

AI AUTOMATION CONSULTANT

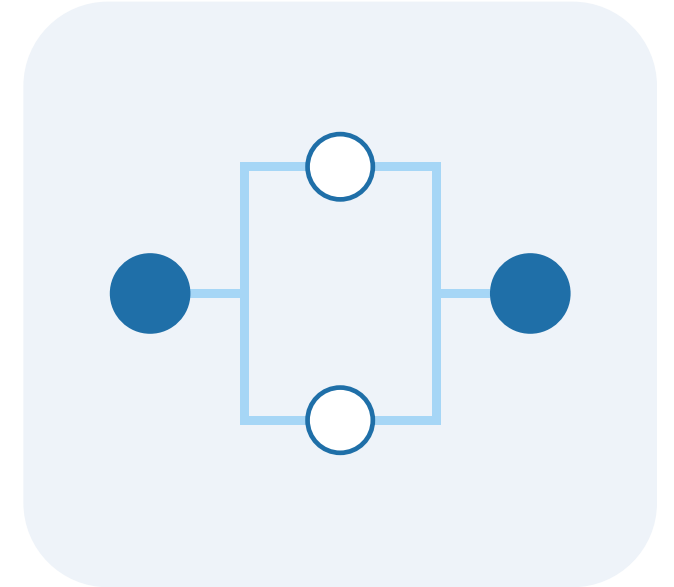
Brian Palma

I build systems that run your operations while your team does the work only people can do.

n8n workflow backbone

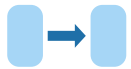
AI models in the loop

Python where connectors run out



Where the hours go

The same few patterns show up in almost every operation I look at. None of them are anyone doing their job badly.



Handoffs between tools

Data leaves one system and gets re-entered in the next, by a person, every time.



Copy and paste data entry

Fields moved by hand out of email, PDFs, and forms into the systems of record.



Reports assembled by hand

Someone pulls the same exports every week and rebuilds the same spreadsheet.



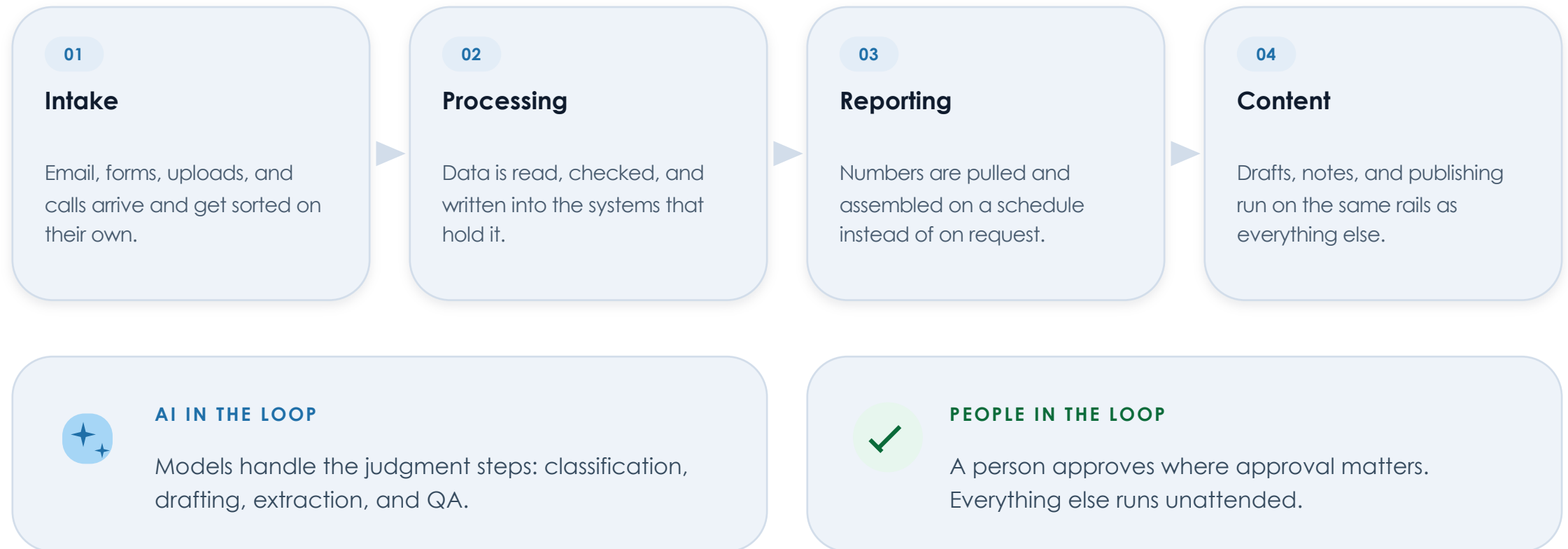
Follow-ups that slip

Nothing is broken. The step just depends on somebody remembering it.

None of this is difficult work. It is repetitive work, which is exactly what makes it worth moving off your team.

What an automated operation looks like

Four flows that run without anyone starting them.



The toolkit

Chosen per problem, not per fashion. Everything here is something the client can be handed and keep running.



WORKFLOW BACKBONE

n8n

The spine every flow runs on. Visible, versioned, and yours to edit after handover.



AI IN THE LOOP

Claude, GPT

Used where a fixed rule would be brittle: reading, sorting, drafting, checking.



INTEGRATIONS

Your stack

Microsoft 365, Google Workspace, GoHighLevel and other CRMs, Notion, Telegram, and Slack.



CUSTOM CODE

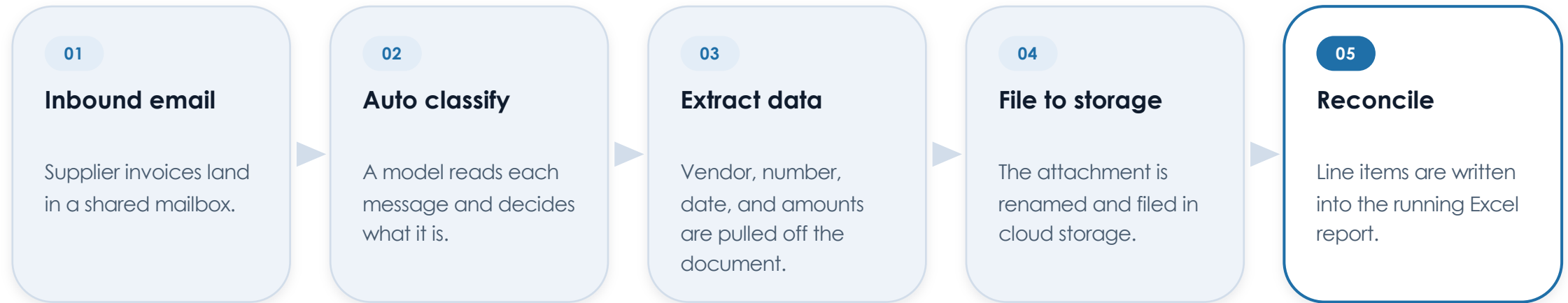
Python

Written for the steps where standard connectors run out.

If your team already lives in a tool, the automation goes to that tool, not onto new software.

Email to invoice pipeline

Construction and trade services



WHAT CHANGED

Invoices used to be opened, renamed, filed, and keyed into a spreadsheet by hand. Now the attachment is filed and named on arrival, and the reconciliation report is already built by the time someone goes looking for it.

OUTCOME

Hours of weekly manual processing removed.
Filing is consistent, and the report matches the mailbox.

Meeting intelligence

Multi company operations group

BEFORE

- Someone rewatches the call.
- Notes get typed up hours or days later.
- Each person uses their own format.
- Some meetings never get written up.



AFTER

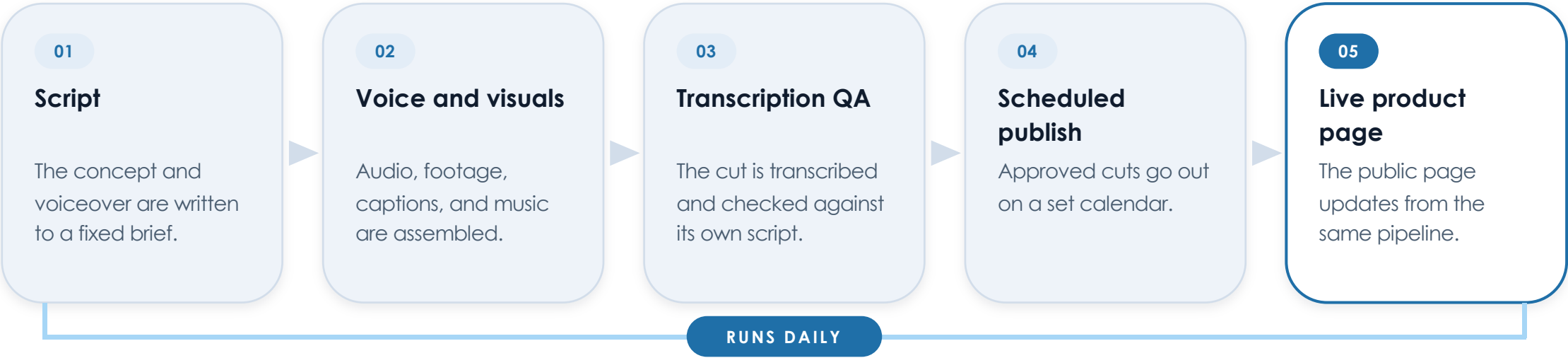
- ✓ The recording exports itself when the call ends.
- ✓ Notes are formatted into a Word document.
- ✓ Stakeholders are emailed minutes later.
- ✓ Same structure on every meeting.

OUTCOME

Every meeting produces a written record in the same format, without anyone being assigned to write it. The notes land while the conversation is still fresh.

Content production engine

MeisterSmith, my own venture



WHAT IT DOES

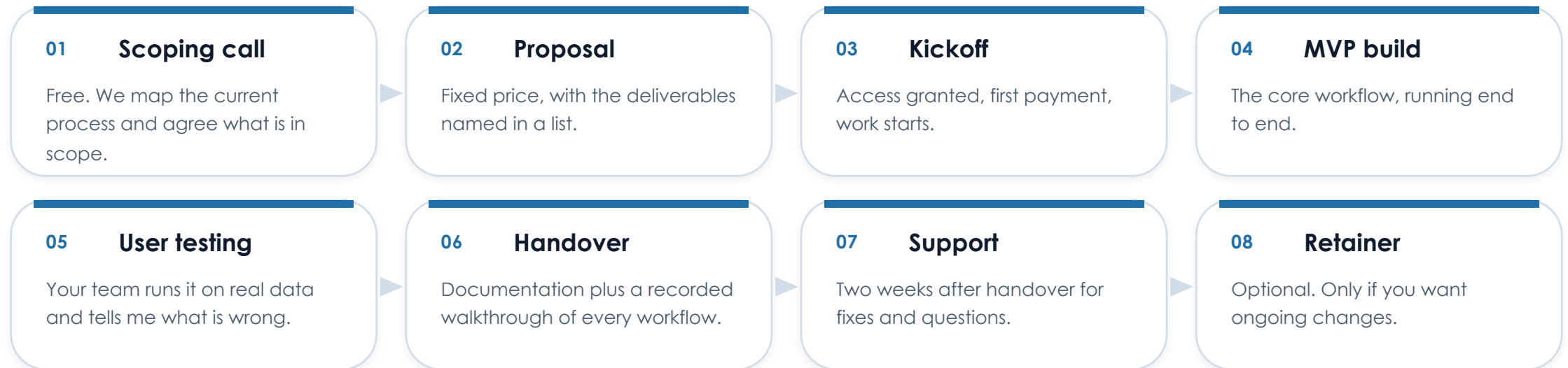
Short form product videos are written, produced, checked against their own transcript, and scheduled without anyone opening an editor.

WHY IT IS ON THIS DECK

It runs on my own time and budget, which is where I test methods before putting them in front of a client.

How an engagement runs

Eight steps. You know the shape and the price of the whole thing before step three.



WHAT THIS PROTECTS ON YOUR SIDE



You know the price before any work starts.



You test on your real data before the final payment.



You own the workflows, credentials, and documentation at handover.

What I would need from you

Three things. That is usually enough to scope the work in a single call.

01

A process owner

One person who knows how the work actually gets done and can answer questions during the build.

02

Access to the tools

Accounts or API credentials for the systems in scope. Read only is fine to start with.

03

Real examples

A handful of actual emails, files, or records from the current workflow. Real ones, not cleaned up.

If a process owner is not available, the build stalls. It is the one thing I cannot substitute for.

Brian Palma

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Happy to look at one process and tell you whether it is worth automating.

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