

SESSION 01 · RECAP

Session 01, as delivered.

What we decided, what's yours now, what's next.

For Tim Cole, Vistage Chair · Denver & Colorado Springs

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Session 1 of the Recruiting Automation engagement

Date April 22, 2026

Session 1 Recap

Good session. A few things locked in, one real pivot on where we're going next, and the follow-through I promised you is already on your portal.

What we decided

Your six-point filter is encoded into the Research Engine as-is:

CEO/President/Founder/Owner/Managing Partner, private, \$5M–\$500M, 25 miles of downtown Denver, LinkedIn-active with 500+ connections, no conflicts. The Intrigue Hook formula (*“intrigued by your [specific, real signal] and business leadership”*) is the working voice across every artifact, and superlatives like “impressive” and “inspiring” are off-limits by design.

Your four leadership filters (hungry, humble, courageous, presence) stay exactly where they belong, which is your in-conversation read. None of those are findable in public data, and I'm not going to pretend otherwise. The system hands you people who *might* fit on the surface; your judgment on whether they actually fit is the part no AI does.

One thing I want to name clearly: the prospect list I shared is calibration material, not a final queue. You pulled names you already knew weren't right (the Lowe Miller travel pattern, the two you had in your phone). That's exactly the signal I needed to tune the engine.

What's yours now

Everything lives at <https://timc.localnerds.co/session-1/>. The playbook, the step-by-step for your Custom GPT, the starter pipeline, the research engine codebase.

New as of today: the DBJ Scheduled Research setup. It's the pink-bordered card at the top of the Downloads section. ~15 minute setup, and when you're done you'll have a daily ChatGPT task that lands a mini-researched shortlist in your chat thread by ~5:45am, before you sit down to the DBJ at 6:30.

One-line summary of how it works: it scans DBJ through Google News, filters for CEO appointments, acquisitions, expansions in your 25-mile radius, writes the Intrigue Hook for each, and hands you a table you paste into a new tab on your tracker. You claim in Vistage like you always have; nothing in that part changes.

What I'm asking you to do this week

1. Run the DBJ Scheduled Research setup. The walkthrough is seven steps and every step has a copy-paste block. If anything behaves weirdly, Step 7 has four self-diagnostic prompts you can paste into ChatGPT, and they'll walk you through the current UI without needing me on the phone.
2. Test the existing Custom GPT research on 3–5 names of your own choosing this week. Compare the hook to what you'd write. Tell me where it's off.
3. Vistage-clear any of the starter prospects you're actually going to pursue.

What we're doing next

You told me three times the real time drain isn't the research, it's the eight-step outreach cadence. Heard. **Session 2 is that.** We'll templatize every step, so the GPT drafts each outreach from a Prospect Pipeline row, and you review-and-send. The Intrigue Hook the daily scan writes for you drops straight into emails #1 and #3 of your cadence, so Session 1's work compounds into Session 2 rather than sitting idle.

Book Session 2 when you're ready, same calendar link:

<https://calendar.app.google/8yjbWyVoyjV64ZLH6>

Invoice for Session 1 coming via QuickBooks separately.

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