OFFLINE TRAINING · DEMO FILE ONLY

The giveaway, the demo, and the hours — stapled.

Interns learn the Friday X-ray on Harbor Painting before they ever see a name. Teaching-hour prompts are in this staple. The live client is not.

Fieldstone Advisory

Montgomery County, Texas · Fieldstone Advisory · 23 September 2026

AI drafts. Human review. Then send. We are not a CPA firm. We are not a law firm. Circular 230 did not get an AI exception.

GIVEAWAY

The Friday X-ray

Free. One page. Not a close.

The front end Ferriss would recognize: a small, finished thing that makes the $1,000 Transition obvious.

Not a webinar. Not a PDF course. Not tax advice. Not a 1040. Not Kitchen.

Cash
Open AR
Unbilled draws
Retainage, separate from income
One job margin, with the retainage pulled out
The sentence: what Friday is still arguing about

Intern fills the page from the demo. Steward red-pens. Nothing is emailed. A live X-ray waits until ten demo papers pass.

DEMO FILE

Harbor Painting (demo)

Conroe, Texas — fictional. 12 painters. One owner. One bookkeeper who quit in January.

QuickBooks Online. Eight months dark. Jobs never tagged. Classes also on. Both wrong.

Progress billing. 10% retainage on two commercial jobs. Retainage booked as income.

No EIN, no bank, no SSN, no real legal name. Every dollar in the intern's paper is [SAMPLE].

LINE	SAMPLE
Cash in operating	42,000
AR open	86,000
Unbilled draws	18,000
Retainage (should be a receivable, not income)	31,000
Job margin the owner believes	22%

LINE	SAMPLE
Job margin after retainage is pulled out	9%

HOW TO RUN THE DEMO

1. Read Harbor out loud. Twelve painters. Eight months dark. Retainage booked as income. No identifier exists. If they ask for the EIN, the answer is: there isn't one.

2. X-ray. Five numbers plus the argument sentence. Retainage $31,000 is not in the margin. 22% becomes 9%.

3. WIP line. Two commercial jobs, unnamed (Job A, Job B). Billed, cost, retainage, cash. Untagged labor goes under Untagged.

4. Decline. Owner wants $250 because a mill is $399. Named floor $1,500. Wrap $6,500 if they buy the dark months. Invoice. No card.

5. Stop. No email. No portal. No "I'll just check a real file." The demo is the whole world until ten passes.

FOUR SESSIONS

Stack them. Do not skip to the model.

SESSION 1 · HALF DAY · PAPER

Rules before software

Read house rules out loud. Copy the red-pen card onto one sheet they keep. Name the four desks. They do not open a model.

Leaves the table: A signed intern card: I do not send, sign, price, or paste a live identifier.

SESSION 2 · HALF DAY · HARBOR NUMBERS ON THE WALL

The giveaway, blank

Fill a Friday X-ray by hand from the six sample lines. Mark every dollar [SAMPLE]. Write the one-sentence argument.

Leaves the table: One X-ray. Expected miss: they leave retainage inside income. That miss is the lesson.

SESSION 3 · 90 MINUTES · CLOCK ON THE WALL

Teaching hour, trade only

Run the four Friday Close prompts: chart, WIP, decline the $250 mill, intake flags. Seven minutes each. Stop even if ugly.

Leaves the table: Four short drafts. Pair red-pen. Steward does not type for them.

SESSION 4 · HALF DAY

What leaves the building

They assemble X-ray + decline + WIP into a stapled pack. Steward marks pass or redo. Pass does not mean send.

Leaves the table: A staple with a pass stamp, or a redo list. Ten passes before a live name.

TEACHING-HOUR PROMPTS · FRIDAY CLOSE

Session 3 runs these. Seven minutes. Stop.

Job-cost chart of accounts

You are the Friday Close desk. Redacted QBO export, 8 months dark, progress billing and retainage, jobs never tagged. Draft a 12-account job-cost chart. Do not invent an EIN or a legal name. Mark every figure [TO CONFIRM].

WIP snapshot

From the tagged jobs, draft a one-page Friday WIP: job, billed, cost, retainage, cash in. If a job has no tag, list it under Untagged. Do not net retainage into revenue.

Decline the mill

A painter wants $250/mo because Bench is $399. Write the decline. Named floor is $1,500. Catch-up wrap is $6,500 if 3–8 months dark and on calendar. Invoice after the call. No card.

Intake flags

Quote out loud: 300 txns, 4 accounts, AP-heavy, payroll 6–20, one LLC, job cost, 8 months dark, on calendar. Named floor $1,500. Founding wrap $6,500. Score 7/12. Do not say 2–3× monthly as the price.

PASS / FAIL

Ten passes before a live name.

Retainage is not inside income.

Every dollar is marked [SAMPLE] or [TO CONFIRM].

The decline names $1,500 and does not apologize.

No EIN, bank, SSN, or real company appears.

The argument sentence is one sentence.

They can say which desk this is (Friday Close) and which desks they will not sell (Kitchen, a will).

Intern rules

Offline. The demo file is Harbor Painting. It is not a client.

Consumer chatbots stay off. If a model is used, it is a team seat, and the paper still gets a red pen.

Interns do not quote a live price, send a note, or say “we file.”

An invented cite or an invented EIN fails the session. Redo. Do not negotiate the miss.

One intern until ten X-rays pass. A second intern is a later vote, not a vibe.

The giveaway they practice is the same page a prospect would hold. Sloppy demo, sloppy market.

Red pen, same card as the room

1. **Facts.** Is every name, date, and job in the source — or marked [TO CONFIRM]?
2. **Cites.** Did it invent a Code section, Pub., or court? If you cannot find it, it goes.
3. **Numbers.** Do dollars, months, and due dates match the file? Sample figures stay marked.
4. **Tone.** Would this firm send it? Short sentences. No hype. No apology for having a calendar.
5. **PII.** Any identifier the model should not have seen? Redact. Do not paste it back.
6. **Sign.** Would I sign this? If not, it does not leave.