

Chris Carolan

Speaking & Media Kit

Looking for a speaker who can help your team make sense of AI,
and what it actually means for how your business operates?



Meet Chris Carolan

Business Transformation Advisor | Speaker | Founder, Value-First Team



Bio Snippet

Chris Carolan helps leaders rethink how their companies operate in the age of AI.

He works with CEOs, operators, and teams who know something isn't working, but don't have a clear path to fix it. His focus is simple: stop optimizing broken systems and start rebuilding how value is actually created inside the business.

Through his work with Value-First Team, Chris helps organizations move from industrial-age thinking to AI-native operations, where people think, AI supports, and decisions are grounded in reality instead of activity metrics.

He brings a practical perspective shaped by working inside complex systems, along with a way of thinking that challenges assumptions, simplifies complexity, and helps leaders make the decisions they've been avoiding.

- Business Transformation in the Age of AI
- Value-Driven Operating Models (KVs over KPIs)
- Human + AI Collaboration



More About Chris

Founder of Value-First Team, where he helps leaders rethink how their companies actually operate in the age of AI.

He started his career in science and quality systems, where he saw how quickly things break when the system underneath the work stops making sense.

His work starts with helping leaders step back, see the pattern, and make changes they've been putting off.

Spends much of his time in conversation, through podcasts, live sessions, and working directly with teams, thinking through what's actually changing in business right now.

Created the Value-First methodology and The AI-Native Shift to help companies move beyond industrial-age thinking and into a more human, effective way of operating.

Has deep, hands-on experience with HubSpot, using it as a foundation to help companies build systems that actually reflect how their business operates.

Believes AI should activate people, not replace them.

Believes the best systems don't control people, they help them think, decide, and do their best work.

Career Highlights



**Founder of
Value-First Team**



**Creator of
the Value-First
methodology**



**HubSpot
Solutions Partner
since 2020**



**Hosted 1,000+
live conversations
across 11 shows**

Speaking Topics



Don't Replace Your People, Activate Them

Why AI should unlock human capability, not erase it



From the Industrial Age to the AI Era

How to rethink the way your company operates before you add more tools



Value Over Activity

Why most companies are measuring the wrong things and what to do instead



Transformation, Not Optimization

Stop improving broken systems. Build the right one

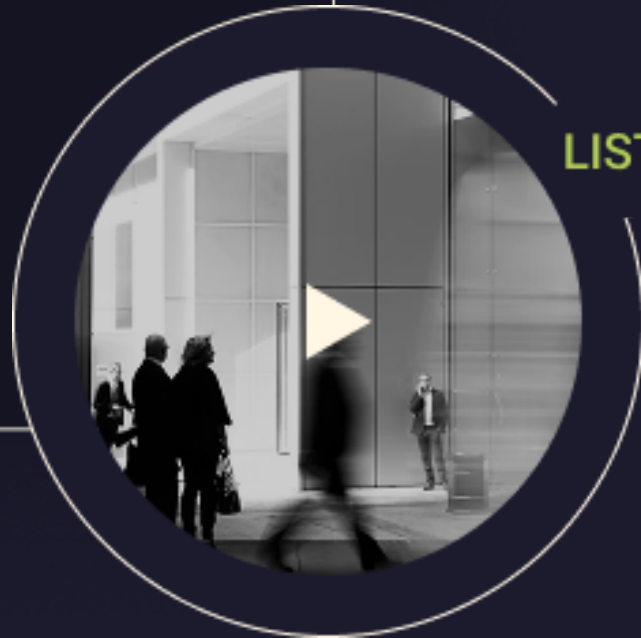


The 5-Layer Model to Become AI-Native

What it takes to rebuild your company for the AI era



1x



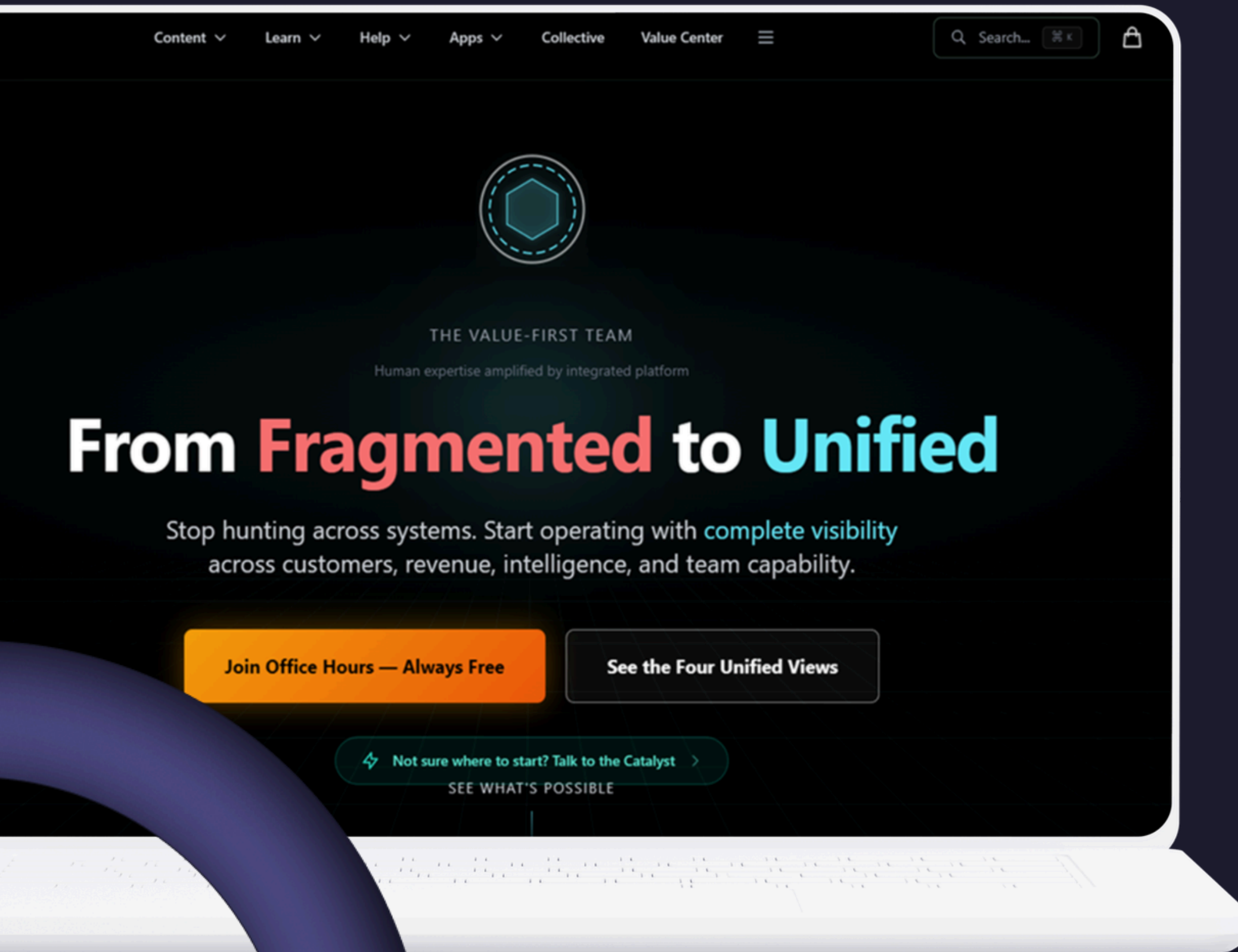
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Podcast

[Value-First AI Daily](#)

Value-First AI Daily is where Chris thinks out loud about what's actually changing in the age of AI.

Real conversations about how businesses operate, what's broken, and what it takes to make this shift work.



Value-First Media Network

The Value-First Media Network is a collection of live shows, conversations, and daily insights hosted by Chris Carolan and the Value-First Team. Covering AI, business transformation, leadership, technology, culture, and more, the network creates space for real conversations about how companies can adapt and operate in the age of AI.

[READ MORE](#)



Books

Surviving the SaaSPOCALYPSE

Surviving the SaaSPOCALYPSE is Chris Carolan's upcoming book on rebuilding how companies operate in the age of AI. Through practical frameworks, proven methods, and a value-first approach, the book explores how leaders can move beyond outdated systems and create organizations where people and AI work better together.



Ways to Work with Chris

Keynote Speaking & Media Conversations

Down to earth conversations that challenge how leaders think about AI and how their business operates.

Office Hours (Free)

Bring what's not working. We'll work through it together.

The AI-Native Shift

A structured way to rebuild how your company operates in the AI era.

Advisory & Ongoing Work

Hands-on support to help you rethink how your business operates, align your systems, and make AI actually work in practice.

Let's Connect

Want to work together?

Book a call or email to discuss potential partnerships for speaking events, podcasts, or media projects.



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[BOOK A CALL](#)



Be in Touch

