

Justin Fowler.

PODCAST GUEST ONE-PAGER

• 2026 SEASON

Practitioner. Director of RevOps at Clearspeed. Builds production agentic systems on the side. Best on shows where the host actually reads code.

THREE ANGLES I CAN CARRY AN EPISODE ON

1. RevOps in the age of agents. *The job is changing under us — what stays human, what doesn't, what tooling actually moves the needle, what's vendor theater. Concrete: 70% data-entry reduction, 50% report-time reduction, what that looked like in implementation.*

2. Local-first AI for operators. *Most "AI strategy" is renting cloud tokens for problems that don't need frontier reasoning. A Mac Studio M3 Ultra runs my agent workforce. When cloud is right. When it's not. The economics.*

3. The 90-day kill-or-scale gate. *How my co-founder and I run a live SaaS as a bounded experiment. Pre-committed exit conditions. What it does to your decision-making when you can't pretend the data isn't telling you to stop.*

SAMPLE QUESTIONS TO ASK ME

- What does "production AI" actually mean for a RevOps team? Where does it break?
- You run agents on local hardware. When is that the right choice and when is it cope?
- How do you tell the difference between a real AI capability and slideware?
- What does Salesforce look like five years from now if agents are real?
- You explicitly call yourself a practitioner, not a thought leader. Why does that matter?
- Walk me through your two-model architecture pattern.
- What's a thing you tried that completely failed?

WHAT MAKES FOR A GOOD EPISODE WITH ME

✓ Yes

Hosts who run ops or write code. 45-60 min long-form. Operator audiences (RevOps, founders, B2B SaaS, AI builders). Specific topical episodes.

✗ Skip

"Trends" shows. Vendor-sponsored episodes where the angle is the sponsor. Generic AI-futurism. Anything pitched as personal-brand content.

LOGISTICS

- **Recording setup:** Shure SM7B, Riverside / Zencast / Squadcast all fine. Quiet office. No video issues.
- **Time zone:** Central (Chicago). Mornings preferred; evenings workable.

- **Lead time:** 2-3 weeks for prep notes; 1 week for "I read the show, let's just go."
- **Cross-promotion:** Will post the episode on LinkedIn + newsletter. Audience: 2K-10K LinkedIn, growing newsletter.