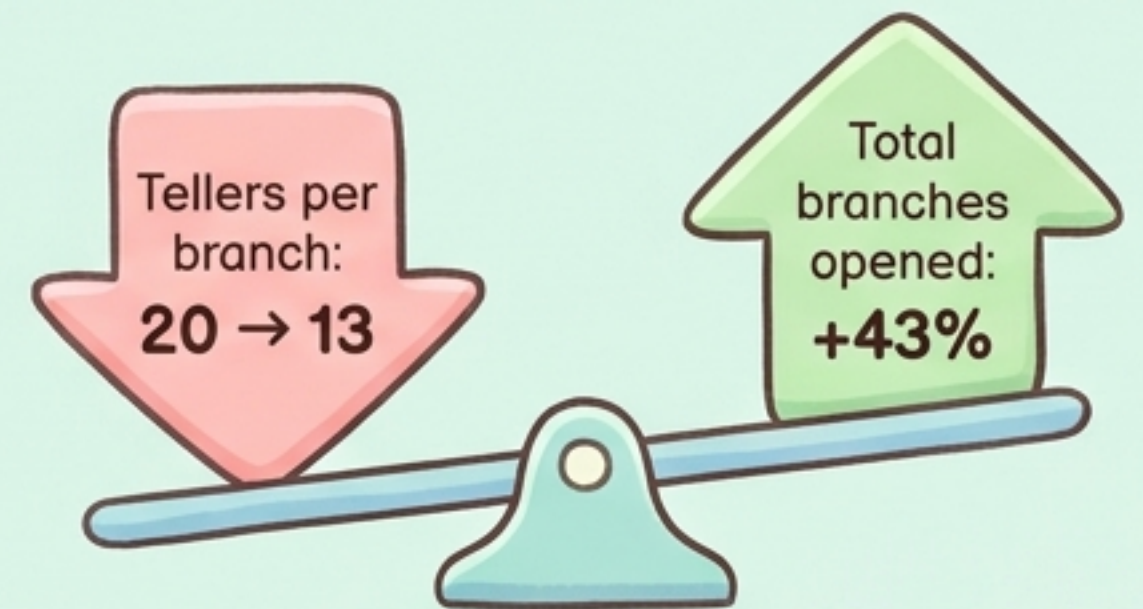


The Illusion of Replacement



ATMs didn't kill bank tellers.
The job simply transformed
from cash handler to
relationship manager.



**Total Teller
Employment Rose.**

The Efficiency Boom



Reality

Spreadsheets didn't kill accountants.

VisiCalc reduced modeling from 20 hours to 15 minutes, which created 600,000 new accounting jobs.

Are we there with AI yet?

Only 27%
Enterprise Deployment

Computer-use parity:
AI (72.7%) $\approx$ Human (72.4%)

The tech exists in pilots, not in scale production. If you are panicking this year, exhale.

The Great Inversion

2026: Human decides
→ Human executes

2030: AI executes digital work
→ Human does physical work

2035:
The Great Inversion

Core Insight

AI decides and executes all digital work. AI hires humans for physical tasks.

AI Cost:
\$2,950/mo → \$4/mo

Digital Workers:
6.8M today →
720 Billion by 2035

The Canary:
Junior dev job
postings down 67%



[The Premium Good]



When AI commoditizes information work, human presence and craftsmanship become the ultimate luxury.

Artisan
Craft

Therapy
&
Empathy

Physical
Presence

Patek Philippe didn't die when quartz watches arrived.
"Completed by human hands" became the value proposition itself.

1 Person + 10 Agents = A Company

The highest-leverage position this decade is the **Orchestrator** who decomposes problems and directs AI teams.

The Orchestrator's Playbook

1. **Decompose:** Break messy problems into clear sub-tasks. Don't just prompt; architect.
2. **Parallelize:** Run 5-10 specialized agents simultaneously.
3. **Ship Ugly:** Use AI to make the cost of trying near zero.

Already Happening:
36.3% of new startups
are now solo-founded.