

The Analog Dividend

Why the time the machine saves you keeps coming back as a leash

Tools multiply what
one person can do.

Promised time

The hour the
machine saved is
spent watching
the machine.

Received output.

The person stands beside the
machine and reads everything it produced.

The honest test.

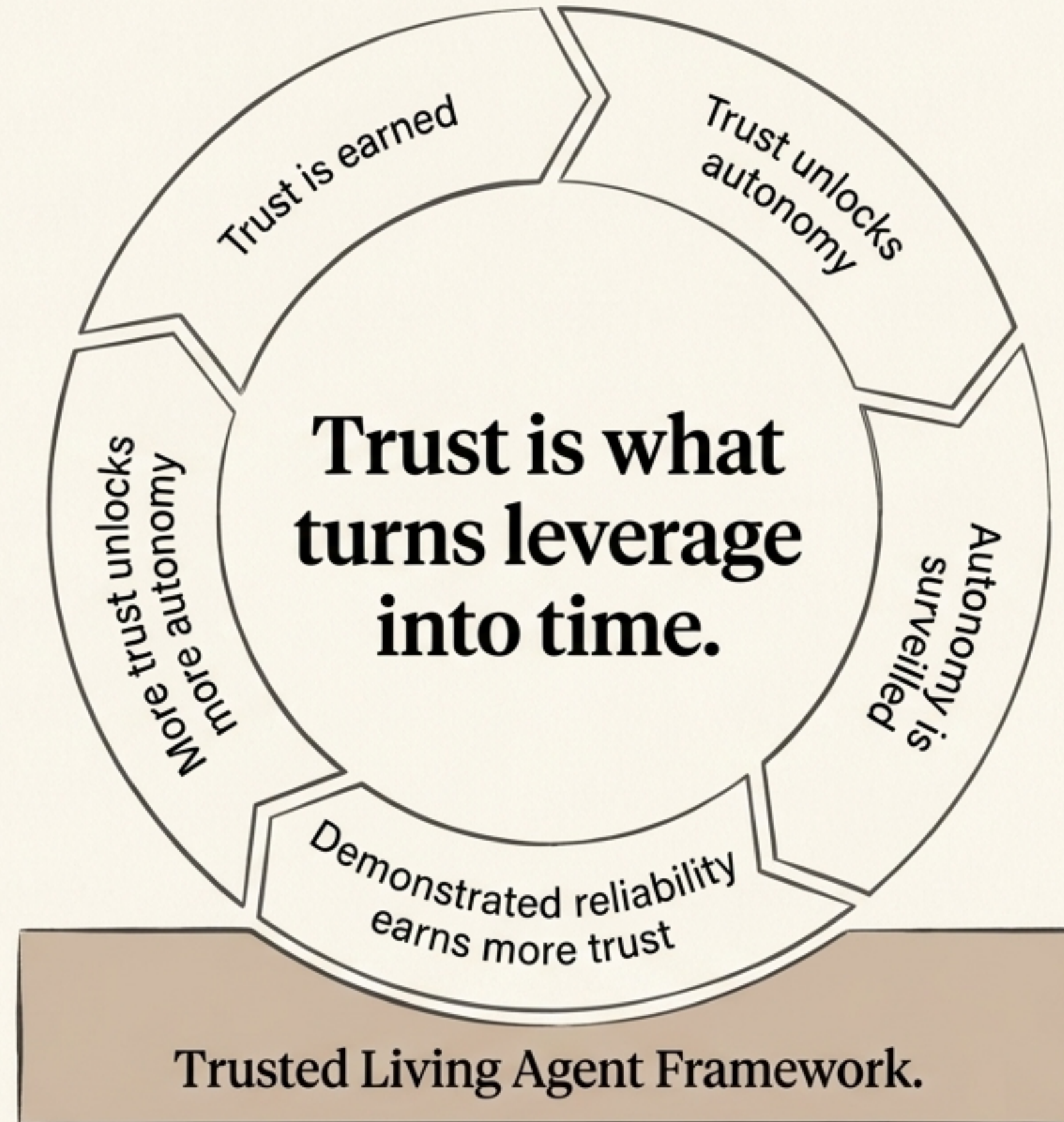
Checking agent output from the trailhead.

I only check it now and then.

Capable is not the same as trusted.

The analog time is
genuine only if it is
unmonitored.

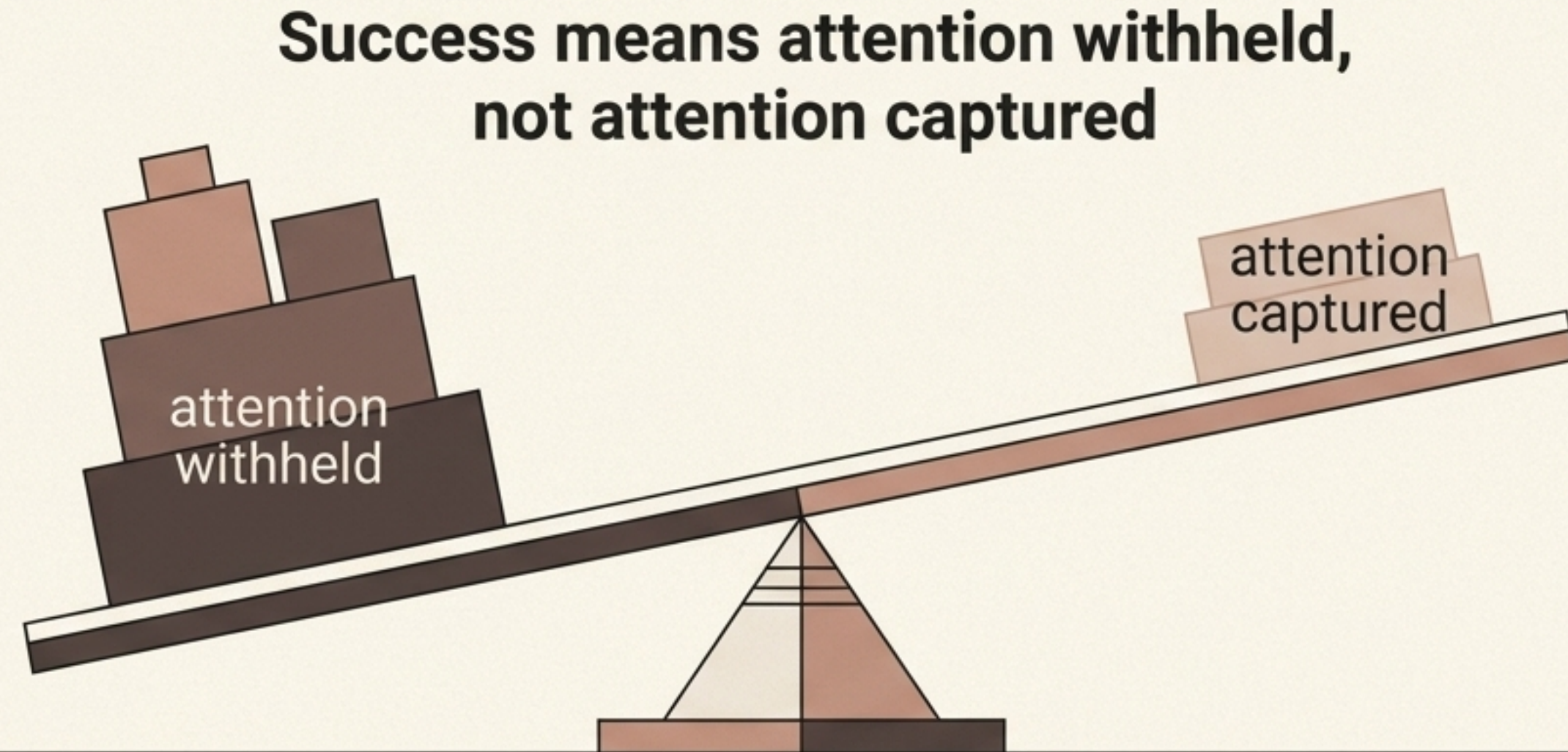
A more capable machine that cannot be trusted has to be watched more closely.



Surveillance is done by
by the structure the
agent lives in, not by
the person who would
rather be fishing. The
agent reports itself.

The North Star: Trust -> Time -> Creativity

The payoff of trusted AI measured in life rather than in output. The time that comes back off the screen once the work can be trusted to run without the person watching.



The product is built to let you go, and it keeps the record so that you can.

The founder proves the payoff by living an analog life. A founder chained to a screen refutes the pitch.

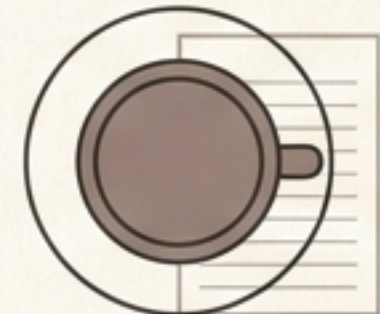
Handed over (Runs while I am out)	Kept (Waits for me before it lands)
• The drafting.	• The judgment.
• The filing.	• Anything that touches money.
• The first pass at anything that has to be written.	• Anything that goes out in public under my name.
• The bookkeeping.	• Anything that becomes the record the business runs on.

Sit with it at a set hour, once, and not whenever the pull arrives.

The hour the machine saved you went somewhere.
Was it a review, or was it the leash?

What would the machine have to show you before
you could leave it alone?

A structure rather than a feeling. One picture
on which every agent, vendor and rule has a
place, and a record that I read on Sunday
instead of watching on Tuesday.



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One Map