THREE MILESTONES IN THE JOURNEY

From a first concrete win to 2.0× productivity by the end of the programme.

Trainees move through three productivity inflection points across the seven-module programme. Output is measured in **manual-equivalent hours** — the hours a skilled professional would need to reproduce a trainee's week of AI-assisted work without AI. Figures cover the **audited cohort**: structured impact capture began in March 2026, so earlier trainees' reflections carry no hours data and sit outside these figures.

01

END OF MODULE 1

The magic moment

Trainees finish onboarding with their first concrete win — a specific artefact produced, a non-obvious connection drawn, or the first realisation that AI has changed how they work. Examples of what trainees ship in their first AI-assisted week:

- A polished client-facing communication, drafted with full historical context
- A structured analysis built from complex source material
- A meeting transcript turned into a recap with owner-tagged actions
- A reusable workflow template captured from a one-off task

Concrete first artefacts **across all kinds** of knowledge work

02

END OF MODULE 3

Foundations crossed

Module 3 is vault architecture — the structural step that turns AI from one-shot helper into compounding system. Trainees finish with a working shared brain and the methodology starts to pay off.

1.6×

median productivity multiple
(41.0 hrs/wk)

03

END OF PROGRAMME (MODULE 7)

Full mastery

Trainees have completed the full programme (Module 7). They are at sustained leverage — workflows compound, custom skills handle recurring work, and complex deliverables that used to take days now take hours.

2.0×

median productivity multiple
(54.0 hrs/wk)

HOW WE MEASURE PRODUCTIVITY

At the end of every module, the trainee's own Claude instance audits their vault **locally on their machine**, anonymising as it goes — reading every file they've modified in the last 7 days, decomposing each output into research / drafting / cross-referencing / formatting / review phases, and summing the estimated **manual-equivalent hours**. Only the resulting summary is shared; raw vault content never leaves the trainee's machine. The productivity multiple divides the figure by the trainee's available focus time (40 hrs/wk less their estimated meeting load, estimated per trainee from their role and schedule context).

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productivity multiple = manual-equivalent hours ÷ (40 − estimated meeting hours)
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92%

Positive sentiment across all trainee reflections

223 files

Median vault size past foundations (top trainee 20,226 files)

What trainees do with AI

Trainees use the platform across the full range of knowledge-worker activities. The items below are illustrative examples of skills they encode and work themes they apply AI to — not a fixed menu, and not the only places AI lands value.

EXAMPLES OF SKILLS BUILT

Inbox processing
Processes captured notes from an inbox, classifies and routes items, and archives source material.

Meeting note processing
Processes meeting transcripts into structured notes, action items, and project records for implementation work.

Decision memo drafting
Drafts structured decision memos from engagement context and supporting analysis for executive review.

Engagement retrospective
Runs retrospectives at the close of engagements to capture lessons learned for future reference.

Engagement context capture
Captures client history, named contacts, and open questions into reusable advisory artifacts.

Proposal drafting
Drafts proposal sections based on engagement context and client briefs, ensuring partner-grade quality.

EXAMPLES OF WORK THEMES

Engagement documentation and management
Comprehensive documentation and management of active client engagements, including decision packages, risk assessments, and quality assurance.

Risk management and quality assurance
Ongoing management of engagement risks and quality assurance processes to ensure high standards in advisory work.

Client engagement tracking
Tracking and managing the status of client engagements to ensure timely delivery and responsiveness.

Stakeholder coordination and communication
Coordination across consultants, partners, and client contacts using structured stakeholder maps and engagement strategies.

Client relationship management
Structured management of client relationships, including contact data, engagement tracking, and relationship health assessments.

Knowledge management and documentation
Building and maintaining structured knowledge bases and reference materials to support ongoing advisory work.

Productivity through the programme

Median productivity multiple at three milestone reflections, using each trainee's best output captured at any module ≤ that milestone (carry-forward best). Each figure is the best a trainee has reached by that milestone, so read them as three points, not a trend.

TOP 20% **~143** hrs/week · **~5.1×** output multiple — What the strongest fifth are reaching

TOP 50% **~85** hrs/week · **~3.3×** output multiple — What the stronger half are reaching

How trainees engage

Every reflection submitted to the platform is classified into one of four sentiment categories. Negative and disengaged classifications must include a concrete behavioural observation — a validator rejects vague labels.

Positive · engaged, productive
Neutral · limited enthusiasm
Negative · frustrated, with concrete observation
Disengaged · gaming/refusing, with concrete observation