The Judgment Moat

Why 6 skill files beat 1,000 specialists. How encoded judgment is replacing vertical AI wrappers.

6
SKILL FILES

2
PERSON FIRM

<1h
40-PAGE REDLINE

Wrappers Are a Losing Bet

Every industry has its AI wrappers. Legal has Harvey. Finance has Kensho. Sales has Gong. They all run on the same foundation models. The templates they sell are the same ones every firm already has.

AI WRAPPERS	ENCODED JUDGMENT
Same model as everyone	**Same model as everyone**
Industry standard templates	**Your unique process**
UI and branding only	**Individual expertise**
No moat (model commoditizes)	**Years of encoded judgment**

The gap is not the model. The gap is not the interface. The gap is whose judgment is encoded in the instructions.

2-Person Firm vs. Big Law

A lawyer built 6 skill files encoding his judgment into Claude. His 2-person firm now routinely outworks firms with 1,000+ lawyers.

01
Contract Review
4 modes. Severity ratings. Market-term benchmarking.

02
Tracked Changes
XML-level Word edits. Opposing counsel never knows.

03
Self-Review Loop
Catches hallucinated citations before they ship.

04
Legal Research
Parallel angles. Simultaneously. Not sequentially.

05
Client Comms
Drafts matching his tone per client relationship.

06
Policy Writing
Jurisdiction-specific requirements baked in.

RESULT 01

40-Page Redline in Under 1 Hour
30 minutes of that was thinking. Not typing.

RESULT 02

Night-Before Acquisition Saved
Found 2 contradictions in buyer's own disclosures. Deal closed next morning.

RESULT 03

48-Hour Breach Demand Neutralized
2 of 4 claimed breaches referenced obligations modified by counterparty's own side letter.

Build Your Judgment Moat

This applies to every industry. Legal, finance, operations, revenue. The pattern is always the same.

1 **Audit Your Expert Judgment**
What does your best person know that no template captures? That is the raw material.

2 **Encode It Into Skill Files**
Plain text. Markdown. Instructions that make a general-purpose AI think like your best operator.

3 **Add a Self-Review Loop**
Every output gets verified. Catch hallucinations before they leave the building.

4 **Deploy Across Your Team**
Install on every team member. Day-one consistency at your highest standard.

Want This Built For Your Operation?

I build encoded judgment systems for B2B companies. Not wrappers. Not dashboards. Systems that run autonomously.

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