

AFTER-HOURS PROVOCATION

HOW MUCH IS THIS EXCEPTION COSTING YOU?

Temporary decisions send recurring invoices in meetings, testing, and uncertainty.

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THE WHISPER

**THE EXCEPTION WAS FREE. KEEPING IT
HAS BECOME A SUBSCRIPTION.**

AFTER DARK

WHAT THE ENVIRONMENT WHISPERS

An exception's visible cost may be one review ticket. Its real cost includes every manual check, special evidence request, architecture explanation, compensating step, delayed change, nervous approval, and future project constrained by the workaround. The Wack Tax accumulates quietly because the charges land in different budgets.

IN THE MORNING LIGHT

WHAT THE PROVOCATION REVEALS

Price the exception as an operating model. Count recurring labor, assessment effort, technical dependencies, incident exposure, and opportunity cost. Compare that annual burden with the cost and risk of retirement. An expiration date becomes meaningful when someone can see the bill for extending it.

MORNING-AFTER QUESTION 01

**WHICH RECURRING TASKS EXIST
ONLY BECAUSE THIS EXCEPTION
REMAINS?**

MORNING-AFTER QUESTIONS

02

What projects or controls now depend on it?

03

Who sees the total cost across teams?

ONE MOVE BEFORE BREAKFAST

**BUILD A ONE-PAGE ANNUAL WACK TAX
ESTIMATE FOR THE OLDEST EXCEPTION
AND PLACE IT BESIDE THE NEXT
RENEWAL DECISION.**

MORNING BOUNDARY

PROVOCATION, THEN PRECISION.

PRACTITIONER POSITION / AI ASSISTED

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CONTINUE THE CONVERSATION

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The uncomfortable things your control environment whispers after the meeting.