

The AI Operator *Starter Kit.*

How to start running a business with an AI workforce in seven days.

What an *AI Operator* is.

An AI Operator is a person who runs a business using an AI workforce instead of, or alongside, a human team. The Operator sets the goals and the strategy. The workforce executes against them. Decisions still belong to the Operator. Production belongs to the agents.

The workforce is not one chatbot. It is a stack of specialised agents arranged in roles, with a Chief of Staff coordinating them, an operations container that gives them shared state, and a small number of human review gates for the decisions you do not want to delegate.

The shift from founder to Operator happens when the daily question changes. Instead of asking what work you should do next, you ask what outcome you want by Friday. The AI workforce takes the outcome and produces the work. You spend the rest of the week reviewing, deciding, and selling.

The Operator pattern works best for solo founders, lean teams, and operators who already feel like the bottleneck on their own business. It does not replace human judgment. It replaces the long tail of execution that used to need a person to type it.

What AI Operators *do*.

The day to day work of an AI Operator looks more like running a small agency than writing software. You manage roles, review output, approve decisions, and keep the goal in front of every agent. The agents handle the typing, the research, the drafting, the scheduling, and the reporting.

Most Operators run a morning loop and an afternoon loop. The morning loop is a briefing: what shipped overnight, what needs a decision, what is blocked. The afternoon loop is approvals: messages that go out, content that gets published, leads that get worked. Between the two loops the Operator does the things only a person can do, like selling, hiring, and product decisions.

A typical operating day looks like this:

- i.* **Morning briefing.** Twenty minutes. Read the overnight digest, clear blockers, set the day's priorities.
- ii.* **Approvals window.** One hour. Review what the agents drafted, approve, edit, or send back with notes.
- iii.* **Deep work block.** Two to three hours of selling, building, or hiring. No agent interruptions.
- iv.* **End of day sync.** Fifteen minutes. Confirm what shipped, log decisions, close the loop with the workforce.

The four *layers*.

Every working Operator stack has four layers. The layers stack from strategy at the top to execution at the bottom. Each layer has a clear owner, a clear input, and a clear output.

Decision authority*i.*

What you do not delegate. Hiring, pricing, product, partnerships.

Chief of Staff*ii.*

One agent. Routes work, drafts the briefing, owns the calendar.

Operations container*iii.*

Shared memory, project board, audit log. The substrate.

Specialist agencies*iv.*

Outbound, content, support, finance. The execution surface.

When all four layers exist the workforce runs without you in every loop. When one is missing the Operator becomes the missing layer. The most common gap is the operations container. Most teams have agents and a Chief of Staff but no shared memory underneath them.

Start in *seven days*.

- Day 1.* **Write the goal.** One sentence. What outcome do you want by next Friday.
- Day 2.* **Pick the workforce.** Choose three agent roles. Outbound, content, and operations is a good first three.
- Day 3.* **Install the operations container.** Shared project board, shared memory, shared brand book. Free tools are fine.
- Day 4.* **Wire the Chief of Staff.** One agent that reads the goal and drafts the briefing. Use Claude or any frontier model.
- Day 5.* **Run a dry loop.** Tell the workforce to plan a week. Read the plan. Edit it. Send it back. Do not ship yet.
- Day 6.* **Ship something small.** One real piece of output. A first sales email. A first newsletter. A first weekly report.
- Day 7.* **Review and adjust.** What worked. What stalled. What needs a person. Lock those into the operating rhythm.

Common pitfalls.

- i.* Skipping the operations container. The workforce forgets everything between sessions.
- ii.* Hiring too many agents at once. Three roles done well beats nine roles half-built.
- iii.* Removing the review gate before the workforce has earned it. Decisions belong to the Operator.

FREE UPGRADE

Install Foundation OS in twenty minutes.

The Chief of Staff and the operations container, free.
atriumagency.io/free-foundation