



WORKSHEET · ONE PAGE

# The AI Value *Conversion* Worksheet

A time saving is not value. It is the chance of value. Take one place AI is already saving time and trace it up the four rungs, the gain either travels to the business or leaks away at each step.

## THE TWO QUESTIONS THAT DECIDE IT

1. What happens to the freed time? 2. How will you measure the outcome? Answer both before you call a saving "value." Most teams answer neither.

### 1 Task efficiency

A specific task takes less time or effort. Real, measurable, and on its own worth very little.

**Which task, and how much does AI save each time?**

---

### 2 Workflow improvement

The process around the task changes so the next step does not swallow the saving.

**What step must change so the saving is actually captured?**

---

### 3 Capacity release

The freed time is deliberately redirected. Left alone, it quietly refills with low-value work.

**Where will the freed time go, decided in advance?**

---

### 4 Business outcome

Something the business measures moves: revenue, service, decision quality, risk, or work handled without more headcount.

**What measure will move, and by when?**

---

**Where did it leak?** If you reached rung four, you have value. If the trail went cold at rung one or two, you have a faster task and nothing more, which is exactly where most AI pilots quietly stop.

[Discuss a 90-day adoption build](#)

[goodtransformer.ai/services/ai-advisory-for-teams](https://goodtransformer.ai/services/ai-advisory-for-teams) · [hello@goodtransformer.ai](mailto:hello@goodtransformer.ai)