

Great
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Great
Business

EP10

Season 3

Cheat Sheet

**Your Biggest Risk Isn't AI –
It's Your Team's Resistance
to It**

Featuring David Schnurman

By Rob Levin, Creator of [Greattalentpodcast.com](https://greattalentpodcast.com)

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David Schnurman has built Lawline into the country's leading provider of online continuing legal education by leaning into change, not resisting it. In this episode, he shares how to design culture with intention, empower leaders to grow, and prepare your business—and yourself—for the transformation AI will bring.

1. Know Your Leadership Style

Using tools like TypeCoach helped David and his team work better together.

Try this:

- Write down 3 leadership strengths.

1.

2.

3.

- Write down your blind spots.

4.

5.

6.

- Ask 1–2 team members if they agree.

Name: _____ Agree (Y/N): _____

Name: _____ Agree (Y/N): _____

Circle one blind spot you'll focus on reducing this quarter?

2. Scale Yourself Out of the Day-to-Day

David's goal: Delegate everything *except* vision.

Reflection:

- What daily tasks could your team own fully without you?

- What strategic conversations must still have your voice?

Circle one task to let go of this quarter.

3. AI Readiness Self-Check

AI is more about behavior than technology.

On a scale of 1–10, rate:

- My team experiments with AI tools regularly: _____
- We've identified 1–2 workflows to simplify with AI: _____
- People feel safe to test and fail with AI: _____

What's your lowest score?

4. AI Sandbox Test

AI is more about behavior than technology. Let's make it hands-on.

- Step 1: Choose one repetitive or frustrating workflow in your business.

Write it here: _____

- Step 2: Draft a simple AI prompt: "Act as my assistant. Here's the task: [describe]. How would you simplify or speed it up?"

- Step 3: Run the prompt this week and capture one insight you can apply immediately.

5. Rethink How You Measure Performance

David lives by the mantra: Obstacles make me stronger.

Try this: Next time you hit a challenge, write:

- The obstacle is: _____
- The strength it's building in me is: _____

"You only grow as fast as your leaders grow."

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