
Christchurch
ARTIFICIAL INTELLIGENCE
MEETUP GROUP
https://christchurch-ai.com

Caelan Huntress

- AI Educator & Public Speaker
- American/New Zealand dual citizen
- From Portland, Oregon

WHAT I DO

- **Speaking** - AI Topics
- **Training** - Workshop Series
- **Coaching** - Advisory
- **Consulting** - Implementation

Ai-Coaching.Academy



BECOME A CONFIDENT AI OPERATOR

Ai-Coaching.Academy

AI Training Days

Ai-Coaching.Academy

4 x 90-minute Workshops

100
AI Foundations

AI Foundations Certification

Ai101 AI and the Future of Work
Ai102 Applied AI Ideation Lab
Ai103 Prompting Techniques
Ai104 Coaching with AI

Taught by Caelan Huntress

Interactive, hands-on training
Max 20 people per workshop
Mix-and-match 200-levels
Build agents in 300-level

200
AI Applications

Mix & Match:

Ai201 AI for Productivity
Ai202 AI for Knowledgebases
Ai203 AI for Communication
Ai204 AI for Sales
Ai205 AI for Marketing
Ai206 AI for Creativity
Ai207 AI for Learning
Ai208 AI for Strategy
Ai209 AI for Webmastery
Ai210 AI for Automation
Ai211 AI for Thinking
Ai212 AI for Governance

300
Agent Operations

AI Agent Accelerator

Ai301 Context Engineering
Ai302 Agent Management
Ai303 Vibe Coding Applications
Ai304 Agent Harnesses

SAGE Framework for AI Agents

Ai305 S.C.O.P.E. Agent Tasks
Ai306 Automate Your Workflows
Ai307 Generate System Prompts
Ai308 Evaluate Agent Performance

join.ai-coaching.academy/training

caelanhuntress.com/schedule

SECOND MONDAY @ EPIC INNOVATION

Ai-Coaching.Academy



AI in Public Sector & Local Business

📍 Where? EPIC Innovation
⏰ When? 5:30 - 8:00 PM
📆 **Monday, 9 November**

Christchurch-Ai.Com

Speakers:

Cr. Joe Davies & Blake Harkness

Ai-Coaching.Academy

Christchurch AI Meetup
November 2026

AGENDA:

- ✧ Drinks & networking
- ✧ **AI in the Council Chamber —** Councillor Joe Davies
- ✧ **How I Run My Businesses on AI —** Blake Harkness
- ✧ Upcoming Events

SECOND MONDAY @ EPIC INNOVATION

Ai-Coaching.Academy



AI in Public Sector & Local Business

📍 Where? EPIC Innovation
⏰ When? 5:30 - 8:00 PM
📆 **Monday, 9 November**

Christchurch-Ai.Com

Speakers:

Cr. Joe Davies & Blake Harkness



Cllr Joe Davies

Public Transport Core Service Lead

Deputy Chair, Canterbury Regional Transport Committee

Chair, Canterbury AI Working Group

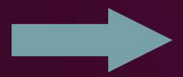


councillorjoedavies.com

joedavies.io

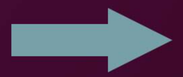
Councils process information

- Meetings
- Collaboration
- Agendas
- Minutes
- Planning



Public information

Published under our transparency laws



Work on the ground

Physical, operational work across the region

AI tools can interpret and package information at every step.

16 councillors



Council employs one person

Officers



ENVIRONMENT CANTERBURY

Artificial Intelligence (AI) Strategy

Council — Strategy Summary

Vision: AI is applied responsibly to support services, decisions, and productivity - enabling people, while maintaining accountability.



EXECUTIVE SUMMARY

Why AI

AI is already changing how public organisations work

Why it matters to ECan

Growing service pressure

AI can help staff find, summarise, draft and analyse information faster, freeing time for higher-value work.

Active use is already emerging

Staff are already experimenting, but learning is fragmented and some use is not fully visible or governed.

Public-sector guidance has moved

NZ government advice expects safe, transparent, responsible AI with human oversight and accountability.

Trust must be protected

Privacy, security, information management, records, transparency, bias and Te Tiriti considerations need to be designed in from the start.

Reform increases the value of knowledge

AI capability, data coherence and tacit knowledge capture can remain useful through future structural change.

The question is no longer whether AI will be used. The question is whether ECan will shape its use deliberately, responsibly and for public value.

EXECUTIVE SUMMARY

Adopting AI deliberately and responsibly

AI can support services, decision-making, productivity, and information access — **but only within clear governance, assurance, privacy, security, information management, and delivery controls.** AI is positioned as an enabling capability inside existing practices, not a standalone or parallel governance model.

What this means in practice

Embedded, not separate

AI is built into existing delivery and governance — not standalone

Prioritised through existing processes

Investment flows through current prioritisation, not ad-hoc experimentation.

Controls apply from day one

Risk, information management, and security disciplines are in from the start.

Capability built broadly

AI literacy grows across the organisation — not concentrated in a few tools or teams.

BUSINESS BENEFITS

Why this matters

Capacity without headcount

Cut time spent on repetitive admin, research, drafting and information retrieval.
Free staff to focus on higher-value analysis, decisions and community outcomes.

Protect organisational knowledge

Capture knowledge held by experienced staff and make it accessible.
Reduce loss through turnover, retirement and organisational change.

Improve service delivery

Speed up access to information, insights and evidence.
Improve responsiveness and consistency across customer, regulatory and operational services.

Support innovation

Create safe pathways for experimentation and learning.
Enable business-led innovation using existing platforms and investments.

Build organisational resilience

Develop a transferable capability that endures through reform, technology change and operating-model shifts.
Value that stays with the organisation whatever the future holds.

The bottom line

Deliberate, responsible AI compounds value across capacity, knowledge, service, innovation and resilience.
More impact from the people and platforms we already have.

DATACOM AI READINESS ASSESSMENT

Key findings for the Executive Leadership Team

Datacom assessed ECan at an **emerging** level of AI readiness and concluded that AI should be approached as a **business-led organisational capability**, under an IT led AI Framework. Practical AI use is already visible across the organisation, but adoption is **fragmented**, capability is developing unevenly, and enterprise-wide direction is not yet established. The greatest value is likely in data-rich, review-based and operational services where AI can support decisions, improve efficiency and support service delivery.

Where the strongest opportunities lie

Workforce capability

Build AI literacy, confidence and judgement across kaimahi rather than pursuing large-scale technology investment.

Governance maturity

Evolve from permission and control towards learning, scaling and lifecycle management of AI.

Where to focus

The greatest value is likely in data-rich, review-based and operational services

Data coherence

Improve data quality and coherence to unlock value in operational and review-based services.

STRATEGIC OPTIONS

Three paths forward for AI adoption

OPTION 1

Do nothing

Maintain the status quo; no formal AI direction.

PROS

- No new investment or change effort now
- No deliberate new AI-specific risk introduced
- Avoids upfront policy and tooling cost

CONS

- Shadow AI use continues, unseen and unmanaged
- Productivity and service gains are missed
- Falling behind becomes harder to reverse

OPTION 2

Adopt AI, ungoverned

Move forward with no formal controls or oversight.

PROS

- Fast, low-friction access to AI benefits
- Teams free to experiment and innovate
- Minimal upfront governance overhead

CONS

- Privacy, security, and IM breaches likely
- Inconsistent, unaccountable outputs
- Legal, reputational, and Te Tiriti exposure
- Fragmented tools and duplicated spend

RECOMMENDED

OPTION 3

Adopt AI, governed

Move forward with managed, proportionate controls.

PROS

- Benefits realised with managed, proportionate risk
- Approved tools and clear accountability
- Trust, transparency, and compliance maintained
- Scales sustainably with capability uplift

CONS

- Requires upfront investment and effort
- Some initiatives progress more deliberately
- Needs ongoing culture and capability change

AI Strategy on a Page

Vision	**"AI is applied responsibly to support services, decisions and productivity"** *(enabling people, while maintaining accountability)*			
Principles How we work	**Apply with purpose** Only where there is clear service, efficiency, insight or risk-reduction benefit.	**Maintain public trust** Through transparent, explainable, secure and responsible use.	**Reduce fragmentation** Use approved platforms, shared patterns and proportionate guardrails.	**Build literacy** So kaimahi use AI confidently, safely and within defined boundaries.
Goals What we want to achieve	GOAL 1 **Public value** Prioritise AI that clearly supports services, statutory functions, organisational outcomes, productivity or risk reduction.	GOAL 2 **Responsible & trustworthy use** Embed privacy, security, information management, transparency, explainability and human accountability	GOAL 3 **Platforms & guardrails** Make safe, compliant AI the easiest path using approved tools, patterns, architecture standards and information controls.	GOAL 4 **Capability & literacy** Build confidence, judgement and safe-use capability across leaders, practitioners and kaimahi.
Objectives How we get there	**Prioritise & assess** Rank use cases by clear benefit and run the lightweight value-and-risk check on every AI capability, standalone or embedded.	**Assure by design** Embed privacy, security, information management and legal assurance through existing working groups, with human accountability central.	**Pave the safe path** Stand up an approved tool register, shared patterns and proportionate guardrails so safe use is the easy option.	**Grow capability** Build AI literacy through a temporary adoption lead, a business champions network and a community of practice.
Outcomes Measurable impact	**Value delivered** Priority use cases tied to service, statutory or organisational outcomes, showing measurable productivity, insight or risk-reduction benefit.	**Trust maintained** No significant privacy, information, security or legal breaches attributable to AI use.	**Well governed** AI runs through approved tools, platforms and patterns, with information well managed in approved systems.	**Capable people** Kaimahi confidence and literacy grow through clear guidance, examples and pathways.

STRATEGIC DIRECTION

Where we are heading, and why

VISION

AI is applied responsibly to support services, decisions, and productivity — enabling people, while maintaining accountability.

Human accountability remains central.

1 Apply with purpose

Only where there is clear service, organisational, efficiency, insight, or risk-reduction benefit.

2 Maintain public trust

Through transparent, explainable, secure, and responsible use.

3 Reduce fragmentation

Use approved platforms, shared patterns, and proportionate guardrails.

4 Build literacy

So kaimahi use AI confidently, safely, and within defined boundaries.

STRATEGIC GOALS

Four goals guiding AI adoption

GOAL 1

Public value

Prioritise AI that clearly supports services, statutory functions, organisational outcomes, productivity, or risk reduction.

GOAL 2

Responsible & trustworthy use

Embed privacy, IM, security, legal, data quality, transparency, explainability, and human accountability from the start.

GOAL 3

Platforms & guardrails

Make safe, compliant AI the easiest path using approved tools, patterns, architecture standards, and information controls.

GOAL 4

Capability & literacy

Build confidence, judgement, and safe-use capability across leaders, practitioners, and kaimahi.

ROADMAP

Build foundations, prove value, scale, sustain

1 — 2 — 3 — 4

Readiness

now – 6 months

Establish safe foundations

Governance & assurance model; approved platform and tool register; guardrails; literacy and guidance; use-case intake and prioritisation.

Piloting

6 – 12 months

Prove value in controlled use cases

2–4 priority pilots; measured benefits; monitoring approach; IM and data handling patterns; scale, stop, or refine decisions.

Scaling

12 – 24 months

Embed AI into BAU consistently

Enterprise platform and integration uplift; standard delivery patterns; managed use-case portfolio; benefit tracking.

Impact

ongoing

Sustain value, capability & trust

Continuous assurance; risk and incident reporting; optimisation; community of practice; shared use-case library.

Apply a reform lens throughout each stage - building AI capability, governance, knowledge and ways of working that remain valuable regardless of future organisational structures.

IMPLEMENTATION

Implementation approach

How AI capability will be adopted, embedded and sustained

1

Govern through existing structures

Run AI through current forums and assurance, not a new committee.

2

Build organisational capability

Treat AI as a capability to grow, not a technology programme to run.

3

Enable safe experimentation

Use lightweight guardrails so teams can test and learn with confidence.

4

Embed through people

Use a temporary adoption lead and business champions to embed AI into everyday work.

GOVERNANCE & ACCOUNTABILITY

How do we provide AI governance and assurance

The governance functions required to support responsible AI adoption with existing governance homes, not a new committee

Strategic direction	Align AI investment, priorities and risk appetite with organisational goals	**Executive Leadership Team (ELT)**
Investment & Prioritisation	Ensure AI initiatives are assessed alongside other investments	**Existing business-led innovation forum (e.g. PMO, CLG's)**
Design, Risk & Control Assurance	Confirm solutions align with standards and approved platforms and address privacy, security, information management and data considerations	**Working Groups (DIF, DDA, Architecture, IM, Cyber)**
Business Accountability	Remain accountable for outcomes, adoption, records, decisions, and ongoing value.	**Existing working groups and assurance processes**
Operational Oversight	Confirm readiness, monitoring, change control and ongoing management.	**Normal business ownership**

RESOURCING & ADOPTION

Embedding capability into business as usual

Resource required

01

Adoption enablement

A temporary, business-focused lead to drive the strategy, coordinate pilots and track benefits.

02

AI champions network

Enthusiasts embedded in business groups who promote safe, practical use.
Run through Adoption enablement lead (01)

03

Community of practice

Share use cases, lessons and successes across teams.
Run through Adoption enablement lead (01)

04

Harness bright spots

Build on capability already growing locally rather than replacing it.
Run through Adoption enablement lead (01)

02 - 04 run through Adoption enablement lead (01)

DECISIONS SOUGHT

What we are asking the Executive Leadership Team

1. Endorse the strategic direction: value-led, responsible, governed, and capability-focused AI adoption.
2. Support the staged roadmap, beginning with readiness activities over the next six months.
3. Confirm AI governance is embedded into existing governance, delivery, assurance, and operational processes — not a standalone model.
4. Agree AI initiatives are prioritised through existing investment and delivery processes, with clear business ownership and benefit measures.
5. Note that further work is required to detailed readiness-stage planning.

APPENDIX

Supporting material

AI Strategy —Summary

Reference and supporting detail

UNCLASSIFIED

MEASURES OF SUCCESS

Evidence of value, trust, and capability

Aligned to outcomes

Priority AI use cases linked to service, statutory, or organisational outcomes.

Measurable benefit

Initiatives show productivity, service improvement, insight, or risk reduction.

Approved platforms

AI use occurs through approved tools, platforms, and patterns.

No material breaches

No significant privacy, IM, security, or legal breaches attributable to AI use.

Well-managed information

AI-assisted information stored in approved systems with context and accountability.

Growing literacy

Kaimahi confidence and literacy improve via clear guidance, examples, and pathways.

KEY RISKS & CONTROLS

Proportionate controls through existing assurance

RISK	CONTROL RESPONSE
Unmanaged or fragmented AI tool use	Approved tools, usage patterns, procurement expectations, and monitoring.
Privacy, security, IM, or legal non-compliance	Risk-based assurance, impact assessment, approved storage, retention and disclosure controls, human accountability.
Poor-quality, biased, or unexplained outputs	Data quality checks, explainability expectations, bias and drift monitoring, defined accountable owners.
Over-reliance on vendors or opaque solutions	Capability uplift, architecture review, transparent operating models, reduced black-box reliance.
Failure to realise value	Clear problem statements, success measures, benefit tracking, and scale/stop decisions.

SECOND MONDAY @ EPIC INNOVATION

Ai-Coaching.Academy



AI in Public Sector & Local Business

📍 Where? EPIC Innovation
⏰ When? 5:30 - 8:00 PM
📆 **Monday, 9 November**

Christchurch-Ai.Com

Speakers:

Cr. Joe Davies & Blake Harkness

CHRISTCHURCH AI MEETUP · EPIC · 9 NOV 2026

Most of my business runs on AI.

Here's how.

Blake Harkness

AI Engineer · Founder, Harkness AI and Young Kiwis in AI



Harkness AI



WHERE IT STARTED

Halfway through my degree, ChatGPT dropped.

It could do my exams.

It could do my assignments.

It could write my code.

So I went all in on it.

Mechatronics at Massey. Graduated at the end of 2024.

Harkness AI

HARKNESS AI

We put AI to work inside NZ businesses.

TRAIN Workshops that get a whole team using Claude or ChatGPT well.

SET UP Claude connected to the tools you already use: Xero, Gmail, Drive.

BUILD Custom automations, AI assistants and integrations.

SUPPORT A monthly partnership so it keeps working after we leave.

Christchurch-based. Teams across NZ and Australia.



Harkness AI

HARKNESS AI IN NUMBERS

One year in.

50+

NZ businesses helped

Paying clients in Xero, not a guess

5.0

Google rating

21 reviews

200+

educational videos

YouTube, TikTok and Instagram

35+

talks delivered

900+ people in the room

Harkness AI

BLAKE HARKNESS

What I do now.

23. Christchurch. Mechatronics engineer turned AI Engineer.

Harkness AI

Founder. AI training, setup and builds for NZ businesses.

Young Kiwis in AI

Founder. Community for young Kiwis getting into AI.

Engineering NZ

AI Advisory Group.

AI Forum NZ

AEC Working Group.



Harkness AI

QUICK SHOW OF HANDS

Who here runs a business?

Harkness AI

ACROSS 50+ NZ BUSINESSES

The work that never stops.

Marketing	Accounting	Software + web	Sales	Content
Customer emails	Admin + scheduling	Reporting	Tenders + compliance	Hiring + onboarding

What I'll show tonight, in my own business

I've put AI into every one of these for clients. They never get finished, they just get lighter.

THE PROBLEM

Three things stopped AI being useful in my business.

1

No memory

Every chat started from zero. It didn't know me, my clients, my prices or how I write.

2

Copy and paste

I was the glue. Pasting emails, invoices and notes between AI and every other system.

3

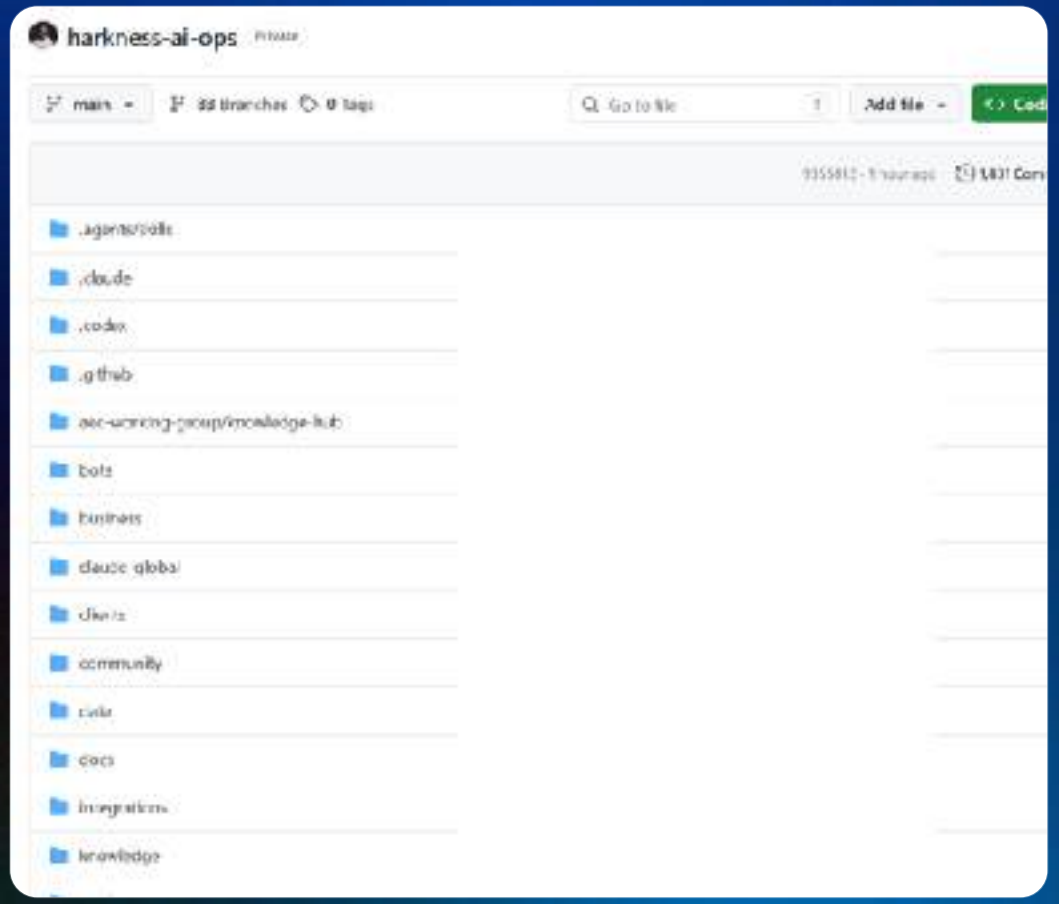
It changes weekly

New models and tools every month. I didn't want to get locked into one.

SOLUTION TO 1 AND 3

LIVE THE OPS REPO

One business brain that I own.



My private GitHub repo: 1,831 commits of plain text files

1 Solves: Memory

Claude reads these files before it does anything. It knows me, my clients, my prices and my voice.

3 Solves: No lock-in

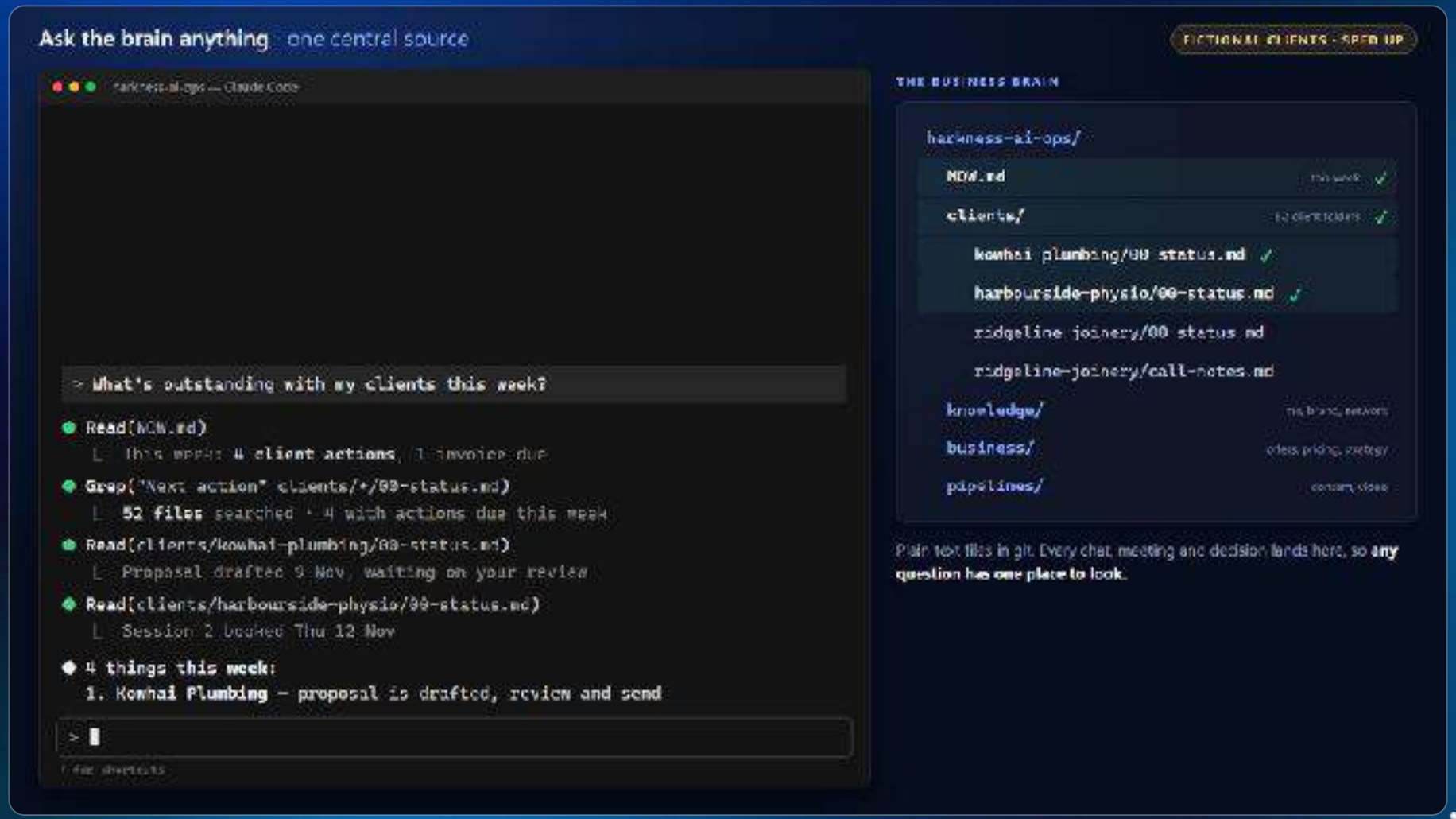
Plain text files in git that I own. Any model or tool can read them. Switch tomorrow, keep the brain.

Harkness AI

SOLUTION TO 1 AND 3 · DEMO

LIVE DEMO VIDEO

Ask the brain anything.



Harkness AI

BUILDING THE BRAIN

How do you build one?

1

Start with your files

You already have a Google Drive or SharePoint. That's a great starting point.

2

Let AI interview you

Let it ask the questions. You talk, it writes. Populate as much as you can.

3

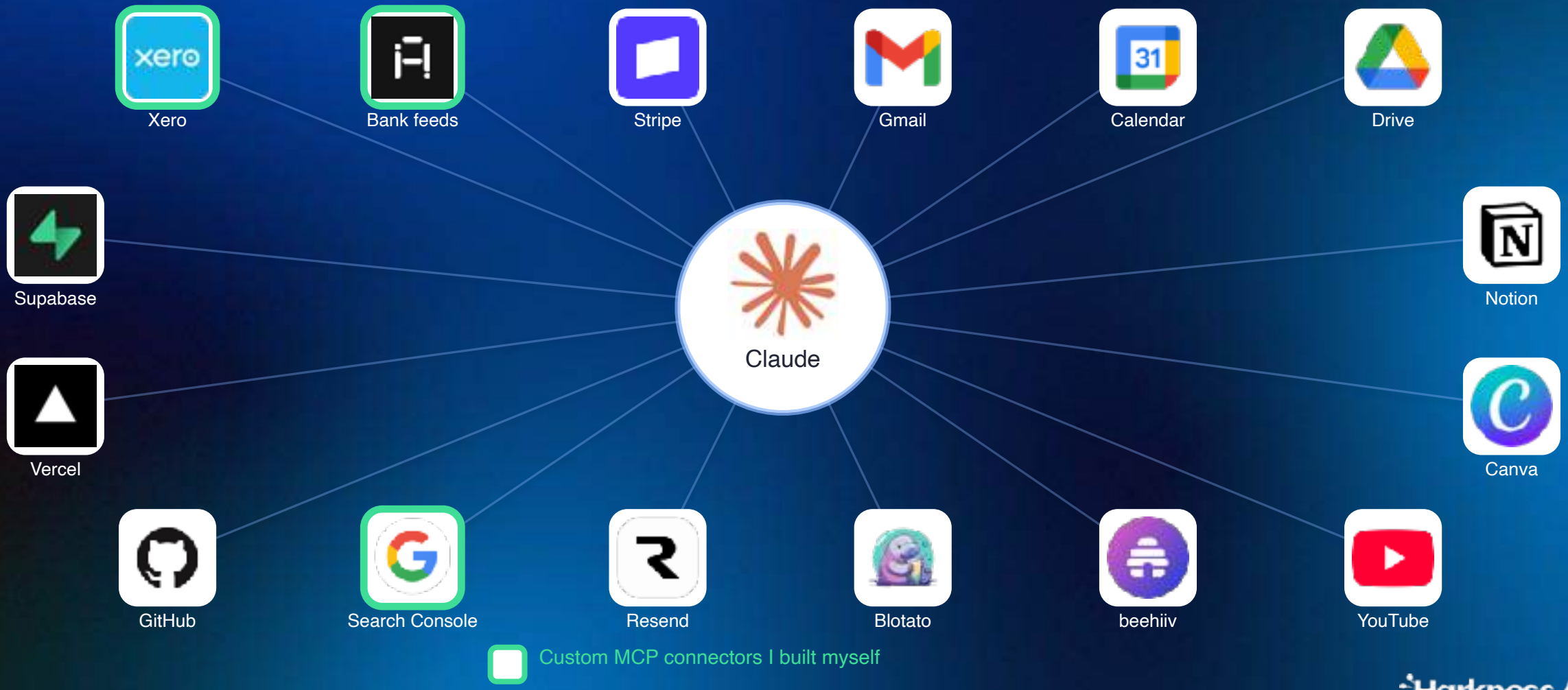
Keep it growing

Learn something durable? It goes in a file, not just the chat.

SOLUTION TO 2

Claude, plugged into everything I use.

No more copy and paste.



Harkness AI

SKILLS

Teach it a job once.

A REAL SKILL FILE



Plain English: when to use it, the steps, and the real data it should read first. Written once, used every time.

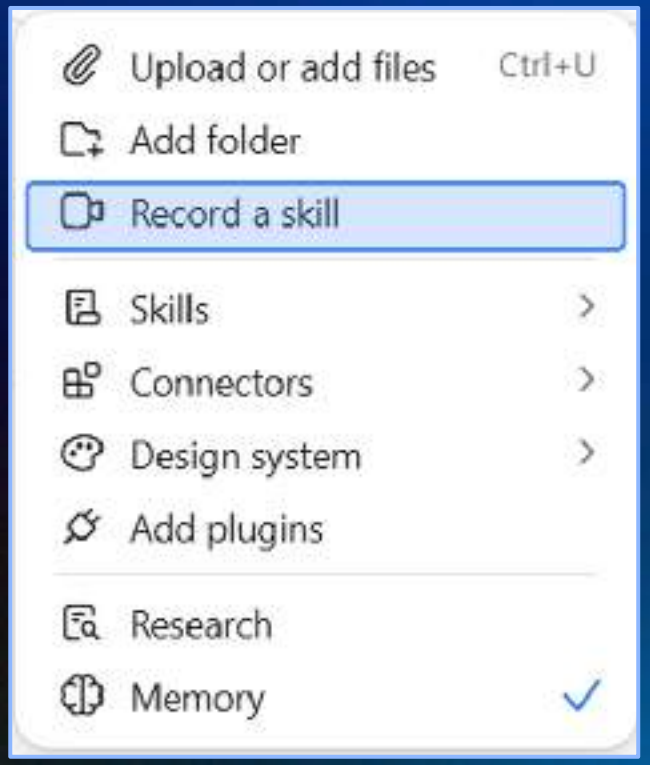
THE ONES I USE MOST

- Draft an email reply
- Xero invoice
- Video animations
- Browser tasks
- Commit + deploy
- Client proposal
- Reconcile bills
- Price check
- Meeting prep
- + 30 more

Harkness AI

SKILLS

How do you make a skill?



Works in both ChatGPT and Claude.

1 Show it

Click + then Record a skill. Do the job once on screen and Claude watches and writes it up.

2 Say it

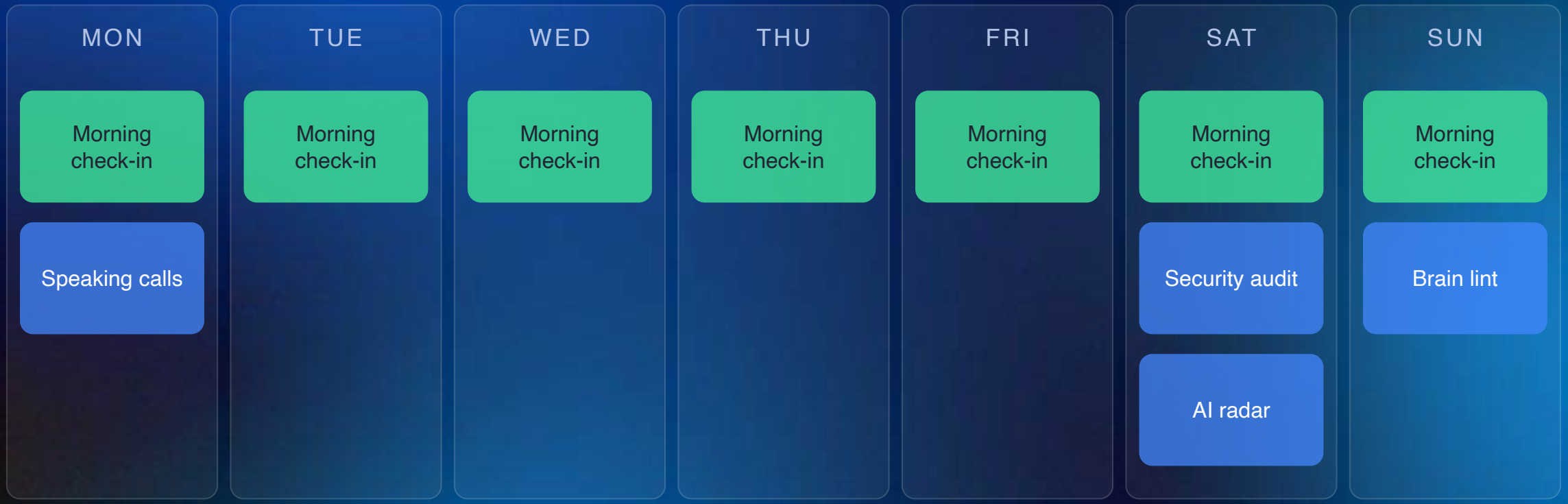
Talk it through in a voice memo. It turns your ramble into steps.

3 Type it

Write the steps out in plain English, like you'd brief a new hire.

ROUTINES

Then put it on a schedule.



Every morning my tasks and inbox are sorted before I start. Each routine lands in my inbox as a short email. Plus a YouTube review on the 2nd of every month.

Harkness AI

HOW EACH DEPARTMENT WORKS

Four beats per department.

1

Problem

What was eating my time

2

Solution

How I set it up

3

Use cases

What actually runs, day to day

4

Results

What changed, and what's next

LIVE DEMO When you see this tag, I'm switching to the real screen. Steal anything you like.

Harkness AI

Marketing problems


LinkedIn


TikTok


Instagram


Facebook


YouTube



Website articles

I can't keep creating content for every one of these formats, consistently.

The usual advice:
pick one platform and stick with it. Which is what I've done. Sort of.

First, I got AI to write it all.

BH

Blake Harkness

LinkedIn post, written by AI from scratch

In today's fast-paced world, AI is transforming the way businesses operate. Here are 5 ways you can leverage AI to unlock productivity and drive growth...

The kind of thing it wrote

They flopped.

- x No human thought.
- x No taste.
- x No value.

People can smell it. So I rebuilt the engine.

01 · MARKETING · SOLUTION

Everything now starts on YouTube.



1 long-form video

Me, my real thinking

Short clips	Best moments, cut vertical
LinkedIn post	The idea, written for reading
Website article	Search and AI answers find it
Newsletter section	The monthly AI Briefing
Case study page	When it's a client build

Harkness AI

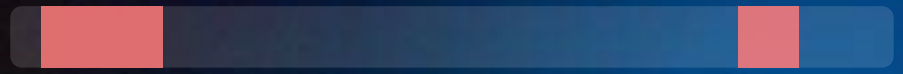
01 · MARKETING · RAW TO EDITED

LIVE RAW VS FINAL CLIP

79 seconds of raw footage in. A finished short out.

RAW OBS RECORDING · 79 s · 16:9





Red = cut: a false start and a stumble

CLAUDE EDITS IT

- Cuts the false start and stumble
- Crops to vertical on my face
- Word-by-word captions
- Pops in the Claude menu card
- Adds music, levels audio

FINAL · 36 s · 9:16



Click either video to play

Harkness AI

LONG-FORM

Long-form: Claude cuts and animates.



01 · MARKETING · REAL EXAMPLE

LIVE THE XERO VIDEO

One video, four days, every platform.

TUE 7 APR



Automate Your Accounting In NZ With Claude And Xero

Blake Harkness

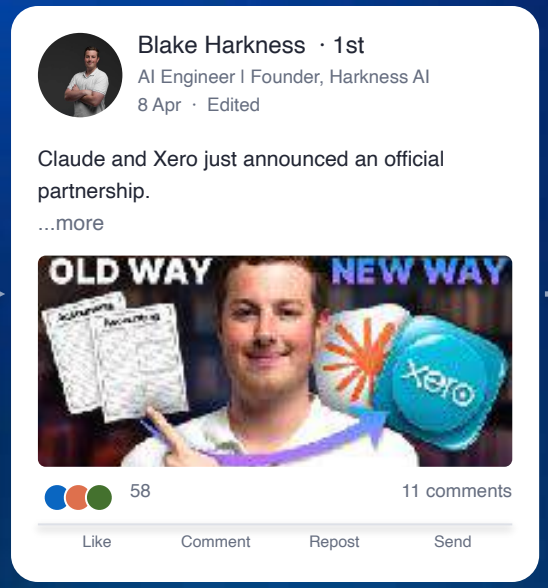
6.4K views · 7 months ago

Film the tutorial

9 min on YouTube

6.4K views

WED 8 APR



Ride the news

LinkedIn, on partnership day

4.5K impressions

THU 9 APR

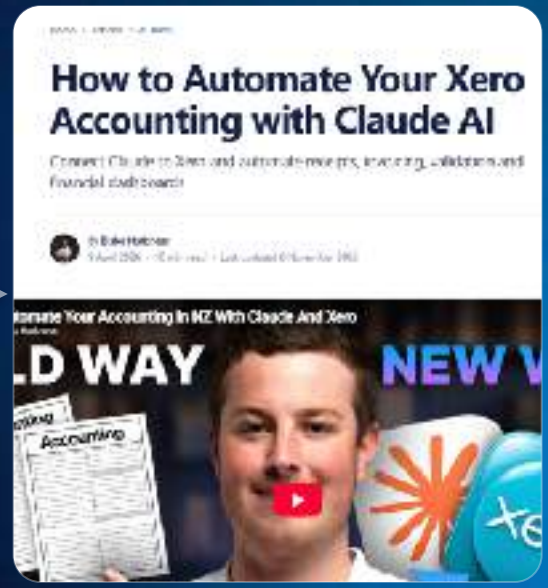


Cut it down

Short, TikTok, Reels

52K views on TikTok

THU 9 APR



Write it up

Article on harknessai.nz

954 views, 81% Google

Harkness AI

01 · MARKETING · RESULTS

One video.
12 enquiries.
8 clients.

My Claude + Xero tutorial, filmed once in April and cut into every format. It's still being found through search seven months later.



~60K views across 5 platforms

12 enquiries

8 new clients

RESULT

Reach from TikTok, clients from the tutorial

Harkness AI

Accounting problems

How do I code this?

Every expense and bill needs the right account.

Is it deductible?

Software, travel, home office, the car.

Did I log every bill?

Three bank accounts, one Amex, dozens of SaaS.

Is the GST right?

Offshore software, mixed personal and business.

Who hasn't paid?

Chasing invoices across 50+ clients.

Where did the hours go?

Reading the P&L line by line, every month.

Hours a month of admin that earns nothing.

I handed it over in three steps.

1

Read only

Connected Claude to my bank feeds through Akahu open banking. It can look. It can't touch.

2

Audit first

First job: understand my books and flag what's wrong. It found things I'd paid for but never logged in Xero.

3

Then drafts

Only then could it write: draft invoices and draft bills in Xero. I still approve every one.

02 · ACCOUNTING · REAL EXAMPLE

LIVE RECONCILE BILLS (REDACTED)

Finding the expenses I never claimed.

Business account

Personal accounts

Amex card

via Akahu, read only

CLAUDE

Matches every transaction to Xero using my supplier rules. Flags what's missing, splits personal from business.

xero

Draft bills, I approve

DRAFT

1 **Read**

Every transaction, from every account. Read only.

2 **Match**

Against what's already in Xero, using my supplier rules.

3 **Draft**

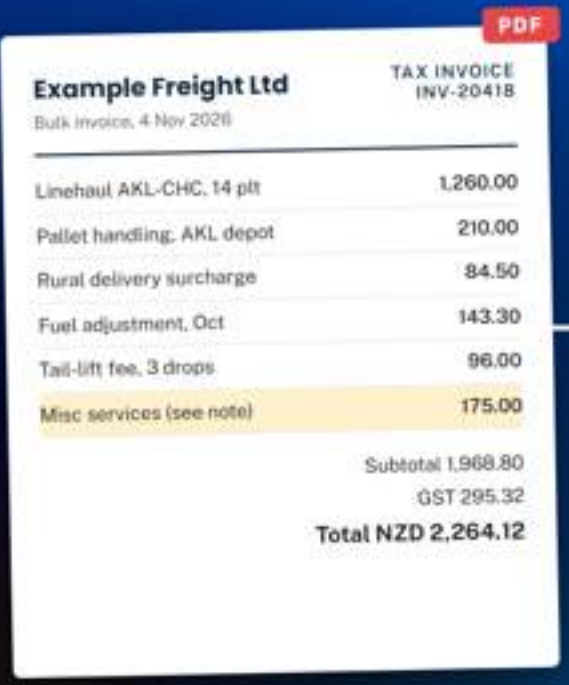
Anything missing becomes a draft bill for me to approve.

Harkness AI

02 · ACCOUNTING · CLIENT EXAMPLE

Same idea, for a client: reconciling bills.

1. Bill lands in Xero with the PDF attached
2. Claude reads the PDF and fills the lines
3. Flag, don't guess. A human approves.



Already attached to the bill in Xero. Nothing changes.

Bill - supplier invoice — BILLS / DRAFT

CONTACT	DATE	DUE DATE	REFERENCE	AMOUNTS ARE
Example Freight Ltd	4 Nov 2026	20 Dec 2026	INV-20418	Tax exclusive

Line items ✦ Filled by Claude

DESCRIPTION	ACCOUNT	TAX RATE	AMOUNT NZD
Linehaul Auckland to Christchurch, 14 pallets	5100 Freight and Cartage	15% GST	1,260.00
Pallet handling, Auckland depot	5100 Freight and Cartage	15% GST	210.00
Rural delivery surcharge	5100 Freight and Cartage	15% GST	84.50
Fuel adjustment, October	5110 Fuel Levy	15% GST	143.30
Tail-lift fee, 3 drops	5100 Freight and Cartage	15% GST	96.00
Misc services (see note) Not clear from the PDF: storage or a re-delivery?	Flagged: unclear, check	15% GST	175.00

Subtotal 1,968.80 GST 295.32 **Total 2,264.12**

✓ Human approves

Save as draft | Approve

An NZ accounting firm: 8-9 client Xero organisations, 4 staff on Claude.

Harkness AI

02 · ACCOUNTING · REAL EXAMPLE

My calendar is my mileage logbook.

Calendar

Every client meeting already has a place and a time.

Claude

Finds the business trips and maps the drive for each one.

km Logbook

Kilometres per day, at the IRD rate of $1.20/km.

Xero bill

One draft bill per period. I approve it.

EXAMPLE LOGBOOK · FICTIONAL NUMBERS

Week 1	3 client days	84.6 km	$101.52
Week 2	2 client days	61.2 km	$73.44
Total	5 days	145.8 km	$174.96

Harkness AI

02 · ACCOUNTING · RESULTS

8 hours a month, down to 20 minutes.

BEFORE

8 hours a month

NOW



under 20 minutes

Coding, matching, chasing and drafting all happen before I look. I just check and approve.

Software problems

Hiring eats the margin

Every new project meant finding and paying another developer.

Short projects, moving scope

Hard to staff a four-week build when the scope keeps shifting.

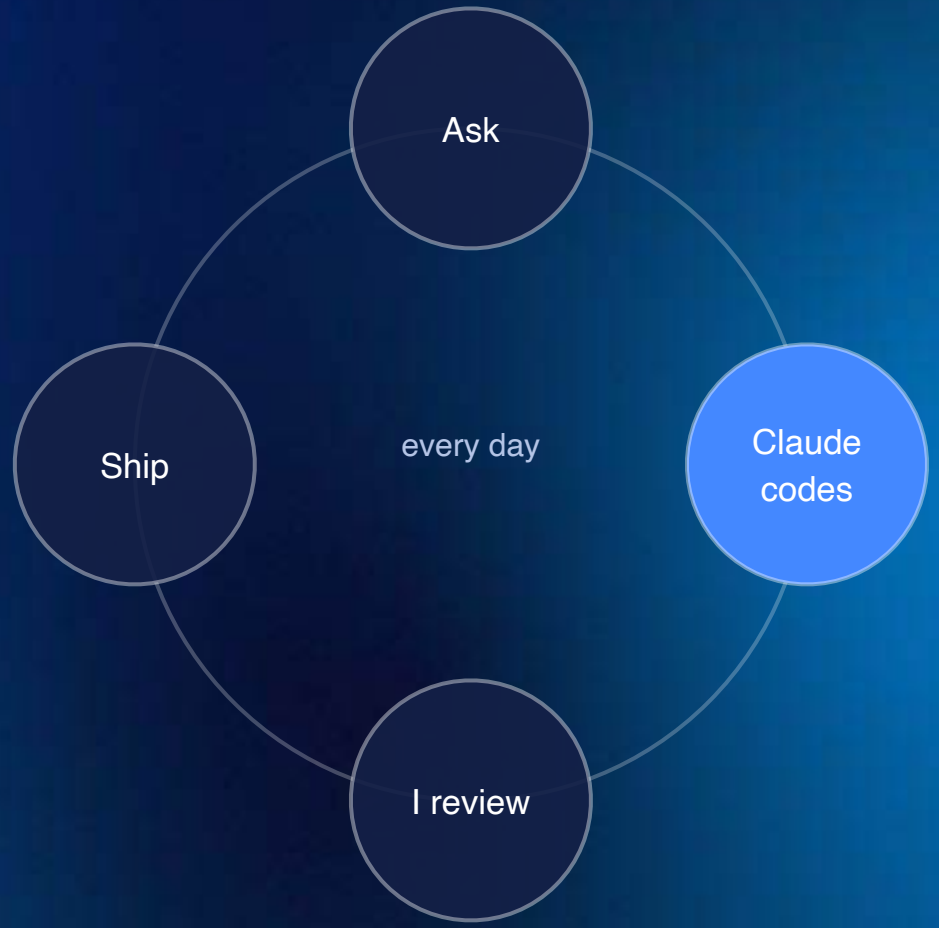
Maintenance keeps growing

Every new build is more code to keep running, fix and update.

Claude writes the code. I review it.

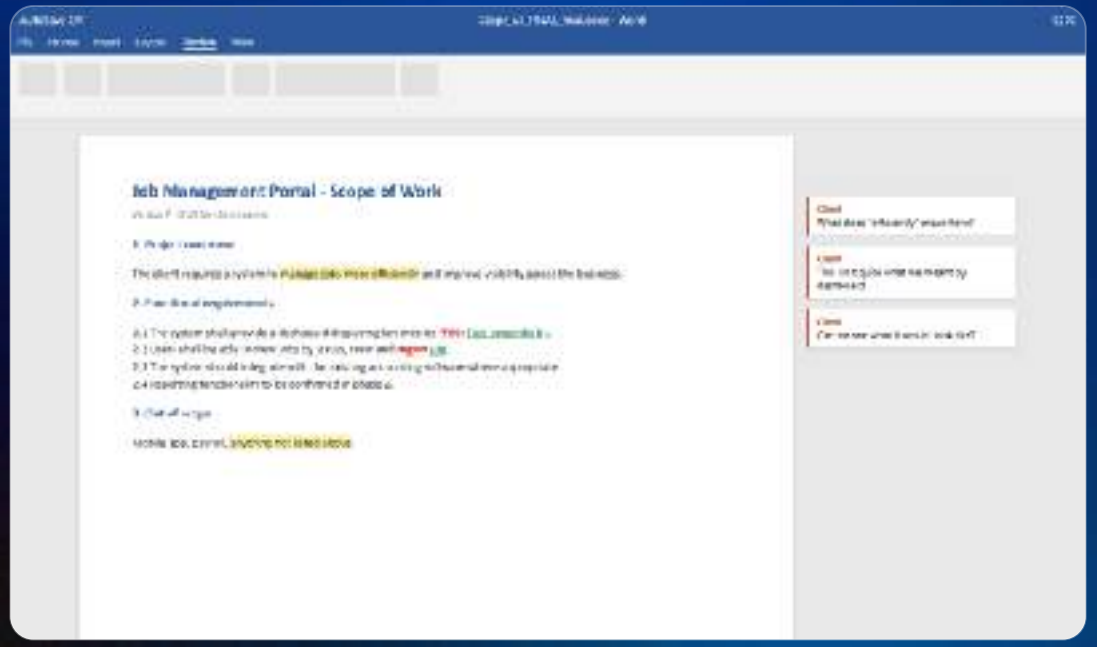
Guardrails before speed

A security check runs before every push. An audit sweeps every repo weekly.



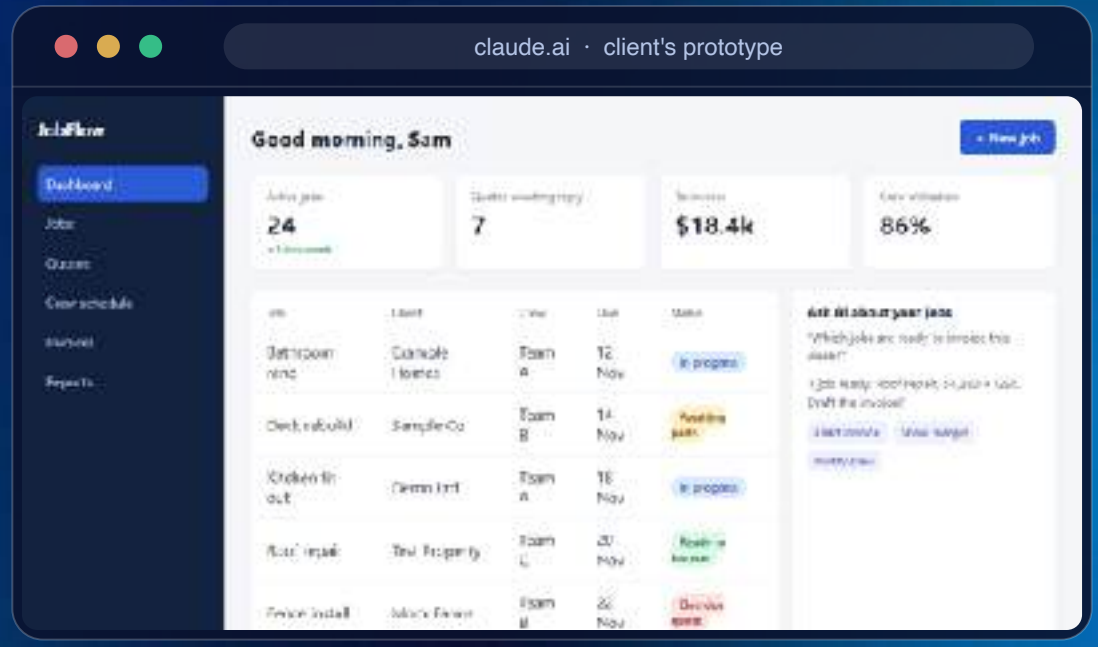
Clients show me, instead of telling me.

THE OLD WAY



A Word scope doc. Notoriously hard to align on.

NOW



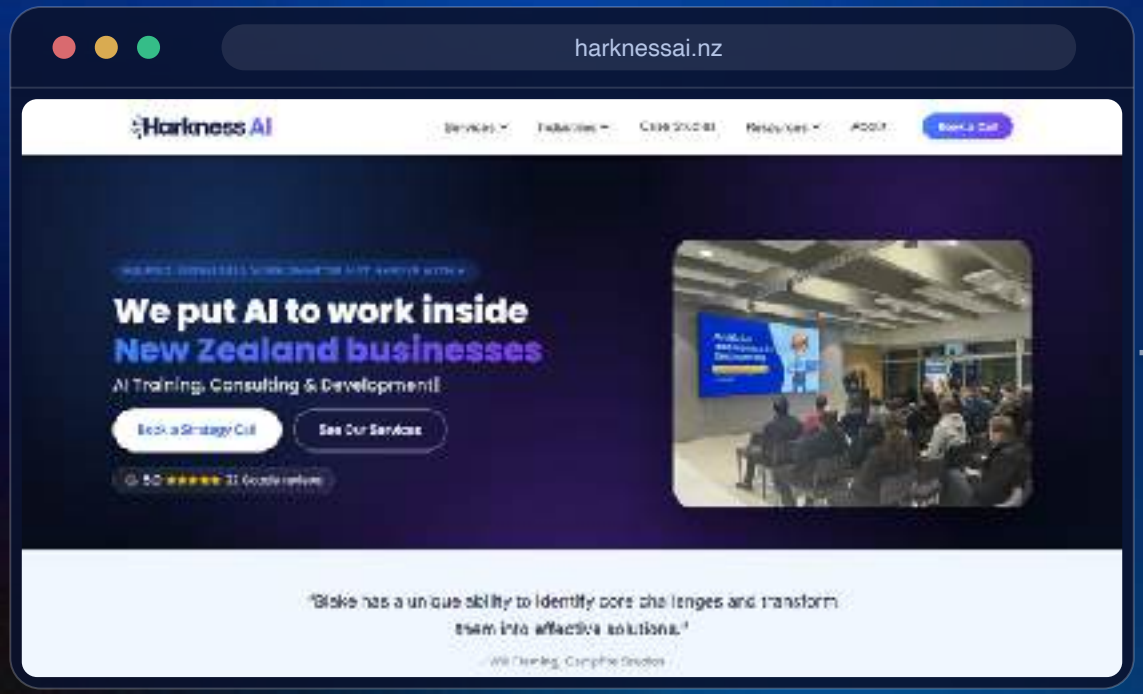
They mock up the screens and flow in Claude or ChatGPT. I see exactly what they want.

03 · SOFTWARE AND WEB · REAL EXAMPLE

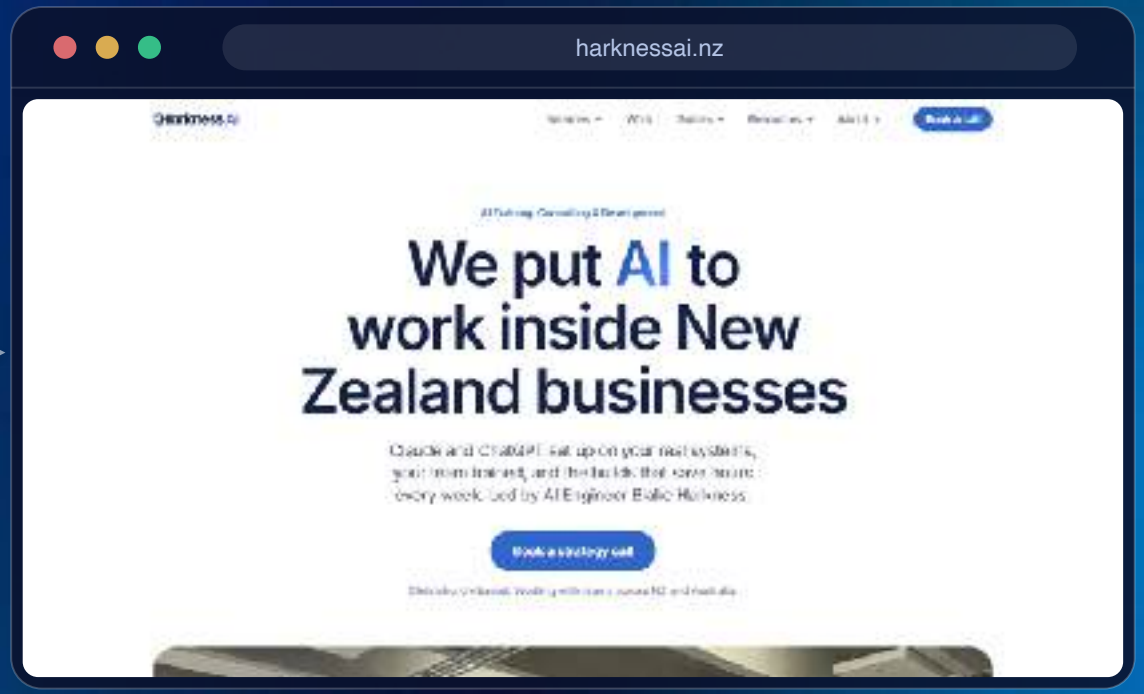
LIVE HARKNESSAI.NZ

Brand refresh: one day, parallel Claude agents.

BEFORE · 4 NOV



AFTER · 5 NOV



162 files

changed in one day

15+ to 7

homepage sections

151 pages

checked, no SEO lost

96 to 100

accessibility score

Harkness AI

LIVE CASE STUDIES PAGE

Every client win becomes a page.

Client win
Job delivered

↓

Call recap
Transcript into the client file

↓

Claude drafts
Case study page + 2-page PDF

↓

Client approves
Nothing goes live unseen

↓

Live
Page, PDF and posts



11
case studies live

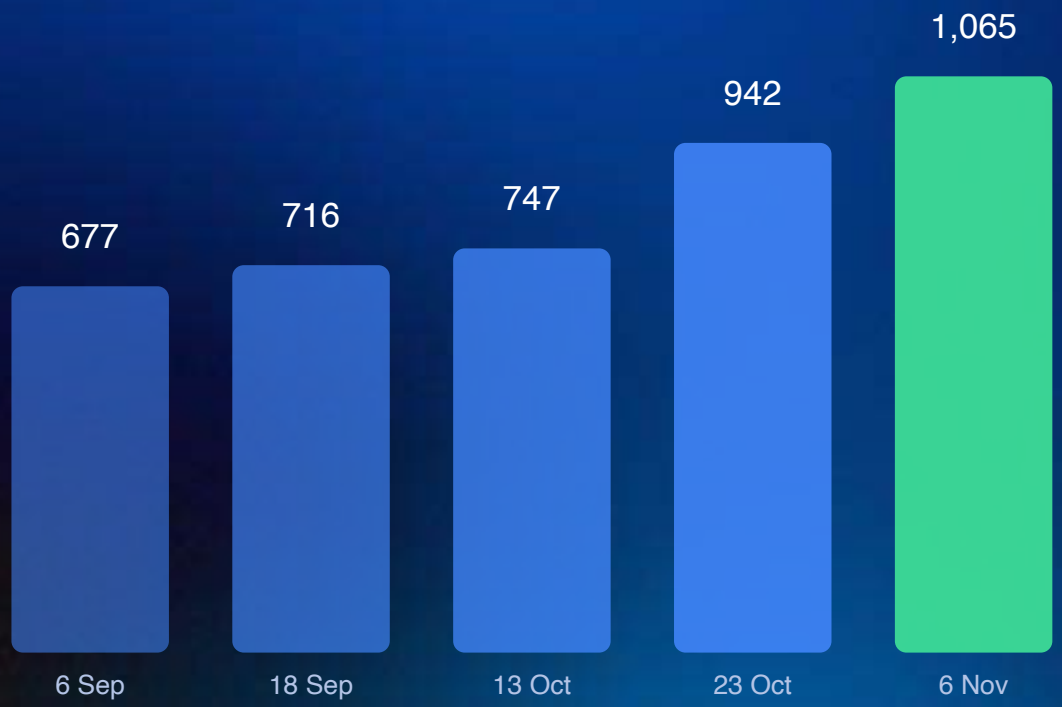
9
industry pages

78
articles

Harkness AI

SEO, GEO and AEO: two months of compounding.

GOOGLE CLICKS, LAST 28 DAYS



Search impressions: 61K to 97K

8 to 56

NZ clicks from people who didn't search my name

5 to 18

website leads: 90 days in Sep vs 28 days in Nov

13 of 22

AI prompts where Gemini recommends Harkness AI

4

clients on board in the last 2 months from AI search

04 · SALES

Sales problems

Before the meeting

What do they do? What do they care about? What have we already talked about?

During the meeting

I can't take notes and listen properly at the same time.

After the meeting

Where does it all go, and who do I owe a follow-up?

The fix: AI transcripts of every call, into one file per client.

Every client has one file.

1 One source of truth

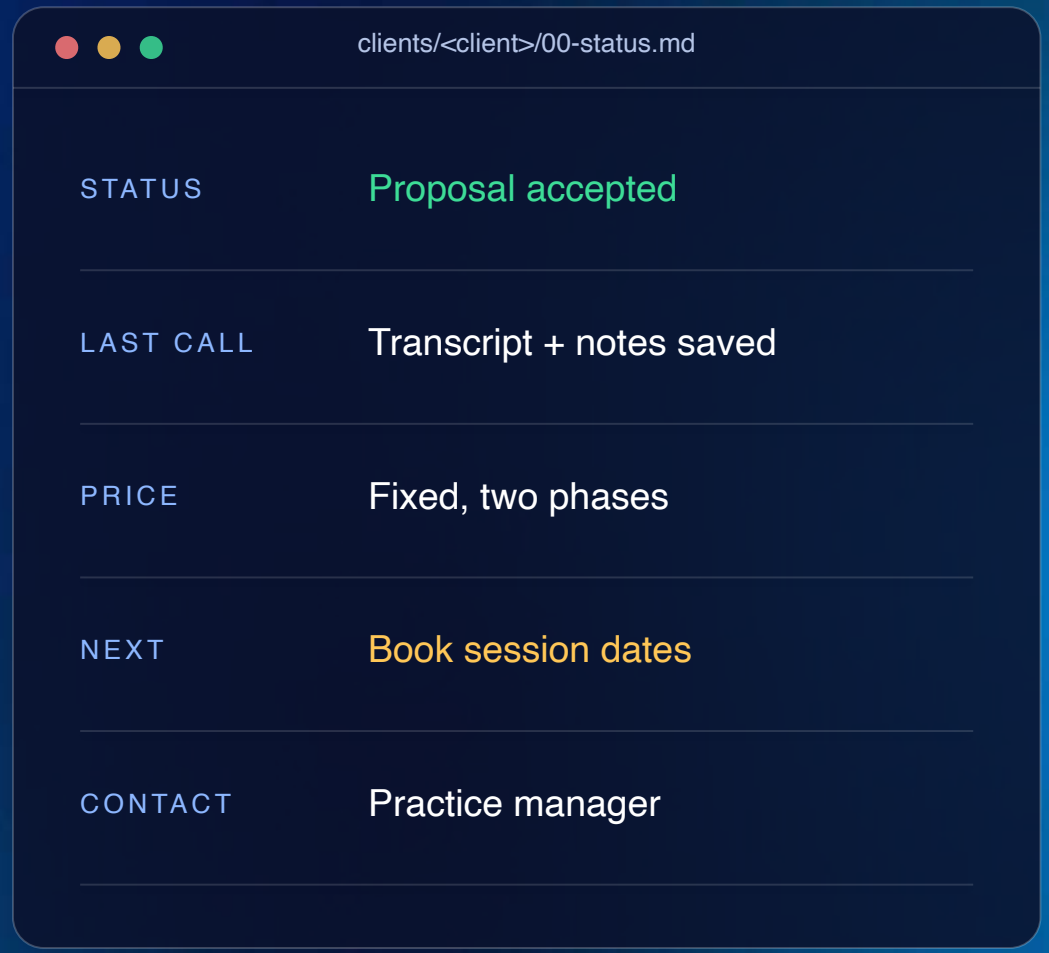
Each client gets a status file: calls, emails, prices, next step. Claude reads it first.

2 Price from evidence

Quotes get checked against what I've actually charged before.

3 Nothing slips

A Monday list tells me who I owe a reply and drafts it.



04 · SALES · USE CASES

What runs in sales.

"PREP ME FOR THE CALL"

Meeting prep

Pulls the client file, recent emails, the pipeline entry and the calendar invite.

→ A one-page run-sheet

"WRITE THE PROPOSAL"

Proposals

Turns the call transcript into a branded proposal with fixed-price phases.

→ A PDF + a covering email draft

"WHAT SHOULD I CHARGE?"

Price check

Compares the quote to 198 real invoices across 35 clients.

→ Stops me over- or under-quoting

"WHO DO I OWE A REPLY?"

Chase-up

Scans every client file, Xero and Gmail for threads that went quiet.

→ A ranked list with replies drafted

LIVE DEMO VIDEO

Watch it write a proposal.



Harkness AI

THE TAKEAWAY

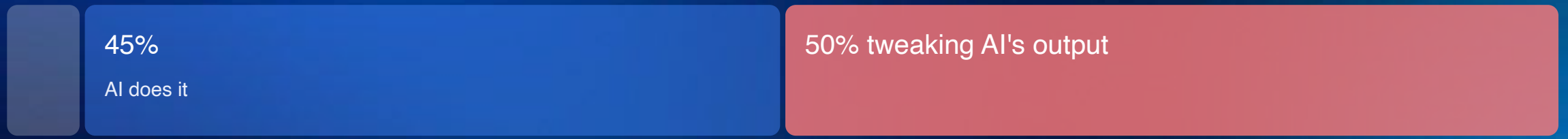
Most manual, repetitive tasks can be solved.

By AI doing the job, or by AI building the script that does.

THE 20 / 70 / 10 RULE

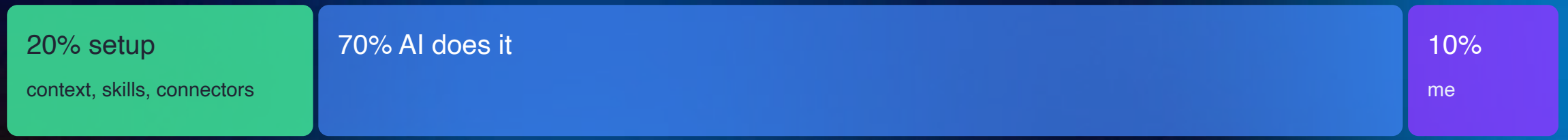
Put your time into the harness.

MOST PEOPLE



5% setup

ME



Most people skip the setup and spend half their time fixing what comes out. Context and skills up front is what makes the output good.

Harkness AI

YOUR NEXT STEP

Where do you actually start?

One pain

The task you dread every week. Start there, not with the shiny thing.

One champion

One person who owns it and checks the output. Usually you.

One quick win

Something live in a week. Momentum beats a 40-page AI strategy.

Harkness AI

YKIA NATIONAL CONFERENCE 2027

Fri 12 Feb 2027

NOVOTEL AUCKLAND AIRPORT · 8:30AM - 5:00PM

8:30	Doors, coffee, zone stickers
9:20	Opening keynote
9:45	Talk, then the hiring panel
11:45	Young builders showcase
12:15	Buffet lunch
1:00	Talks and an afternoon keynote
2:25	Speed networking by interest zone
3:30	Panel, ethics talk, closing keynote
5:00	Networking drinks

TICKETS FROM $79 · EARLY-BIRD ENDS 15 DEC

YKIA
YOUNG KIWIS IN AI



Blake Harkness
YKIA + Harkness AI



Angus Quigley
MC for the day



Hanna Siebdrat
Nayamind



Dan Fowlie
Airclerk



Kieran Lee
N16 Consulting



Ollie Cashmore
WeTalk.ai



Donncha Hand
Blue Horizon AI



Brodie Dye
ZURU



Georgia Singleton
Trade Me



Amelia Bentley
Deloitte

And more
speakers TBA

SCAN FOR TICKETS



THANK YOU

Questions?

Come grab me after. Happy to show any of tonight's builds up close.

BUSINESS harknessai.nz

EMAIL blake@harknessai.nz

LINKEDIN Blake Harkness

YKIA NATIONAL CONFERENCE

Fri 12 Feb 2027, Auckland

Tickets are live. Scan to grab one.

Harkness AI

SECOND MONDAY @ EPIC INNOVATION

Ai-Coaching.Academy



AI in Public Sector & Local Business

📍 Where? EPIC Innovation
⏰ When? 5:30 - 8:00 PM
📆 **Monday, 9 November**

Christchurch-Ai.Com

Speakers:

Cr. Joe Davies & Blake Harkness




Ai
-Coaching
.Academy

GAME: SLEIGH THE LIST



GAME: SLEIGH THE LIST

- **GOAL:** Quickly create a shopping shortlist for Christmas presents.
- **RULES:** Ask for lists of links to review, open them in new tabs.
- **FEEDBACK:** If you make a list, check it twice.

GAME: SLEIGH THE LIST

1. I want to find presents for my RELATIONSHIP who likes FANDOM and my budget is RANGE. Suggest three creative gift ideas I could explore.
2. I like IDEA. Find three real products for this gift idea. Compare their prices, features, advantages, and drawbacks in a table.
3. Give me links to review these products, recommend a winner and a backup, and organise everything into a Christmas shopping checklist.

Upcoming Events


Christchurch
ARTIFICIAL INTELLIGENCE
MEETUP GROUP
https://christchurch-ai.com

meetup

Search events... | Christchurch, NZ

Start a new group | Try Pro



Christchurch Artificial Intelligence

4.7 • 309 ratings

Christchurch, New Zealand

1,978 members

Share

About | Events | Members | Photos | Discussions | More

Manage group | Create event

About us

This is a group for people who want to explore, share, and learn about artificial intelligence, Generative AI, AI Agents, and AI Agent management.
We meet every month at **EPIC Innovation**. We typically feature a couple of speakers, mingle with drinks, and share new tools and insights about AI.
Give feedback on the group, or apply to speak, by filling out this form.

Organizers

You and 5 others

You are a **Super Organizer**

Members 1,978

See all

https://www.meetup.com/christchurch-ai/

SECOND MONDAY @ EPIC INNOVATION

Ai-Coaching.Academy



AI in Public Sector & Local Business

📍 Where? EPIC Innovation
⏰ When? 5:30 - 8:00 PM
📆 **Monday, 9 November**

Christchurch-Ai.Com

Speakers:

Cr. Joe Davies & Blake Harkness

SECOND MONDAY @ EPIC INNOVATION

Ai-Coaching.Academy



December AI Meetup - Holiday Party

📍 Where? EPIC Innovation
⏰ When? 5:00 - 8:00 PM
📆 **Monday, 14 December**

Christchurch-Ai.Com

Community Demos, a Raffle, Games & Prizes

Ai-Coaching.Academy

Christchurch AI Meetup
December 2026

AGENDA:

- ✧ 5-6pm - Drinks & networking
- ✧ 6-7pm - Demos & Raffle
- ✧ 7-8pm - 🎉 PARTY 🎉

Friday, 20 Nov, 10am



For Members of the AI Campus

HTTPS://JOIN.AI-COACHING.ACADEMY/CAMPUS



- Monthly AI Coaching Power Hour
- 30 AI Games in 30 Days
- Video Training Library
- Weekly Tutorials

$19/MO

SCAN HERE


LIVE WEBINAR
Create an AI Agent Webmaster
Connect AI agents to webmaster tools
HUMAN + AI BUILD A BRIGHTER WEB
WEBSITE WIREFRAMES
PLAN
GENERATE
DEPLOY
GROW
YOUR DOMAIN
.com
.org
.net
.org
.io
CAFE WEBSITE
The Olive Cup
Good Food
Brighter Days
Your Site Awaits
CLOUD HOSTING
SCALABLE
SECURE
SUSTAINABLE
SUBDOMAIN MAP
yourdomain.com
blog
shop
docs
app
Small Sites
Big Possibilities
IDEAS
AGENTS
WEBSITES
A BRIGHTER
TOMORROW
A HEALTHY PLANET
MORE GOOD SITES
HAPPIER PEOPLE
DOMAINS
HOSTING
SEO
AUTOMATION
A BRIGHTER WEB
Good Sites Brighter Days
BUILD
LEARN
SHARE
THRIVE
KNOWLEDGE
CREATES
KINDER
WORLDS
AN OPEN WEB · BRIGHTER PEOPLE · A GREENER TOMORROW

Create an AI Agent Webmaster



ONLINE WEBINAR

Friday, 13 Nov 11-12pm

Speaker:

Caelan Huntress



Saturday, 9am-4pm

5 December

Auckland

Fri, 9am-4pm

18 December

Christchurch

$700 + GST



1-Day Live Workshop

Hosted by Caelan Huntress

Saturday, 9am-4pm

5 December

Auckland

Fri, 9am-4pm

18 December

Christchurch

~~$700 + GST~~ **$200 Off for CHCHAI**

AI Training Days

Ai-Coaching.Academy

4 x 90-minute Workshops

100
AI Foundations

AI Foundations Certification

Ai101 AI and the Future of Work
Ai102 Applied AI Ideation Lab
Ai103 Prompting Techniques
Ai104 Coaching with AI

Taught by Caelan Huntress

Interactive, hands-on training
Max 20 people per workshop
Mix-and-match 200-levels
Build agents in 300-level

200
AI Applications

Mix & Match:

Ai201 AI for Productivity
Ai202 AI for Knowledgebases
Ai203 AI for Communication
Ai204 AI for Sales
Ai205 AI for Marketing
Ai206 AI for Creativity
Ai207 AI for Learning
Ai208 AI for Strategy
Ai209 AI for Webmastery
Ai210 AI for Automation
Ai211 AI for Thinking
Ai212 AI for Governance

300
Agent Operations

AI Agent Accelerator

Ai301 Context Engineering
Ai302 Agent Management
Ai303 Vibe Coding Applications
Ai304 Agent Harnesses

SAGE Framework for AI Agents

Ai305 S.C.O.P.E. Agent Tasks
Ai306 Automate Your Workflows
Ai307 Generate System Prompts
Ai308 Evaluate Agent Performance

join.ai-coaching.academy/training

caelanhuntress.com/schedule

Ai-Coaching.Academy

HTTPS://JOIN.AI-COACHING.ACADEMY/CERTIFICATION



SCAN HERE

“I use AI every day now, and I hardly did before taking this training programme. Caelan’s positivity and enthusiasm is really engaging. His workshops are full of facts and anecdotes, and a lot of fun.”

Testimonial



Silena Kirkconnell-Kawana

Ai-Coaching.Academy

"I came into Caelan's workshop not knowing anything about custom GPTs or comparing prompts between different AI models. Now I can draft blog articles in my own voice, iterate across tools, and polish them in a fraction of the time. This training gave me the confidence to try new things, and a clear way of cutting through to what works. Caelan's workshop was memorable and absolutely worth it."

Testimonial



Andrew Pitts

Ai-Coaching.Academy

“This was probably the best workshop that I have attended, and multiple people said the same thing. The shift in confidence and engagement across the team is exactly what we were hoping for.”

Testimonial



Matt Harris

Ai-Coaching.Academy