

A WORKING MORNING FOR INDIANA DISTRICT LEADERS

Practical AI for School Leaders

Thursday, July 16, 2026 | 9:00 to 11:30 AM
New Albany, Indiana
Presented by Dr. Steve Troyer, Willow Run Group

HOSTED WITH

 WRG



SLIDE 1 OF 27

I sat where you sit

- Five years as an Indiana superintendent
- About 2,500 students, 450 employees, a 32 million dollar budget
- 22 years in public education, 15 in administration and leadership

I am not here as a vendor. I am here as someone who ran the board packet, the parent letter, and the policy review, on the same week, every month.

SLIDE 2 OF 27

Start with your actual week

- Board packets that take a full day to turn into something a board can read
- Three versions of the same message for parents, staff, and the public
- A policy that needs to be checked against new state guidance
- A budget story someone has to write in plain English

None of this is the future. It is Tuesday.

SLIDE 3 OF 27

Half

of working adults now use AI on the job.
13% use it every day. 28% use it every week or more.

GALLUP, FEBRUARY 2026, SURVEY OF 23,717 U.S. EMPLOYEES

This is not a pilot anymore. It is already on your staff's screens.

SLIDE 4 OF 27

The smarter-search-box habit

- Type a question, get an answer, copy it, paste it, fix it by hand
- One prompt at a time, no memory of last week
- Every task starts from a blank box
- The one good result lives in a chat nobody can find again

Useful. Also the shallow end.

SLIDE 5 OF 27

This is not wrong. It is the first ten percent.

The tool can run a whole job. Most of us are still using it to answer one question at a time.

SLIDE 6 OF 27

Half

of working adults use AI at work.

About 1 in 10

say it changed how the work actually gets done.

GALLUP, FEBRUARY 2026, SURVEY OF 23,717 U.S. EMPLOYEES

That gap is the whole opportunity.

7

SLIDE 7 OF 27

Missing piece one: give it your world

Stop retyping your district into a chat box every single time

Hand it the real documents: the board packet, the policy manual, the budget file, last year's letters

It answers from your actual context, not the internet's average guess

The more it holds, the less you re-explain

8

SLIDE 8 OF 27

Missing piece two: hand over the whole job

CHAT ERA

You ask a question

It answers once

You do the middle steps yourself

A smarter search box

AGENTIC ERA

You hand over a goal

It plans the steps

It works across your actual files

It hands back finished work

9

SLIDE 9 OF 27

Missing piece three: do it once, keep it forever

- The first time, you walk it through how your district does a board memo
- You save that as a skill, a saved set of instructions
- Next month it already knows your format, your voice, your rules
- Your team runs the same job to the same standard without you in the room

A clever answer disappears. A saved play compounds.

SLIDE 10 OF 27

The number one job people give these agents is office work.

33.4%

of real agent sessions were business operations: reports, reconciliations, checklists, onboarding docs

Coding was 8.7%.

ANTHROPIC, SAMPLE OF 1.2 MILLION CLAUDE COWORK SESSIONS, MAY 2026

SLIDE 11 OF 27

What actually shipped, January to July 2026

- JAN 2026 Claude Cowork, an agent that works inside your files
- MAY 2026 Google's Gemini Spark, an agent that keeps working while you are away
- JUN 2026 NotebookLM rebuilt, and agent pricing drops to commodity levels
- JUL 9, 2026 ChatGPT Work, OpenAI's own agent, inside the ChatGPT app
- JUL 2026 Cowork reaches web and mobile

A guide written in February is already out of date.

SLIDE 12 OF 27

Four names you will keep hearing

TOOL	WHAT IT IS GOOD AT	WHEN IT FITS
Claude	Works on your files directly, careful with instructions	Documents, memos, policy, careful drafting
ChatGPT	Broadest reach, connects to the most apps	Research, connected apps, quick everyday tasks
Google Gemini	Lives inside Google Workspace	If your district runs on Google
NotebookLM	Reasons only over sources you give it	Grounded research on your own documents

No wrong pick. Start with what your district already pays for.

13

SLIDE 13 OF 27

NotebookLM, the most underrated tool for a school leader

- Feed it your board docs, policies, and state guidance. It answers only from those.
- It will not wander off and invent things, because it is fenced to your sources
- Every answer points back to the exact page it came from
- It turns a stack of documents into an audio overview you can play in the car
- Free to start

14

SLIDE 14 OF 27

Two agents, both doing real work in this room

CLAUDE COWORK

- Point it at a folder on your computer
- It reads, writes, and organizes your files directly

DEMOS A AND C

CHATGPT WORK

- Launched July 9, 2026
- Connects to your apps, works for a stretch, hands back finished documents

DEMO B

15

SLIDE 15 OF 27

The barrier was never the budget

- Claude Pro at 20 dollars a month includes the Cowork agent
- ChatGPT Plus at 20 dollars a month gets you into Work
- One seat is enough to learn on before any district-wide purchase

PRICES VERIFIED JULY 2026

The real barrier is fluency, not money.

16

SLIDE 16 OF 27

Districts with no AI guidelines, in one year:

43%

DOWN TO

21%

RAND / CENTER FOR DEMOCRACY AND TECHNOLOGY, SURVEY OF 600+ K-12 TECH LEADERS, 2025 TO 2026

Nearly eight in ten districts now have something on paper.

17

SLIDE 17 OF 27

Fast personal use, governance a step behind

97%

of school leaders have personally tried AI

SCHOOLCEO / APPTGEY, NOVEMBER 2025

69%

still have no formal AI policy

SCHOOLCEO / APPTGEY, NOVEMBER 2025

Normal, and fixable. The leaders who close it on purpose get capacity back first.

18

SLIDE 18 OF 27

The money to build this is already in your budget

- Title II-A professional development, flat at 2.2 billion, reaches about 95% of districts
- As of April 2026, the federal rule favors applications that build AI literacy
- The catch: it has to be real, ongoing PD, not a one-off workshop
- So the move is capacity in your people, not a demo day

FEDERAL PD FUNDING, K-12 DIVE AND EDWEEK, 2026

19

SLIDE 19 OF 27

PRACTICAL AI FOR SCHOOL LEADERS

Watch three jobs get done.

The goal is never a clever answer.
The goal is a job done, and then saved, so you never start from scratch again.

A week becomes the board update

One water main, every audience

Bargaining prep before the window

SLIDE 20 OF 27

LIVE DEMO

CLAUDE COWORK

DEMO A

A week becomes the board update

THE SETUP

- A superintendent's ordinary week: a calendar export, two voice memos, a page of rough notes
- Her board-adopted goals sit in the project

WATCH FOR

- It maps the week to her evaluation domains, unprompted
- The goal tags stay quiet. Evidence, not bragging
- It gets saved AND scheduled: every Friday at 2, drafted before she asks

SLIDE 21 OF 27

LIVE DEMO

CHATGPT WORK

DEMO B

One water main, every audience

THE SETUP

- A broken water main closes an elementary for two days
- In: a messy situation brief and one voice memo from the drive in

WATCH FOR

- The board heads-up goes out first, a protocol it found in the guide on its own
- Four audiences, one district voice, nothing re-explained
- The Spanish version lands at the same moment as the English

SLIDE 22 OF 27

FINISHED WORK

THE PACKET

DEMO C

Bargaining prep, done before the window opens

THE SETUP

- In: both contracts, three peer districts, a grievance log, the district's real numbers
- Run against Indiana's actual IEERB rules and IC 20-29

WATCH FOR

- An article flagged as void under state law that three renewal cycles missed
- Every scenario priced against the deficit-financing ceiling
- Evidence, not strategy. People decide

SLIDE 23 OF 27

The plain read

WORTH USING NOW

- Board memos and packet summaries
- Parent, staff, and public communications
- Budget narratives in plain English
- Policy and guidance comparison

LEAVE ALONE FOR NOW

- Anything final that skips a human review
- Anything with student names or private data in the prompt
- High-stakes decisions dressed up as automation

24

SLIDE 24 OF 27

The lines that do not move

- Never paste student names, records, or protected data into a public tool
- Indiana guidance is explicit: keep personally identifiable information out
- Verify every number and every quote against the source before it goes out
- A human reads and owns every decision that reaches a family or a board
- Be transparent that you used it. It is a tool, not a secret

25

SLIDE 25 OF 27

PRACTICAL AI FOR SCHOOL LEADERS

Your turn

What are you actually wrestling with?

SLIDE 26 OF 27

THANK YOU

Take this with you

IN YOUR PACKET

- A plain-language resource guide
- Three one-pagers: Willow Run Group, EdLeaderAI, FundView

WHAT WORKING TOGETHER LOOKS LIKE

We map the work you already do, then build the saved plays around it. No new pile.

Dr. Steve Troyer | Willow Run Group

Scan the card on the table to follow up

Thank you, and thank you to Josh and Red 7



SLIDE 27 OF 27

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Page 9 of 9