



INTELLIGENCE BY INTENT

SPEAKING OVERVIEW

Moving your firm from AI hype to AI actually hired. Practical keynotes and workshops that help lawyers use Generative AI in the real work, with guardrails that partners can live with.

For law firms, bar associations, and in house legal teams.

Speaker

Stephen Smith

Founder, Intelligence by Intent

Stephen Smith helps law firms, bar associations, and corporate legal departments move beyond AI theory and into practical, safe adoption. His programs focus on the work lawyers do every day, with guardrails that partners can trust.



AI that actually ships inside the firm. Not a futurist guessing about 2030 but a practitioner building workflows for 2025: research memos, discovery, client emails, draft motions, intake checklists, and the review steps wrapped around them.

Keynotes, leadership sessions, and lab days. This overview gives you a clear picture of what Stephen delivers in the room, who it is for, and what actually changes after the session is over.

Program highlights:

- CLE friendly formats
- Live legal workflows
- Risk first, then rollout

Who I Am

I am Stephen Smith, founder of Intelligence by Intent. I spend my days with law firms, bar associations, and corporate legal teams that are under pressure to do something with AI but need to do it in a way that is safe, practical, and aligned with the way real matters move through the firm.

I am not a futurist trying to predict what happens in ten years. I am a practitioner focused on the next eighteen months. That means research memos, discovery, client communications, draft motions, intake checklists, partner review steps, and the systems that tie all of those together.

Most AI talks sound impressive for an hour, then disappear into a shared drive and never change the way anyone works. My goal is the opposite. If a session does not create real behavior change, it was entertainment, not training.

What I Help Audiences Do

Legal organizations run into the same problems again and again with AI. The work we do together is built to fix those in a way that sticks.

The problems: where most firms get stuck

- Leadership is being told to do something with AI but no one is giving them a safe, concrete starting point.
- Lawyers are curious but nervous. They hear about hallucinations, confidentiality issues, and bar rules and do not want to be the test case.
- People are exhausted by decks that talk about disruption and never show what the tools do with a messy, real example.

The change: what is different after the session

- A clear understanding of the difference between a search engine and a reasoning engine, in terms lawyers can explain to clients.
- A shared sense of what is safe to try, what is absolutely not safe, and what must wait for policy and procurement.
- Live exposure to real legal workflows in tools like ChatGPT, Claude, and Gemini, not just polished screenshots.
- A short list of concrete things people can begin doing in the next thirty to ninety days.

How My Sessions Are Different

Four characteristics tend to stand out to audiences and organizers.

1) Plain language, no magic tricks

I explain AI in the language of law and client work, not Silicon Valley jargon. We talk about billing codes, client expectations, conflicts checks, work product, privilege, and risk. The goal is a shared mental model for how AI fits into legal workflows, not a technical tutorial.

2) Live, real time workflows

Wherever possible, I build live in front of the room. We look at how tools handle specific matters, how they fail, and how to wrap real review steps around them so partners can sign off with confidence.

3) Guardrails before growth

We spend real time on what not to do. That includes data security basics, confidentiality, current bar guidance, and how to draft internal policies so innovation does not outrun risk.

4) From talk to a ninety day plan

For leadership groups, the session is structured to produce a short, realistic pilot roadmap:

- What we will test
- With whom
- Using which tools
- How we will measure success and decide what happens next

Speaking and Workshop Options

All programs are tailored to your audience, but most legal and professional services clients choose one or more of these formats.

Format One: Keynote – "The New Math of Legal AI"

Duration: 45 to 60 minutes

Format: Virtual or in person

Ideal for: Firm retreats, annual partner meetings, bar association conferences, and offsites.

A high energy, practical keynote that resets how your lawyers and leaders think about AI. We talk about how modern systems actually work, what is changing in research, drafting, and client service right now, and how to manage risk without freezing progress.

Outcome: People leave saying, "I finally understand what this is and how it touches my practice."

Format Two: Leadership Working Session – "From Curiosity to a 90 Day Pilot"

Duration: Around 2.5 hours

Format: In person recommended

Ideal for: Managing Partners, Executive Committees, Practice Group Leaders, and corporate legal leadership teams.

A closed door working session designed to move leadership from broad curiosity to a concrete pilot plan. We:

- Map high impact workflows.
- Review your current risk posture and approved vendor landscape.
- Select one or two pilot areas that are big enough to matter but small enough to be safe.

Outcome: You leave with a short document that answers three questions:

- What we are going to test.
- How we will keep it safe.
- How we will decide if it is working.

Format Three: Lab Day – "Prompt Engineering for Lawyers"

Duration: Half day or full day

Format: In person, hands on

Ideal for: Practitioners who are ready to move from theory into daily use.

Typical focus areas (choose one practice area):

- Family Law
- Litigation
- Transactional
- Employment
- Personal Injury

Lawyers bring real examples and their laptops. Together we build prompts and workflows for their motions, agreements, emails, outlines, and checklists, and we test them live in the tools your firm is allowed to use.

Outcome: Attorneys walk away with a set of prompts and patterns they can use immediately, not just ideas.

Who I Work With

On the legal side, I have delivered sessions and workshops for:

- Beverly Hills Bar Association (BHBA)
- Los Angeles County Bar Association (LACBA)
- San Fernando Valley Bar Association (SFVBA)
- American Academy of Matrimonial Lawyers (AAML) – coming in 2026

I also speak with corporate leadership and operations teams, especially in professional services and high growth companies, on how AI is reshaping revenue operations and client service.

"I have been attending CLE events for almost thirty years. This was the single most impressive, practical, and impactful presentation I have ever seen."

Senior Partner, Family Law Firm

What You Can Expect

A structured, professional process from first call to follow up.

Before the event

- Your Professional Development or CLE team receives a complete packet: speaker bio, detailed agenda, learning objectives, materials, and evaluation templates.
- We align on your audience, risk posture, approved tools, and any topics that are off limits.
- We run a technical check for live demos.

During the event

- The session is tailored in real time to the room. Questions from partners and associates shape examples and demonstrations.
- We keep a tight balance between education, live demonstration, and discussion so content stays grounded in your matters and client expectations.

After the event

- You receive a short follow up summary of key themes, decisions, and potential next steps.
- For leadership sessions, this includes a simple outline of potential pilot areas and what would be required to move forward.

My measure of success is not applause in the room. It is what your partners and associates are doing thirty, sixty, and ninety days later.

Ready to talk about your firm

Set up a short strategy call.

If this sounds like what your firm, bar association, or corporate legal team needs, the next step is straightforward. On the call, we will cover:

- Your audience and practice mix.
- Your current AI and data security posture.
- What you actually want to change this year.

Book a 20 minute strategy call: <https://calendar.app.google/EUbJc3NLUm5hGY6F8>

Contact

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