

What We'll Talk About Today

The growing expectations and responsibilities of HR since 2020

Managing the stress that goes along with those expectations

Innovation, and the benefits that go along with it

Why investing in HR Tech saves time and money

Myths about and challenges with HR tech

Beginning the process of introducing HR Tech

How to find the HR Tech you need

Why this shift toward embracing HR Tech is so important to HR

What's now, and what's next

TONS of resources



TextStubio



- Largest focus on payroll, benefits administration, compliance with labor laws, record-keeping
- No strategy; react to issues as they arise
- HR function separate, not integrated
- Creating policy for the few, not the many

- Top-down decisions
- HR as the enforcer



Strategic Partner

Connecting People Strategy to Business Strategy

Diversity, Equity, Inclusion and Belonging Crucial for employee and org wellbeing

Focus on EX & Personalization

Co-creating an incredible, individual employee experience



Proactive

Prevent problems through good process, strategy and practices

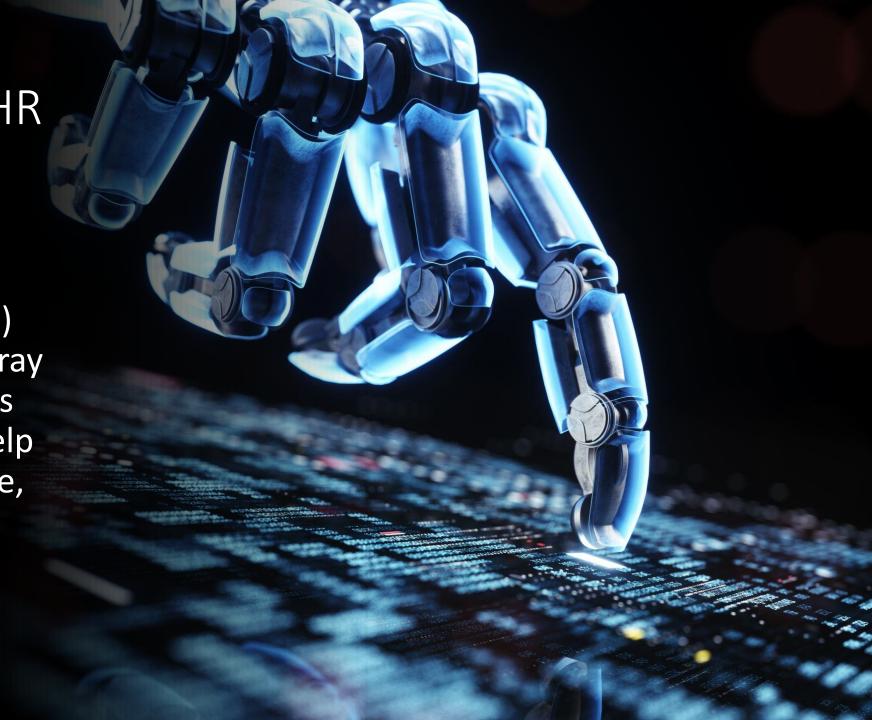


Make data-informed decisions. Automate day-to-day functions to focus on what matters.... your people!

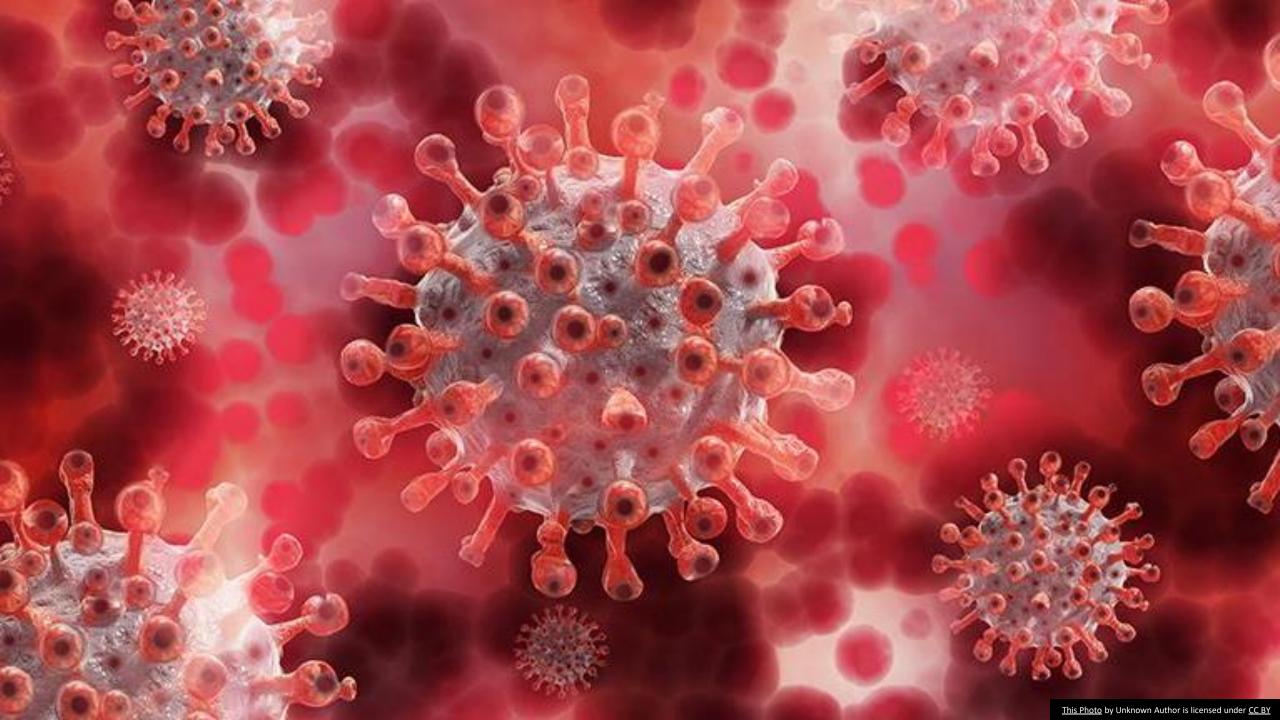


But What <u>IS</u> HR Tech??

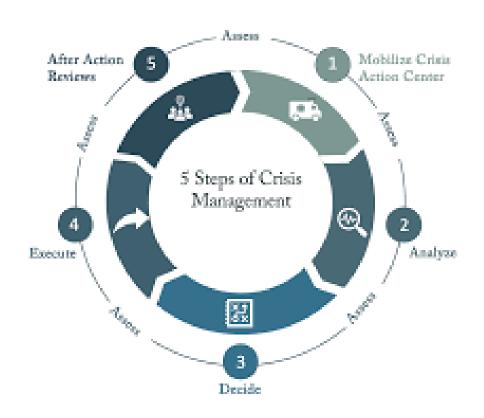
Human Resource
Technology (HR Tech)
refers to the wide array
of technological tools
and software that help
automate, streamline,
and enhance human
resource functions



Growing Expectations and Responsibilities Put on HR Teams Since 2020









TALENT ACQUISITION The ongoing cycle to find candidates requiring a specific skill set.

FINDINGOLDATES

RECRUITMENT

The process of seeking candidates to fill vacancies

























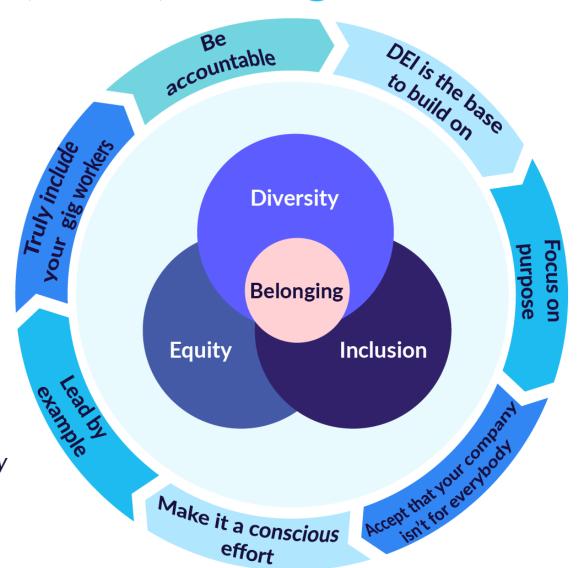




Diversity, Equity, Inclusion and Belonging (DEIB) at Organizations

Welcoming and representation of different dimension of diversity

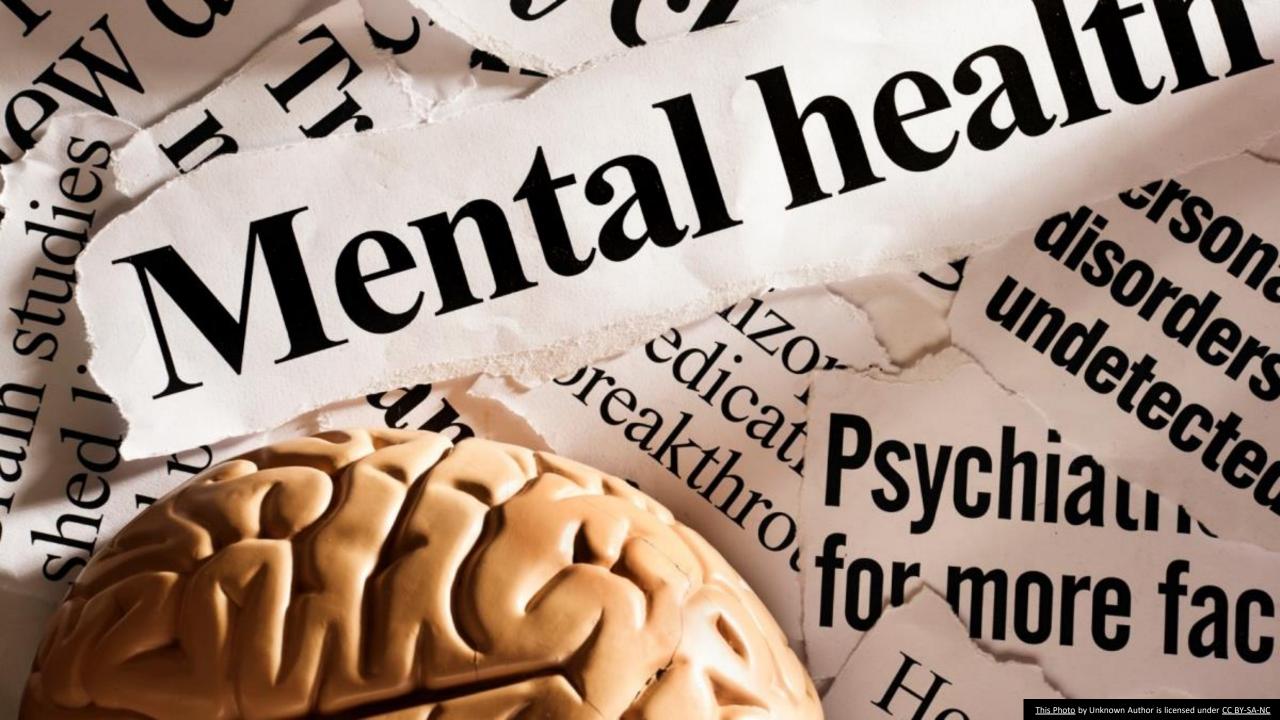
Ensuring that all individuals have access to the same opportunities and that they are treated fairly



Feeling accepted
as members of a group,
valued, and connected
with the company

Building a work
environment where
everyone's thoughts, ideas,
and perspectives matter





Business



DIGITAL TRANSFORMATION



Technology



Communication



Data



Internet of things



Automation



AI



Networking



The Irresistible Organization: A Complete Employee Experience



erived from Simply Irresistible, © Deloitte Consulting LLP

That's a LOT! How do we manage the stress that comes along with these increased responsibilities?

PRACTICE GOOD SELF-CARE

Set Boundaries

Advocate for yourself and others

Lean on your community

Take breaks during the workday

Exercise

Remember your why

Do things you enjoy

Manage stress before burnout gets ahold of you

What If that Doesn't Work??

- Leave a toxic environment
- This is much easier said than done but look..... Then leave
- Laurie Ruettimann's book "Betting on You" has excellent advice about looking for a job while you are working https://laurieruettimann.com/
- Consider hiring a coach
- Julie Turney is the absolute best at coaching HR professionals going through burnout https://hratheart.co/
- (And watch her TEDx talk on "HR The First Responder's We've Forgotten" here: https://www.ted.com/talks/julie turney the first responders we ve forgotten uncovering the crisis in hr jan 2022

Paving the way for HR Innovation — and its benefits

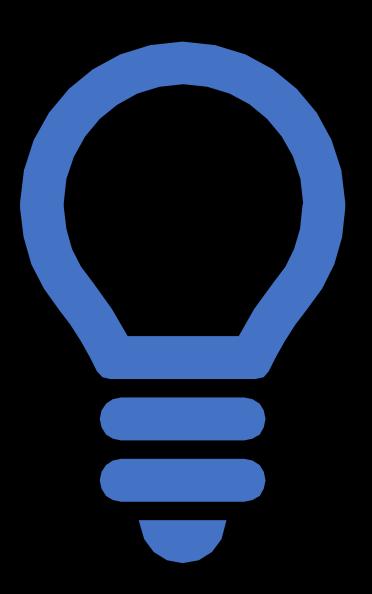




Business is constantly evolving - we're experiencing never-before-seen technological advancement, changing workforce demographics, and ... a global pandemic. HR is uniquely positioned to innovate to and must innovate to be able to meet these new challenges and create competitive advantage.

- Embrace Digital Transformation: Adopt HR technology and software solutions to automate routine tasks, provide actionable data, and enhance the effectiveness of HR
- Foster a Culture of Innovation: Create a culture that values and rewards innovative thinking. Promote openness to new ideas, encourage risk-taking, and accept failures
- Invest in Continuous Learning and Development: Stay up-to-date with the latest HR trends, research, and modern practices. Continually learn and upskill.
- Leverage Data and Analytics: HR can use data and analytics for strategic decision-making, predictive insights, and enhancing employee experience. Data-driven insights can lead to improved talent acquisition, employee retention and more.
- ➤ <u>Co-design the Employee Experience, including Holistic Well-Being:</u> Innovation in EX and well-being can lead to higher productivity and retention. Remote work, flexibility, wellbeing support programs, modern total rewards programs, pay equity, transparency and overall great HR practices and programs are all part of a solid EX.
- ➤ <u>Collaborate Across Functions</u>: HR innovation is not an isolated endeavor. Collaborate with other functions like IT, finance, and operations to drive holistic business innovation. Co-createwith our people.

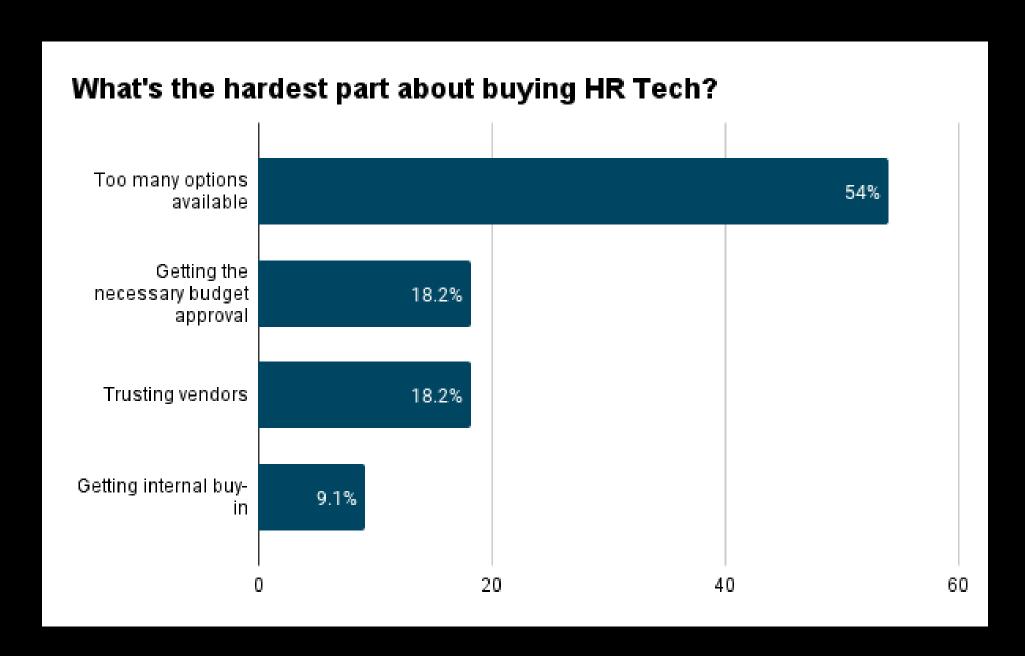
Benefits of HR Innovation



- ✓ Increased Efficiency and Productivity: HR innovation, particularly in terms of technology, can automate routine tasks, freeing up HR professionals to focus on strategic tasks
- ✓ Enhanced Employee Experience: Innovation in areas like engagement, wellness, and development can lead to a better employee experience, boosting morale, productivity, and retention
- ✓ Improved Decision-Making: Leveraging data and analytics can lead to better, more informed decision-making
- ✓ Cost Savings: From reducing turnover to automating routine tasks, HR innovation can lead to significant cost savings
- ✓ <u>Business Growth and Competitiveness:</u> HR innovation contributes to business growth by ensuring the organization attracts, develops, and retains the right talent, and stays agile in the face of change

Why investing in HR Tech saves time and money

(data included!)



Automation of Routine Tasks:

Many HR tasks like timecards, scheduling, benefits administration, payroll, and onboarding can be automated using HR Tech. This reduces manual entry, saves time and reduces the chances of human error.

Automation can reduce payroll process time by up to 80% (source: Smarter Systems)

Improved Accuracy:

HR Tech reduces errors that can occur with manual data entry. Payroll errors can be costly, both in terms of direct costs and the time it takes to correct them.

Automation reduces payroll errors by 1-8% (source: American Payroll Association)





Enhanced Reporting and Compliance:

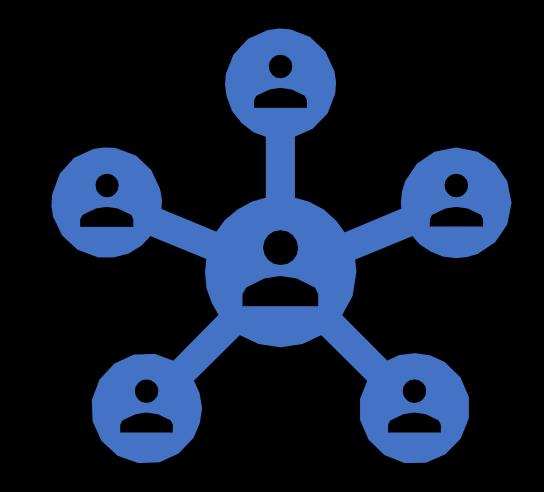
HR Tech can help with compliance by automatically updating changes in laws and regulations, tracking necessary data, and generating compliance reports. This can save substantial time and help avoid costly fines and legal problems.

50% of HR professionals lack confidence in their ability to keep up with compliance laws; Non-compliance often results in hefty fines, and employment lawsuits have increased by 400% over the past 20 years (Source: Upcounsel)

Better Talent Management:

HR Tech like Applicant Tracking Systems (ATS) and Al-enabled recruitment tools can streamline the hiring process, saving both time and recruitment costs.

Companies using an ATS have seen a 27% decrease in time to hire (source: LinkedIn)



Employee Self-Service:

Many HR platforms enable employees to manage their profiles, benefits, and time off, reducing the administrative workload on HR staff. This not only saves time for the HR department but can also lead to improved employee satisfaction

50% of employers believe that data entry by employees increases their accountability and lowers compliance risks in the process (source: Paycom)





Data-Driven Decision Making:

HR Tech allows for better data collection, management, and analysis. This enables HR and business leaders to make more informed, strategic decisions that can lead to cost savings and improved efficiency

Data-driven organizations are 19 times more likely to be profitable (source: McKinsey)

Scalability:

As a company grows, the HR tasks multiply exponentially. HR Tech allows a company to easily scale its HR functions without needing a proportional increase in HR team members

Organizations using sophisticated HR technology were generally more scalable, adaptable, and resilient. (Source: Deloitte)





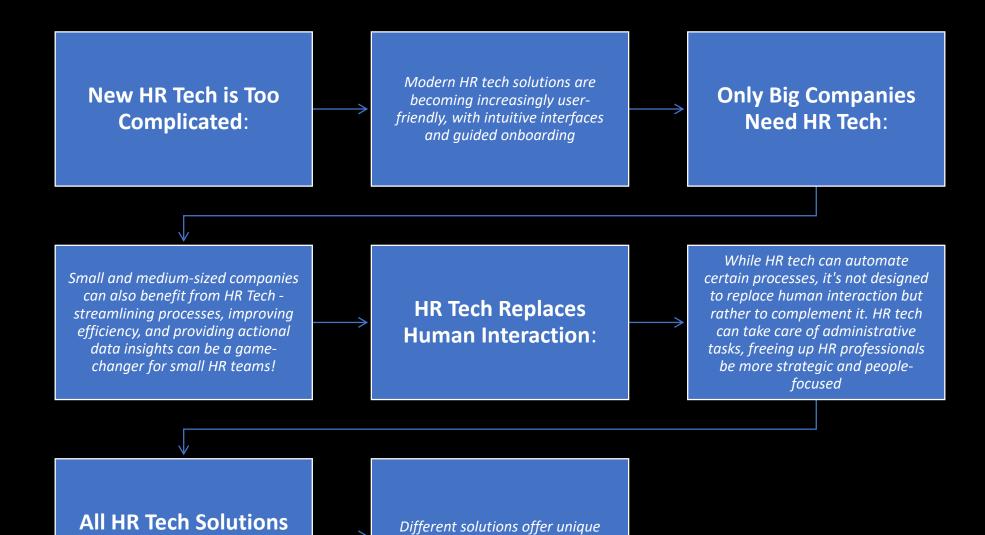
Reduced Turnover:

Advanced HR Tech can help with employee engagement, performance tracking, and proactive intervention, which can help reduce turnover rates

The cost of replacing an employee can be substantial, so this can lead to significant cost savings (source: Work Institute's 2020 Retention Report)

Breaking down myths about HR Tech, and challenges you may face

Myths



features and functionalities

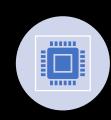
are Similar:

Challenges



Resistance to Change:

One of the most common challenges is resistance to change from employees. Change management plays a vital role in overcoming this hurdle.



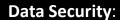
Integration with Existing Systems:

New HR tech needs to integrate. It can be challenging to find solutions compatible with your current tech stack or to migrate data from one system to another.



High Costs:

Implementing new HR tech can be expensive. Organizations need to consider the return on investment and the total cost of ownership, including the cost of licenses, maintenance, and staff training.





With increasing reliance on digital platforms, data security has become a major concern. It's crucial to choose HR tech solutions that adhere to strict security standards to protect sensitive employee information.

Keeping up with Technology:

Technology is evolving rapidly, and what is considered cutting-edge today may be outdated tomorrow. This constant change presents a challenge for HR teams to stay updated with the latest trends and solutions.



Beginning The Process of Introducing HR Tech



Understand Your Needs:

Analyze your company's needs and problems. This could involve inefficiencies in current processes, a lack of datadriven decision-making, or difficulties in tracking employee performance. Identifying these needs will help you understand what kind of HR technology would be most beneficial.



Research Available Solutions:

Once you have a clear understanding of your needs, begin researching available HR tech solutions. This includes HRIS (Human Resources Information Systems), HRMS (Human Resource Management Systems), or specialized tools for recruitment, performance management, learning and development, etc. Compare their features, prices, and reviews to shortlist the ones that align with your requirements.

Involve Your People, and Consider the Employee Experience:

GET THE TEAM INVOLED EARLY!
Managers, HR, IT, and others from across different functions. They will be using the tech, and can help provide a better experience.

Also, make sure you select technology that's easy to use and intuitive. Plan for training too!



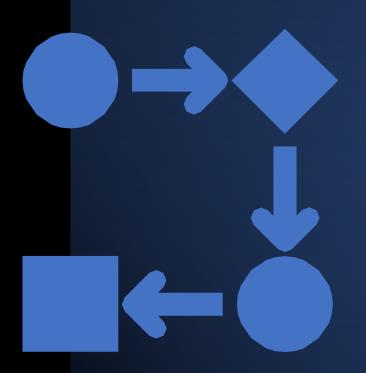
Plan for Integration & Prepare a Business Case:

Make sure the HR tech you're considering can integrate seamlessly with the software and tools your company is already using. Once you select tech, prepare a business case to present to decision-makers. Highlight the problems your company is facing, how the new HR tech can solve these problems, and an estimation of the return on investment.



Implement in Phases:

Rather than implementing the new HR tech all at once, consider rolling it out in phases. This allows you to monitor its effectiveness, resolve any issues that arise, and make improvements before the next phase.



Train Your Team:

Adequate training is essential for successful adoption. Make sure your team knows how to use the new HR tech effectively. This could involve online tutorials, in-person training sessions, or guides.



Collect Feedback and Adjust:

After implementation, collect feedback from your team. What's working well? What could be improved? Use this feedback to make adjustments and improvements.



Stay Updated:

Technology is always evolving. Regularly review your HR tech to make sure it's still meeting your needs and consider updates or new solutions as necessary.



Ok, But How Do I Find HR Technology I need???



When looking into technology, ask about the age of the tech. When was the initial platform created?

Some beautiful tech may be old, and may not work the way you hope – or are told.

- Tech should match your culture
- Mine your current technology first you may have some hidden features that you are not using
- Know how the HR Tech will play with other systems (finance, ERP, etc.)
- If you don't get the answers you want from vendors, translate that into negotiating leverage
- If you sign up for a demo, first you have a discovery call. Tell vendor you have a budget and skip right to the demo
- Less than 25% of organizations involve employees at a high level engage your team from problem identification to post-implementation
- Pay attention to vendor reps their likeability plays a large role
- Look at tenure of employees and reps of the vendor on LinkedIn - reps have a lot of choices. Longer tenure speaks volumes
- Look at the culture of the vendor (Glassdoor, indeed, Facebook, LI can help)

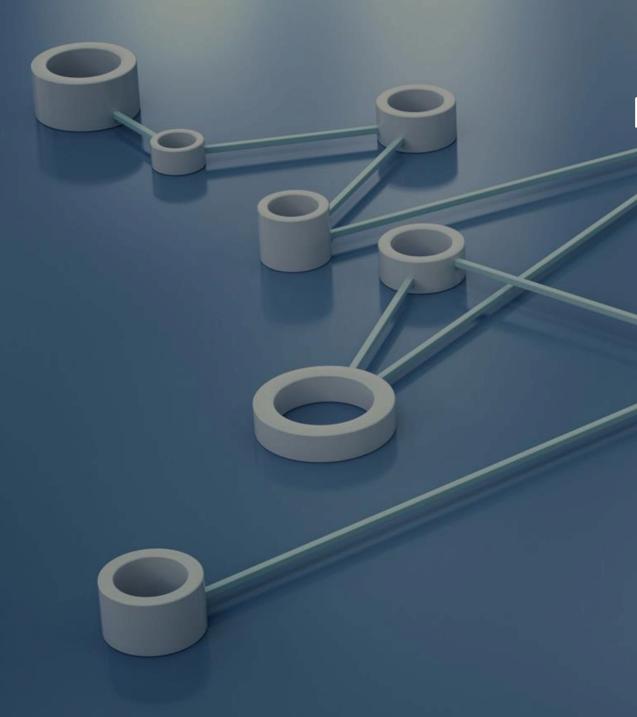




If You are a Small or Mid-Sized Company

Consider an all-in-one solution (like GoCo) – this will make your life, and the lives of your employees easier with everything in one place

Then, add on other tech as needed



MORE HR TECH TIPS

- Your best sources are your HR friends, colleagues and new connections
- Join Facebook Groups (Facebook is for business too!)
- Participate in Twitter chats (#HRSocialHour is amazing!)
- Spend time on the expo floor during SHRM, HR Tech and at other conferences and talk to vendors (or, do this virtually!)
- Use vendors themselves as learning experiences. Demos are free, and very helpful! (but take this with a grain of salt)

SSR

My #1 Recommendation (and it's FREE!

https://www.selectsoftwarereviews.com/talk-to-advisor

Input info on what you are looking for, talk with an actual human about your HR Tech issues, and get recommendations.

Select Software Reviews also has an excellent newsletter, and some of the best articles and videos in the space.

My #1 go-to for all things HR Tech!











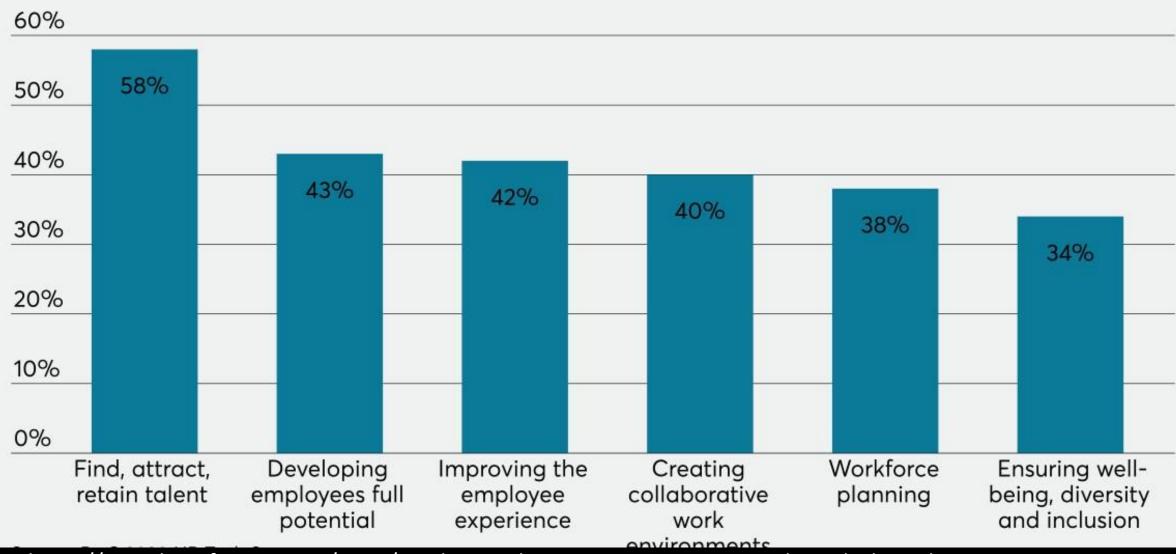


Why this evolution is so important for the future of HR



Technology Can Make Us More Human

The 6 issues driving HR technology decisions



https://www.benefitnews.com/news/employers-plan-greater-investments-in-hr-tech-through-2022

$$\sigma^{2} = \frac{1}{n} \sum (x_{1} - \bar{x})^{2} \qquad S_{x}^{2} = \frac{1}{n-1} \sum (x_{1} - \bar{x})^{2}$$

$$\bar{x} = \frac{1}{n} \sum (x_{1} - \bar{x})^{2} \qquad S_{x}^{2} = \frac{1}{n-1} \sum (x_{1} - \bar{x})^{2}$$

$$\bar{y} = A + bx \qquad \mu = P \qquad \nabla = \sqrt{np(1-p)} \qquad \mu = \sqrt{np(1-p)} \qquad \mu = \sqrt{np(1-p)} \qquad \chi = \sqrt{np(1-p)} \qquad$$

- ➤ 80% of U.S. small businesses now use HR software or plan to use it in the next one to two years.
- 6% of companies currently use AI for recruiting to a "high degree," while 24% responded that they would likely be using AI for recruitment to a high degree by 2023.
- A majority of recruiters (75%) use applicant tracking software to find potential employees, while 79% use social media.
- A majority of employers (97%) plan to increase their investments in recruiting technology.
- During the next few years, 60% of HR departments are expected to invest in predictive analysis, 53% in process automation, and 47% in artificial intelligence.

Source: Zippia.com

What's Now and Next?



HR-TECH MARKET MAP



Note: Infographic depicts selected companies within the HR-Tech landscape

HR Technology: 2022 And Beyond

White Collar

Hourly

Senior Leaders

Line Managers

Candidates

Contractors

External Network

Alumni





















Work Tech: Systems of Productivity













Build **Employee Portals**

Build Career and Mobility

Build Learning and Wellbeing

Build **Employee Journeys**

Build Surveys Feedback

Build **Employee Communications**

Build Candidate Experience

Employee Experience Systems and Applications

Talent Intelligence Data and Applications



Transactional Talent and HCM Applications

Senior Geographic **Business Partners**



Junior Geo Bus Partners



Talent Specialists (HR, recruiting, OD)



Wellbeing, safety, culture, engagement, recognition



HR Ops, Al and Bots, Intelligence



Analytics, Monitoring, Predictive, WF Planning



Comp. Ben. Rewards



HR Tech, App development







How The HR Tech Market Is Changing

Mobile and Al Powered SaaS & Talent Systems Al-Reinvented Licensed Cloud Workflow Al Enabled HCM Copilot HCM, LMS, ATS Integrated HCM **Designed for Mobile** Machine Learning Offerings For Learning, Licensed **Cloud Offering** Integrated into Desktop Recommendations Recruiting. HRBP **Extended Utility To User-Centric Systems** Smarter Interfaces Al-generated Integrated Talent Benefits All Users, Focus on of Engagement, Integrated With Teams Management Systems content Easy to implement Employee Experience And Desktop **Highly intelligent** search and "Prehire to Retire" focus Fast to integrate, Mobile, Teams, Slack, Skills engines, machine recommendation Features Talent functions built API integrations, Desktop integration Learning recommendations On competencies Rapid new features Employee Experience Layer Talent marketplace Radical new user interface Workday, Oracle HCM, PeopleSoft, Oracle, HiBob, ADP, iCims, Eightfold, Beamery, Systems New data SuccessFactors Namely, Darwinbox SAP, Taleo, Saba Phenom, SeekOut, Gloat architecture 2010 2023+ 2000s 2020 Today

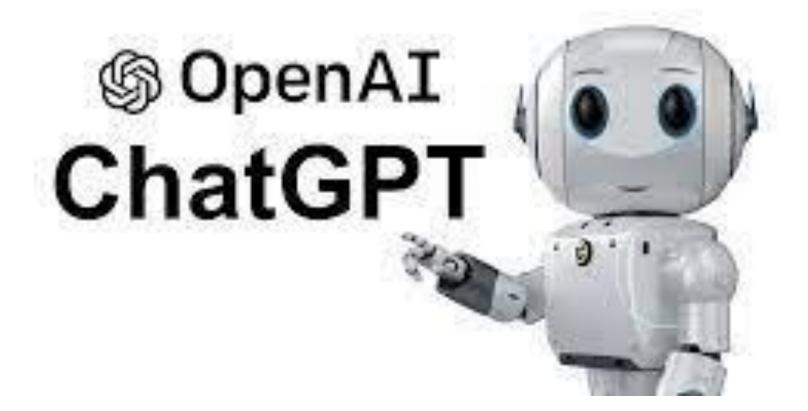
Josh Bersin – What's Hot

- Talent Marketplace (Phenom, Eightfold, ServiceNow)
- Capability Academies/Mastery Platforms (Sana Labs, LearnIn-Degreed)
- Employee Experience Platforms (Microsoft Viva, ServiceNow)
- Mid-Market Talent Suites (Lattice, 15Five, CultureAmp)
- Employee Listening (Glint, Visier, Perceptyx)
- Wellbeing and Rewards (Lifeworks, Fond, Alight)
- Coaching and Leadership (Eightfold, Beamery, Seekout)
- Pay Equity Tools (Syndio, Payscale, Salary.com)

Josh Bersin – New Market Categories

- Employee Experience Platforms (EE listening, onboarding, custom career development – ServiceNow, Microsoft Viva)
- Talent Intelligence Platforms AI platforms that help with sourcing, internal matching, succession, assessment solutions, job & skill design – all data driven solutions (Eightfold, Seekout, Phenom, iCims)
- Talent Marketplace/Career Pathways A subset of TIPs that focus on career management, internal mobility, etc.)
- Lifecycle Employee Listening (Betterup/Motive, Visier/Yva.ai, Perceptyx/Cultivate)
- Capability Academies Browse content, find experts, take a course, get an assignment and LEARN
- Talent Acquisition Reimagining of the TA suite (Lattice, WorkTango)
- Contract Worker Management integrating gig workers into HR systems
- Conversational AI More below
- Workspace Management the rise of hybrid needs tech for seating management
- Metaverse/Web 3.0 Josh Bersin says no, but we'll see!

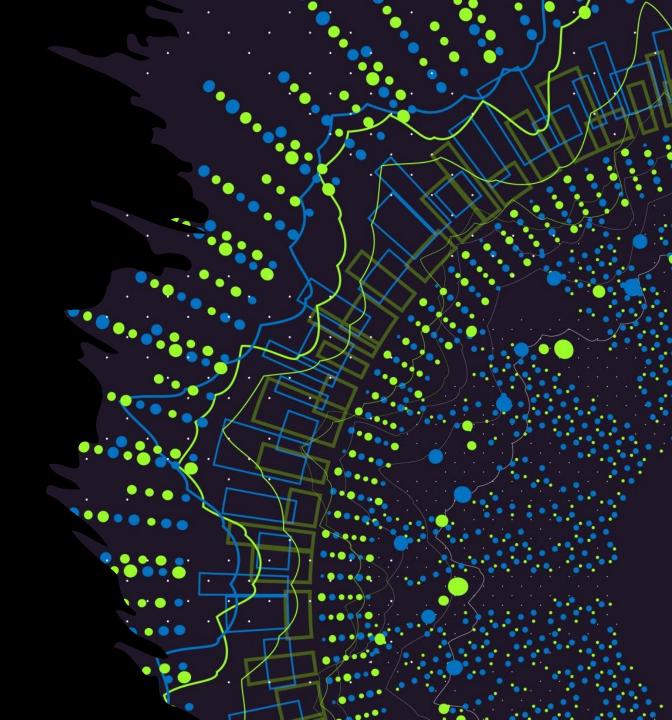




Generative AI is a subset of AI models that can create new content. They have a wide variety of applications, from composing music to generating text to creating visual art. Generative AI models learn patterns in the data they are trained on and can then generate new data that is similar in structure but not identical to the training data. Examples include Generative Adversarial Networks (GANs), used often in the creation of realistic images, and transformer models used in natural language processing.

Large Language Models like GPT-3 and GPT-4 (ChatGPT) are a specific type of generative AI that focuses on generating text. These models are trained on a diverse range of internet text, but they do not know specifics about which documents were in their training set or have access to any proprietary databases, classified information, or personal data unless it has been shared with the model during the current conversation. They generate responses to text inputs by predicting what comes next in a piece of text, based on the patterns they learned during training.

So, the difference between generative AI and large language models can be summarized as follows: generative AI is a broader category of AI models that includes any model capable of generating new content, while large language models are a specific type of generative AI focused on generating text. All large language models are generative AIs, but not all generative AIs are large language models. Some generative AIs might be designed to generate images, music, or other types of content rather than text.



Generative Al Use Cases, by Josh Bersin



CREATE CONTENT FOR JDS, COMPETENCY GUIDES, LEARNING OUTLINES, ONBOARDING AND TRANSITION TOOLS



CREATE SKILLS MODELS, EXPERIENCE MODELS, AND CANDIDATE PROFILES FOR RECRUITING



ANALYZE AND IMPROVE PAY, SALARY BENCHMARKS AND REWARDS



PERFORMANCE MANAGEMENT AND FEEDBACK



COACHING AND LEADERSHIP DEVELOPMENT



INDIVIDUAL COACHING, MENTAL HEALTH, WELLBEING



HR SELF-SERVICE AND KNOWLEDGE MANAGEMENT

Remember, Generative Al is a TOOL

- It does not always get it right
- It can be biased
- It needs to learn prompts are incredibly important
- ChatGPT was programmed in October 2021 (as of June 6, 2023), so if you are looking for it to help you with something more recent, use the Bing plug-in
- Chat GPT now has an open API (application programming interface), so some of your tech may be able to work with ChatGPT
- ChatGPT is not the only AI tool there are thousands. Follow @hasantoxr, @moritzkremb, @aisolopreneur, @AngryTomtweets, @heykahn, @sethjkramer, @KatrinaKibben
- Overwhelmed? Me too. Don't worry! Learning something new is always intimidating. But this is important for all of us to learn – it is already changing how we work

There's Good Al

10:50 ■ Messages



In exchange for your skills and enthusiasm, you will get a competitive salary plus commission, an auto allowance, and career advancement opportunities. The real benefit will be the satisfaction of seeing your hard work bring in amazing results that have a real and tangible impact on your customers. Ready to test the plumbing and heating waters? Send us your resume and let's chat!

We are a family and community first company, and our benefits and opportunities prove it! As a fulltime team member, you will have access to health benefits for yourself and your family, wellness discounts, team member assistance programs, team member discounts, 401k with a company match, financial protection (HSA, FSA, life insurance, etc.) Paid time off as requested as well as company holidays. Community involvement opportunities such as TGG Cares and more!

Join a community of great people and learn from their exemplary service, high integrity, entrepreneurial style, and professionalism. We are a company with unwavering values, deep history and a powerful drive to support our team and serve our customers.

Areas served: Dover, Rochester, Exeter, Epping, Farmington, Alton, Epping, Wolfeboro, Ossipee, Freedom, Wakefield, Milton - ability to travel is a must!

We are an equal opportunity employer and welcome all qualified applicants regardless of race, ethnicity, gender, sexual orientation, gender identity, national origin, age, disability, or any other legally protected status.

START YOUR APPLICATION

Not Secure — thegranitegroup.hrmdirect.com

10:50 ◀ Messages



Careers At Granite Group Wholesalers LLC

Current job opportunities are posted here as they become available.

Back To Openings

Outside Sales Representative

Department: CS - Outside Sales

Location: , NH
Area of Interest: Sales

START YOUR APPLICATION

Are you ready to take on the wild and wonderful world of plumbing and heating sales?

Do you love meeting people, promoting great products and have a knack for solving problems and closing deals? If so, we have the job for you!

The Granite Group is looking for an experienced outside sales representative to join our sales team and serve our customers in the New Hampshire seacoast and lake Winnipesaukee regions (could you ask for a more beautiful work environment?). You'll have the flexibility to make your own schedule and work on the road, plus the benefit of 20 days of paid time off a year!

Not Secure — the granite group. hrmdirect.com

And, then there's bad AI!







- Phenom is an Al-Powered platform to hire faster, develop better, and retain longer
- The Phenom Intelligent Talent Experience platform connects your people, data, and interactions to deliver amazing experiences throughout the journey using intelligence and automation
- Just launched X+ leverages AI models including Natural Language Understanding, DeepLearning, Large Language Modeling (like GPT), Specialized Model, and Contextual Model – and 18 platform intelligence and automation innovations



- Pyn helps companies stay connected and calm through timely and hyper-relevant tips, communications and resources
- Employee Journey Mapping coming soon!



beautiful.ai



• https://wellfound.com/startups/industry/artificial-intelligence

It's all about the People (Employee) Experience!





















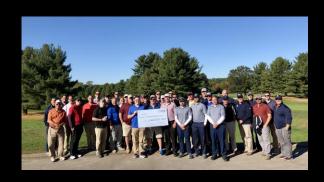












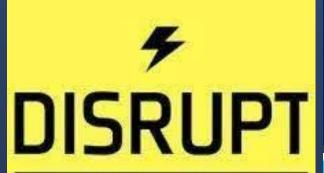


TROOP_{HR}

HRGirlfriends™



SSR



THE REBELLIOUS FUTURE OF HR

knoetic CPOHQ

ALL ACADEMY TO INNOVATE HR





Redefining HR

This book has the potential to transform the future of HR. Lars Schmidt is a beacon of light, and his bold vision may well elevate a longmarginalized field into the force for good that it deserves to be."

Adden Grand, New York Times becausing eacher of THERE AGAIN and ORIGINALS, and host of the TED podular WorkLife















2.) BE AGILE & ADAPTABLE



4.) CREATE PRACTICAL



EXCERPTS FROM THE 5 IMPERATIVES FOR SUCCESSFUL HR PROFESSIONALS:





https://resources.careerbuilder.com/recruiting-solutions/best-hr-technology https://www.hrtechnologist.com/articles/digital-transformation/hr-tech-tools-and-technologies/ https://www.managementstudyguide.com/human-resource-information-system.htm https://blog.techmagic.co/top-10-human-resource-technology-trends/ https://joshbersin.com/2023/03/the-role-of-generative-ai-and-large-language-models-inhr/https://www.hrtechnologist.com/articles/ai-in-hr/top-hr-tech-trends-2020/ https://blog.clearcompany.com/clearcompany-guide-hr-tech-terms https://lhra.io/ https://lhra.io/blog/20-hr-technology-acquisitions-mergers-2019/ https://hrexecutive.com/dissecting-the-employer-disconnect-in-hr-tech/?oly_enc_id=7011B1689690J1R https://joshbersin.com/big-reset-2020/ https://www.selectsoftwarereviews.com/ https://www.myshortlister.com/ https://hilasolutions.com/about-us/ https://www.selectsoftwarereviews.com/blog/hr-tech-pricing-ebook https://joshbersin.com/2023/03/the-role-of-generative-ai-and-large-language-models-in-hr/ https://www.zenefits.com/workest/10-ways-tech-can-be-used-for-good-in-human-resources/ https://joshbersin.com/2023/06/the-next-generation-of-hr-software-has-arrived-finally/ https://www.selectsoftwarereviews.com/blog/types-of-hr-software https://www.youtube.com/watch?v=D7 30VZxfaQ (Josh Bersin – HR Tech, What's Hot and Not in 2023) https://www.youtube.com/watch?v=qbheWL4SHbU (Josh Bersin – The HR Tech Market is Going Crazy in 2023!) https://www.youtube.com/watch?v=gJYFRHgAs8Y (AIHR) https://flowofwork.co/blog/ai-will-impact-jobs-but-not-mine https://workweek.com/brand/i-hate-it-here/ https://joshbersin.com/2023/03/the-role-of-generative-ai-and-large-language-models-in-hr/ https://www.goco.io/blog/critical-hr-statistics/ https://userguiding.com/blog/hr-statistics-trends/ https://writings.stephenwolfram.com/2023/02/what-is-chatgpt-doing-and-why-does-it-work/





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