

PERSONAL ESSAY

# What Happened When I Showed AI Everything About Me

*Eleven personality assessments. Eighteen years of work history.  
One honest question about why I kept getting in my own way.*

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The answer it gives will surprise you.

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## What I Did

I sat down and fed an AI everything I had. My work history, the real one, not the resume version. Eighteen years of it: the overnight IT shifts at age 23, running a 30-person help desk team by 26, holding the line on AmLaw 100 escalations through my late twenties, then case-managing high net worth life insurance files for the last five years. Wins and embarrassments included. I also fed it eleven personality tests: MBTI, DISC, Enneagram, Big Five, Working Genius, VIA character strengths, Four Tendencies, HIGH5, numerology, my natal chart, even my love language. Then I fed it the honest version of where I was stuck: licensed for eleven years, technically capable, and inconsistent. Avoiding outreach. Drifting into coaching other people instead of prospecting myself. Quietly wondering if I was even a real professional in this business.

What came back was not generic advice and it was not a pep talk. It was a diagnosis. Three separate assessments confirming the exact same follow-through gap. A daily operating schedule built around how my actual brain works, not how somebody else's morning routine looks on Instagram. A script library written in a voice that actually sounded like me. And a clean explanation, in plain language, of why my specific failure modes kept happening.

I have been in operations for eighteen years. I have written SOPs that ran teams to 98 percent quality scores. I have never had an SOP written for me. That is what I got.

## What AI Can Actually Diagnose, and How

Be clear about what AI is and is not. It is not magic. It is pattern recognition at scale. It cross-references decades of personality science (Gretchen Rubin's Four Tendencies, the VIA Institute's character strengths research, Patrick Lencioni's Working Genius framework, James Clear's identity-based habit work, the MIT Sloan research on dormant ties) against an individual's specific data. The more specific the data, the more specific the output. Generic prompts get generic answers. A complete profile, real career arc, multiple validated assessments, honest self-disclosure, gets a system built around one person.

In one session, AI named four things for me that no coach had ever named in eleven years.

One: my follow-through gap was not a discipline issue. Three separate tests said the same thing in different vocabulary. Working Genius called it Tenacity frustration. VIA ranked Perseverance dead last at #24. Big Five scored my Orderliness at 11 out of 120. The pattern was undeniable once you saw all three on the same page. The fix was not more willpower. The fix was structural: micro-sprints instead of marathons, external accountability instead of internal goals.

Two: the reason calling old contacts felt shameful was a documented cognitive bias, not a truth about the relationship. Liu's 2022 study with over 6,000 participants showed that people consistently and dramatically underestimate how much a reach-out is appreciated. The fear that "they will think it is weird" is wrong, every time, in every study.

Three: the gap between my IT identity and my financial services identity had never been explicitly named. I had been carrying it around without language for it. The moment it had a name, it stopped running my behavior in the background.

Four: there was a stack of mentors whose frameworks mapped almost perfectly onto my specific wiring. Ziglar for the mission layer. Robbins for the state work. Tracy for discipline. Clear for identity-based habits. Specific chapters to read first. Not a vague "you should read more." A reading order.

## **What You Need to Provide**

The prompts matter less than the openness. What you bring to the conversation is the entire input.

You bring your actual work history. Not the resume. The version with what you were good at, what drained you, where you kept failing, the bosses who saw you and the ones who did not.

You bring your personality assessments. At minimum, MBTI, DISC, and one strengths assessment. The more the better. Each one adds a layer the others miss. Free versions exist for almost all of them. 16Personalities for MBTI, Crystal Knows for DISC, VIA Institute for character strengths, Truity for Enneagram, BigFive-test.com for the OCEAN traits.

You bring the honest version of where you are stuck. Not "I want to grow my business." The real version: "I keep avoiding outreach and I do not know why." The more specific the stuck, the more surgical the answer.

You bring permission to be diagnosed. AI will find patterns you have been avoiding for years. That is the point. If you want comfort, talk to a friend. If you want clarity, this is the tool.

## **What Comes Back**

Not motivation. Not a pep talk. A system.

A daily operating schedule built around your actual energy patterns, not a generic 5 AM routine. A script library written in your voice, not a sales-bro voice. A clear explanation of why your specific failure modes keep recurring and what the structural fix is. A mentor stack: existing

books and frameworks that match your exact wiring, with specific chapters to read first.

The difference between generic coaching advice and what AI produces from a complete profile is the difference between a prescription and a pamphlet. A pamphlet tells you twenty things to do. A prescription tells you the three things to do because of who you specifically are.

## **The Honest Note**

This is not about replacing coaches, mentors, or sponsors. A sponsor still runs three-way calls. A coach still holds you accountable in real time. A mentor still has twenty years of field experience you need to borrow. AI gives you something different. A mirror that does not get tired, does not have its own agenda, can cross-reference more research than any one person has read, and will tell you the truth about yourself if you give it enough information to work with.

Use both. The AI gives you the system. The humans help you run it.

If you want to try this, start with one question: "Based on everything I am about to tell you about myself, what is the real reason I am not getting consistent results?" Then tell it everything. Your career, your tests, your stuck. Hold nothing back.

The answer it gives will surprise you.

If you want to talk through what came back for me, reach out. I am happy to walk you through it.

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