanne@dolceandlay.com 4% • 96%

Smiles Nods

Speaking Distracted Attentive

Help Refer Demo

Summary Transcript

AI Follow Up Copy All

Outcome

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Conversation Starters

The meeting started with Bethanie Nonami, the CEO of Marley Nonami, welcoming everyone and appreciating their presence despite the late hour. The participants included LeAnne, a self-c strategist who aims to help high achieving black women live happy, healed, and fulfilled live

WOMEN of POWER SUMMIT

AI Headshots













Bethanie Nor

WOMEN of POWER SUMMIT

Our Fave AI Tools

ChatGPT

Gamma

perplexity

motion

Claude

sybill

Identify what resonates with your buyers

We Came Here to Get Better at AI

Bethanie Nonami

WOMEN of POWER SUMMIT

We Came Here to Get Better at AI

Now We Understand That AI CAN Make Us Better

Bethanie Nonami

WOMEN of POWER SUMMIT



Give feedback to Bethanie

Scan this QR code

Or go to

https://talk.ac/bosslady

and enter this code when prompted

WOP25

Powered By talkadot

Challenge

1. Decide
2. Identify
3. Commit



Momentum

Our Future

Our Promise

Our Power



Bethanie Nonami

Thank You!

Bethanie Nonami

