JobHacki
OPPORTUNITY GUIDE

⚡ Premium Action Guide

AI Career Tools: Launch a Profitable AI Agent & Automation Service

Win clients, deploy AI voice/chat receptionists and automations, and grow monthly retainers—without bloated tech or vague promises.

📌 **Updated for 2026** 🧾 **10 clients → ~$5k MRR** Example trajectory by week 8 (source-reported)

📣 **@jobhacki** · JobHacki Community

🚀 Start Fast

Clear first steps you can take this week.

📋 Real Sources

Built from people who actually did it.

💰 Honest Numbers

Source-reported pay, costs, and risks.

Get the Full Guide Vault →

🔒 Includes checklists, scripts & source-backed insights

YOU WILL LEARN

- [x] What you'll build
- [x] Platforms & tools
- [x] Step 1 — 🎯 Pick a niche with repeatable pain
- [x] Step 2 — 🧭 Diagnose with SCAN and 5–10 interviews
- [x] Step 3 — 📝 Craft a one-page offer and landing page
- [x] Step 4 — 📣 Warm outreach and local presence

▸ MODULE 01

What you'll build

A client-winning AI agent service that installs a voice/chat receptionist, connects calendars and CRMs, and runs automations that book appointments and capture ROI. You'll use one of several primary platforms to build the agent, wire APIs and webhooks, ship a simple prototype fast, and turn it into monthly retainers.

You'll also stand up lean lead generation, run consultative sales, deliver paid audits, and scale with reporting, upsells, and partnerships.

1. Deployed AI receptionist (voice/chat) that books appointments
2. Automations via Make/n8n/Zapier with live webhooks
3. Consultative audit offer and ROI-focused sales
4. Simple website + pre-sell to validate demand
5. Retainers, reporting, and upsells to grow MRR

▸ MODULE 02

Platforms & tools

Lead & Outreach

0 free · 7 paid

Cal.com · Apollo · Instantly · Loom · Upwork · LinkedIn · Fiverr

Website Builders

0 free · 5 paid

GoHighLevel · Hostinger · Lovable · Webflow · Framer

AI Models

1 free · 2 paid

ChatGPT · Claude · Gemini

Dev & Hosting

0 free · 1 paid

VS Code

Automation

1 free · 3 paid

Make.com · n8n · Zapier · Apify

▸ MODULE 03

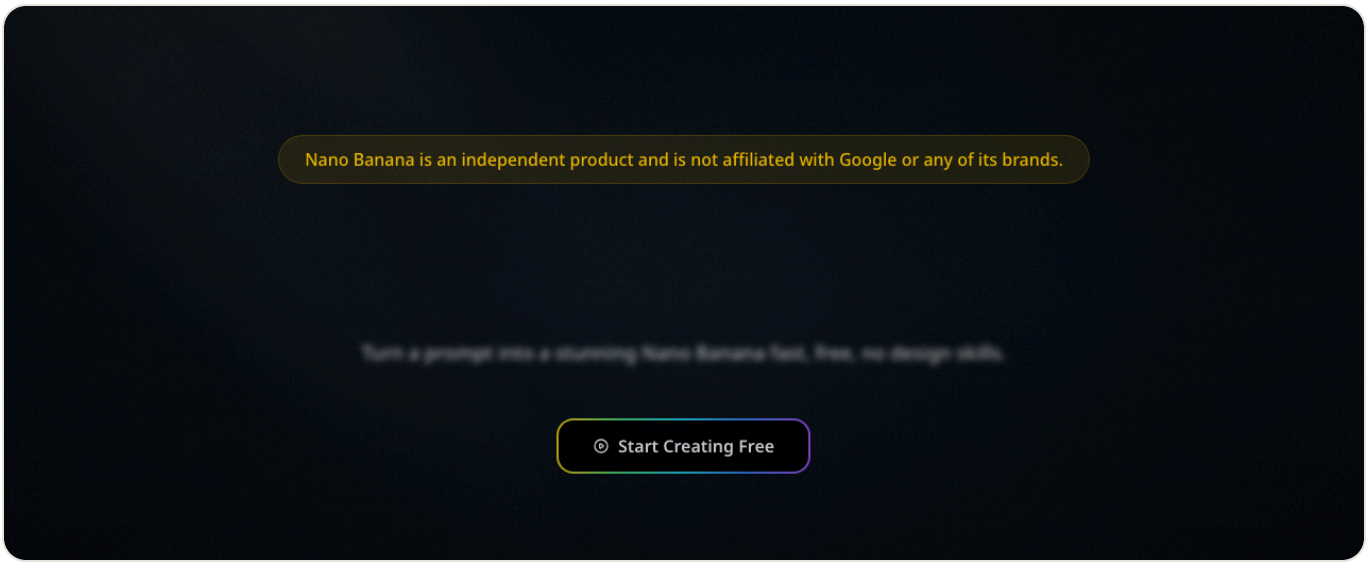
Step 1 — 🎯 Pick a niche with repeatable pain

Choose one industry you already understand where missed calls and slow lead follow-up cost money (e.g., plumbers, dentists, roofers, chiropractors). Favor high-volume, lower-ticket services where a small lift in speed-to-lead or pickup rate compounds.

Avoid low-volume, high-ticket categories where even tiny conversion drops are costly. Filter prospects by titles like founder, owner, partner, CEO, CXO for fast decisions.

Tip

Hyper-niche to AI receptionists first. It’s less crowded than “general AI automation” and big agencies won’t chase small, unscalable installs.



nano banana — where you'll do this

▸ MODULE 04

Step 2 — 🧭 Diagnose with SCAN and 5–10 interviews

Run SCAN: Study their workflows, Calculate wasted time/cost, Architect a simple fix, Narrate projected results. Talk to 5–10 businesses; do secret shopper calls to hear current intake speed and tone.

Ask where they lose time, money, and focus; who fixes it now; and what “a good week” would look like with fewer dropped leads.

PROMPT — INTERVIEW QUALIFIERS

```
Ask with genuine curiosity:
- What's the biggest bottleneck in your week?
- Where are you paying people to copy/paste or chase info?
- What interrupts you most between 9 and noon?
- What do you think about AI and where is it going?
- If I removed one weekly fire, which one changes your week?
```

> **Tip**
> Imagine 10 AI-enabled competitors aiming at your clients. Design what they'd build—and beat it with clearer offers and faster lead handling.

▸ MODULE 05

Step 3 — 📝 Craft a one-page offer and landing page

State problem, promise, timeline, price, deliverables, and guarantee on one page. Spell out revenue impact, cost reduction, and time leverage before any tech details.

Stand up a simple page with bolt.new, Carrd, Webflow, or Framer. Validate one use case (e.g., AI receptionist that books appointments in under 60 seconds).

> **Tip**
> Agents will soon compare vendors and buy in seconds. Use clear pricing, inclusions/exclusions, and expectations so both humans and AI can parse your offer.

▸ MODULE 06

Step 4 — 📣 Warm outreach and local presence

Text your network: “Who do you know that needs an AI-powered chief of staff to get back 10–15 hours/week?” Host office hours at coworking or realtor offices to collect audits.

Start a local meetup via Meetup or Luma. Partner with people already discussing the problem; offer referral incentives. Post helpful content and engage owners directly.

SET UP LOCAL PRESENCE

Meetup — Start an AI meetup to establish authority ↗

Luma — Host events and manage RSVPs ↗

Tip

Consistently do revenue activities—calls, DMs, emails—over busywork like polishing logos. Distribution is your moat.

▸ MODULE 07

Step 5 — 👨‍💼 Run consultative discovery (70/20/10 + LRP)

Spend 70% on business problems/goals, 20% on outcomes-based solutions, 10% on objections/next steps. Use LRP: Listen, Repeat, Poke to quantify impact (hours, errors, refunds, churn).

If asked about tech, give a brief simple explanation and pivot back to ROI. Close assumptively and keep momentum.

SCRIPT — CALL OPENER

```
Subject: [Personalized hook for [Name]]

Hi there, I'm [NAME] from [FIRM]. Quick chat to learn about your business and
day-to-day so I can spot where AI gives you time back. Ready to start?
- What do you do in your business?
- Tools you use daily?
- Biggest headache right now?
- Team setup? Who handles intake?
- What would a great week look like if intake ran itself?
```

PROMPT — LRP QUANTIFIERS

```
Use during discovery:
Listen → Let them describe the workflow.
Repeat → "So the pattern is [X]. Did I capture that?"
Poke → "Whose hours are those? What's their hourly value? How often does this
cause rework/refunds/churn? Which weekly fire, if removed, changes your week?"
```

SCRIPT — ASSUMPTIVE NEXT STEP

```
All right, [NAME], I'll send over the proposal with details. Sound good?
```

> **Tip**
>
> Front-load proof—show examples/results before tech. Handling objections is easier when you diagnose first and prescribe second.

▸ **MODULE 08**

Step 6 — 🧠 Align on outcomes, not tools

Lead with results: make/save money, reduce risk, gain an edge. Audit your messaging; reduce mentions of “AI” if it distracts from outcomes.

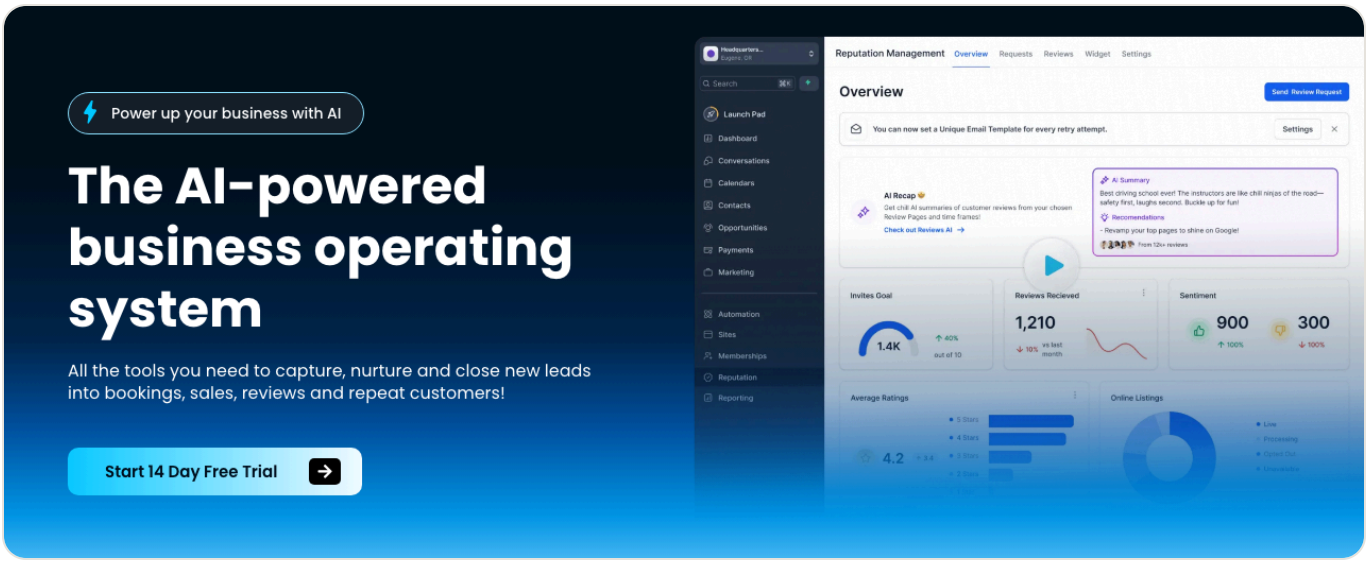
Shift from “tell me what to build” to “I’ll diagnose, then design.” Only do what AI can’t: talk to people, negotiate, understand nuance, handle feelings.

▸ MODULE 09

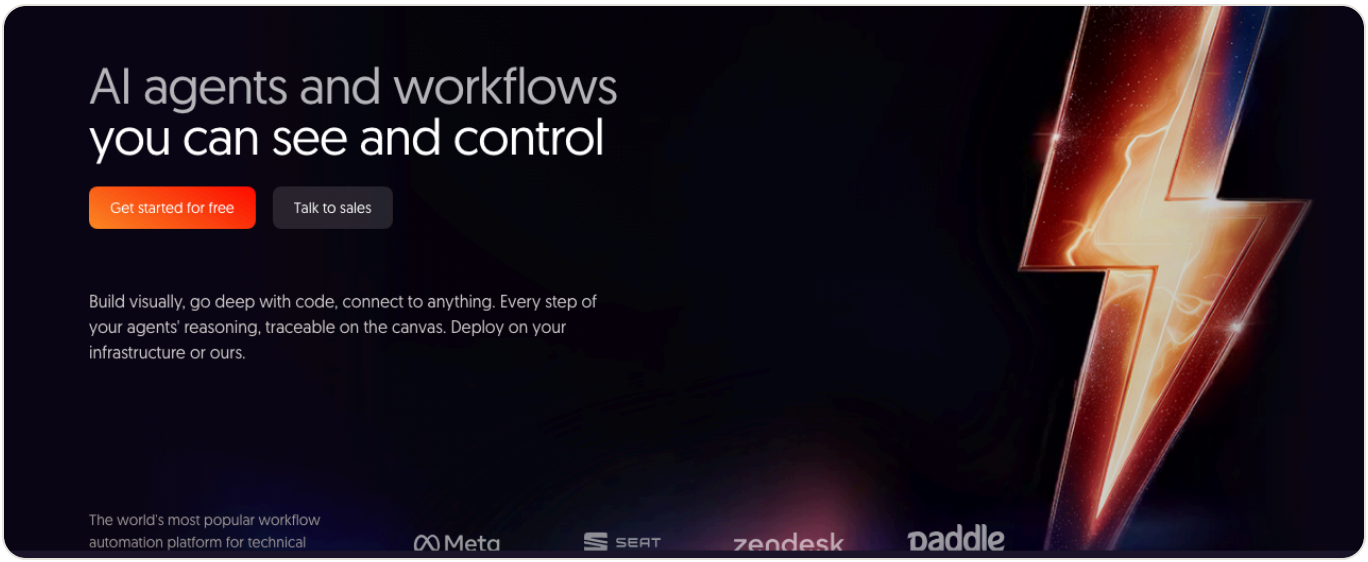
Step 7 — 🧩 Pick your stack and commit 90 days

Pick one automation platform (Make, n8n, or Zapier) and one agent platform (GoHighLevel, Google AI Studio, or ChatGPT) and commit for 90 days. Start with custom projects to pay down knowledge debt fast.

Launch manually via a concierge approach before automating everything. You can reach solid technical capability in 3–4 weeks of consistent learning.



HighLevel — where you'll do this



N8N — where you'll do this

▸ **MODULE 10**

Step 8 — 🔑 Ship one working API call and webhook

Understand APIs as URLs you POST/GET with auth to exchange data. Find auth, copy a cURL example, and get a minimum viable call working. Create a webhook URL to receive data; trigger it from a browser or task app to verify.

Start from the end (final action) and work backward. Add one module at a time and test thoroughly (test-driven development) to isolate errors quickly.

> **Tip**
> APIs often unlock more power than drag-and-drop integrations. Use them when templates fall short.

▸ **MODULE 11**

Step 9 — 🛠️ Set up your developer agent (Claude Code)

Choose your interface (terminal, desktop, web, IDE extension, or VPS). Pick model by task: Haiku (fast), Sonnet (balanced), Opus (complex, high tokens). Use slash commands like /context, /compact, /clear, /slr to manage history.

Allow accept-edits or bypass mode when safe, and instruct it to self-diagnose and fix errors. Integrate with VS Code; push to GitHub; schedule runs with trigger.dev or Modal; host on a VPS for always-on agents.

> **Tip**
>
> When stuck, describe symptoms and last change in natural language and ask the code agent to propose and apply the smallest reversible fix.

▸ MODULE 12

Step 10 — 🧪 Build a simple agent prototype

Create a voice/chat agent named after the business. Configure its initial message, goals, and data capture (name, email, address, plus industry-specific qualifiers like insurance). Keep scope tight—proof of concept over perfection.

Platform	What to do in this step
GoHighLevel	Create a Voice AI agent; set intro using the business name; configure data capture fields; add an appointment booking action; save.
Google AI Studio	Create a voice/chat agent using Gemini; define system instructions (goals, tone, required fields); enable live API for conversational forms.
ChatGPT	Build a Custom GPT trained on client data; set instructions to collect contact details and FAQs; plan web chat handoff (no native telephony).

PROMPT — LEAD CAPTURE SYSTEM INSTRUCTIONS

```
You are a helpful, friendly, and personal AI agent for [BUSINESS]. Your primary
goal is to collect the user's full name, email, and [CLIENT-SPECIFIC FIELD(S)].
Be conversational and engaging. Once you successfully collect all required
information, call the [SUBMIT_LEAD] function with the captured fields. Do not
ask for other personal information. Introduce yourself before starting.
```

> **Tip**
> Be explicit in system instructions about required fields and when to call the submit function. Clarity prevents meandering conversations.

▸ MODULE 13

Step 11 — 📚 Train on client data and tune tone

Create a knowledge base and use a web crawler to ingest the site (About, Services, Reviews, Service Areas). Allow the bot to read current pages for specifics. Adjust advanced prompts to fit brand voice and escalation rules.

For chat-first offers, create Custom GPTs trained on client packages to deflect FAQs and reduce team load.

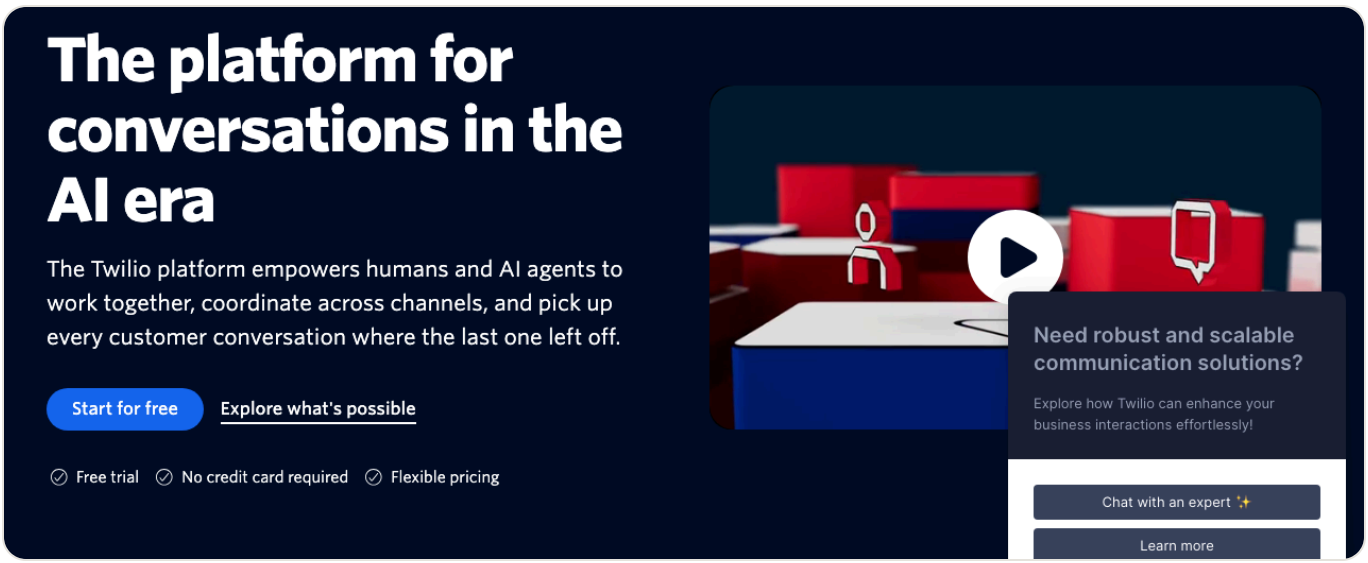
▸ MODULE 14

Step 12 — 🌐 Connect channels, telephony, and routing

Integrate live chat on the website and link SMS and social channels. Buy a local or toll-free number, set call flows to ring the client/team first, then the AI if unanswered. Link Google Business and Facebook pages; use WhatsApp outside the US when needed.

Platform	What to do in this step
GoHighLevel	Purchase a number; assign to the Voice AI agent; set ring order (team first, then AI); enable SMS and social inbox; connect GMB/Facebook/WhatsApp in Launchpad.
Google AI Studio	Publish the voice agent through Twilio; configure number → function routing; set fallback to human if the agent fails to capture required fields.
ChatGPT	Embed chat on the website; connect lead submission via webhook to your CRM; for voice, use an external telephony layer (e.g., Twilio) that invokes the GPT logic.

> **Tip**
>
> Be transparent that it's AI. Users accept voice agents when the experience is faster and clearer than traditional phone trees.



Twilio — where you'll do this

▸ MODULE 15

Step 13 — 📅 Bookings, calendars, and speed-to-lead

Connect Google Calendar/Jane via webhook or Cal.com. Configure the agent to auto-answer missed calls and instantly message website leads to book. Notify owners of new appointments across channels so follow-up is prompt.

▸ MODULE 16

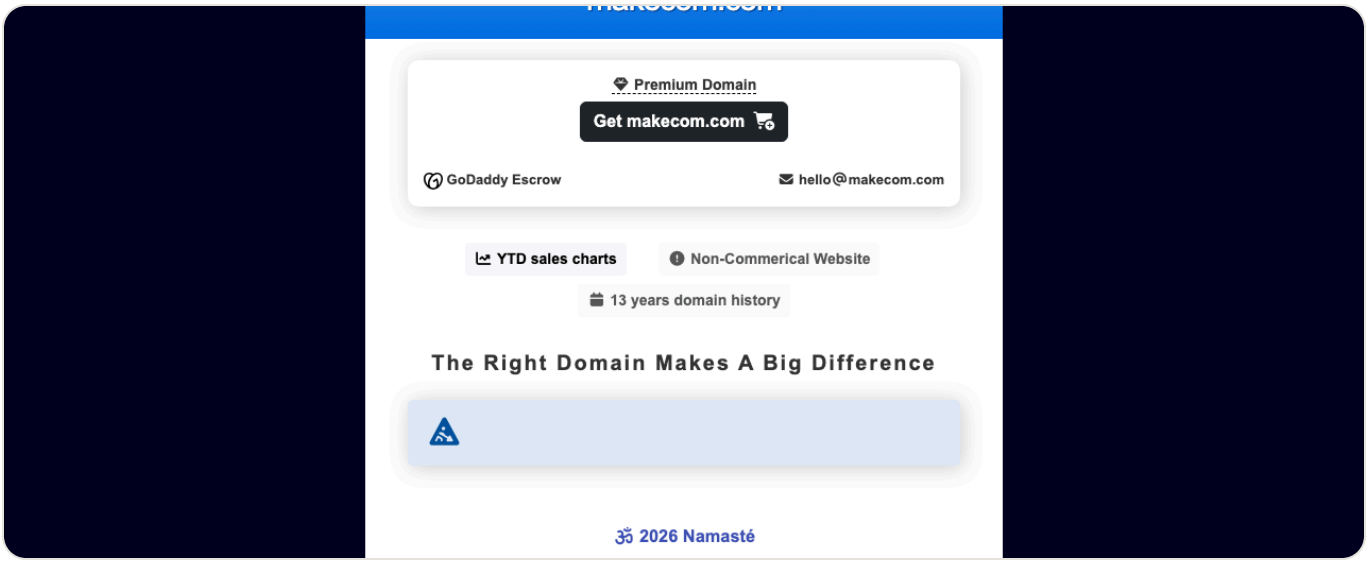
Step 14 — 🔗 Automations with Make, n8n, or Zapier

Wire lead capture to CRM, calendar, and notifications with your chosen automation platform. Add one step at a time and test each path. Keep credentials organized (e.g., Anthropic, Perplexity, Gmail) and send/receive JSON consistently.

Platform	What to do in this step
Make.com	Use HTTP module; set URL, method, Authorization: Bearer [TOKEN], Content-Type: application/json; send minimal JSON; test scenario.
n8n	Add HTTP Request node; import a working cURL to auto-fill; chain nodes to transform/route data; test via the built-in execution log.
Zapier	Use Webhooks by Zapier for catch/POST; map fields to apps; add filters/paths; test each Zap version before turning on.

Tip

Start from the final action (e.g., calendar created) and work backward so you don't overbuild dead-end paths.



Make.com — where you'll do this

▸ MODULE 17

Step 15 — ✅ QA with test calls and a 60-second demo

Call the linked number and verify the agent's tone, routing, and field capture. Record a 60-second demo showing intake-to-booking. On sales calls, live-dial the bot to prove it works.

Timebox builds: ~15 minutes plan, 60 minutes build, 15 minutes record demo—then iterate.

TEMPLATE — TEST CONVERSATION SNIPPET

```
Agent: Hi! I'm the AI receptionist for [BUSINESS]. I'll get you scheduled fast.
Can I grab your full name and email?
Caller: [NAME], [EMAIL].
Agent: Thanks, [NAME]. What service are you looking for? Any insurance or
special notes?
Caller: [DETAILS].
Agent: Perfect. I'll book you for [DATE/TIME] and text confirmation. Anything
else before I lock it in?
```

> **Tip**
>
> Show a finished product, not a deck. Seeing their brand colors and intake flow live flips hesitation into commitment.

▸ MODULE 18

Step 16 — 💳 Package, pricing, and guarantees

Position the service as augmenting staff, not replacing jobs. Price the receptionist on a monthly retainer; frame value in ROI terms (missed calls, conversion lift, saved headcount). Offer a performance-backed guarantee.

For advanced bundles, include lead capture, follow-up sequences, and added automations over 90 days.

TEMPLATE — ROI MATH EMAIL (EXAMPLE-ONLY)

```
Subject: [Personalized hook for [Name]]

Hey [NAME], you're doing [PROCESS] manually ~[HOURS]/week. At $[HOURLY], that's
$[WEEKLY_COST]/week ($[MONTHLY]/mo; $[YEARLY]/yr). If I build a system that
eliminates it, you get back [HOURS] monthly and ~$[SAVINGS]/mo in value. Paying
$[PRICE]/mo is a no-brainer given the [SAVINGS]/mo upside.
```

TEMPLATE — MONEY-BACK PROMISE

```
If you're not happy with it when I deliver it, or it doesn't deliver the value
we discussed, you'll get all your money back.
```

> **Tip**
>
> Compare savings to any potential conversion drop. In high-ticket sales, even small dips matter—pick high-volume services for receptionist installs.

▸ MODULE 19

Step 17 — ✉️ Personalized outbound that pays

Target with Apollo or LinkedIn Sales Navigator; filter by owner/partner/CXO titles. Scrape context with Ampify and use AI to draft personalized icebreakers. Send with Instantly and batch tasks (list build, then personalize, then send).

Lead with value and social proof; cold email is digital door-knocking—make it useful.

COLD EMAIL — 60-SEC DEMO

```
Subject: [Personalized hook for [Name]]

Hey [NAME], I built a workflow that solves [X PAIN]. I've got a 60-second demo showing it end-to-end. Want me to set it up for you?
```

COLD EMAIL — ROI MATH (EXAMPLE-ONLY)

```
Subject: [Personalized hook for [Name]]

Hey [NAME], you're doing [PROCESS] manually ~[HOURS]/week. At $[HOURLY], that's $[WEEKLY]/week; $[MONTHLY]/mo; $[YEARLY]/yr. I can automate it and give you back [HOURS]/mo. If the system is $[PRICE]/mo, you're still netting ~$[NET]/mo.
```

COLD EMAIL — DISCOVERY INVITE

```
Subject: [Personalized hook for [Name]]

Hey [NAME], I'm mapping the top drains in [NICHE]. In 15 minutes, I'll quantify your biggest bottleneck and show where AI helps (and where it doesn't). No pitch unless you ask—just trying to be useful.
```

COLD EMAIL — REDESIGNED WEBSITE OUTREACH

```
Subject: [Personalized hook for [Name]]

Hey [NAME], I redesigned your website using AI. Here it is: [LINK]. If this
seems interesting, let me know. If not, your marginal cost was basically
nothing.
```

> **Tip**
>
> Use genuine personalization from scraped context; avoid word-for-word templates. Market saturation happens fast if you blast the same copy.

▸ **MODULE 20**

Step 18 — 📋 Sell and deliver paid audits

Offer a paid assessment of operations, systems, and processes to find quick AI wins. Record the Zoom, feed the transcript to Claude to suggest off-the-shelf tools, deliver a concise report within 48 hours, and book a 30-minute review to upsell implementation.

Warm intros and local CEO groups are great for early audits; price for perceived value, not rock-bottom fees.

PROMPT — TOOL FINDER VIA TRANSCRIPT

```
Subject: [Personalized hook for [Name]]

Hey, I've attached the transcript of a conversation I had with a [NICHE]
business owner. Your job is to find off-the-shelf AI or software tools that fix
the pain points in the transcript. Return a table with tool, why it fits,
estimated effort, and risks.
```

TEMPLATE — FOLLOW-UP CALL AGENDA

```
1) Revisit goals and constraints
2) Walk through the audit highlights and projected ROI
3) Q&A on risks, edge cases, and handoffs
4) Implementation plan, timeline, and pricing
5) Next steps and scheduling
```

▸ **MODULE 21**

Step 19 — 🧪 Pre-sell to a waitlist

Validate demand by pre-selling your solution before scaling. Email your waitlist with an early-adopter offer and a payment link; describe the experience as if it already exists and deliver manually for the first cohort.

TEMPLATE — EARLY ADOPTER PRE-SELL

```
Subject: Early access — AI receptionist that books in <60s for [NICHE]

We're opening [X] early-adopter slots for [CITY/REGION] to install an AI
receptionist that answers missed calls and books instantly. Setup takes ~
[DAYS], includes [INCLUSIONS], and we'll measure [KPIs].

Founding rate: $[PRICE]/mo for [TERM]. If we don't hit the agreed value, you
get your money back. Grab a spot: [PAYMENT_LINK]

— [NAME], [FIRM]
```

▸ **MODULE 22**

Step 20 — 🚀 Handover and owner training

Brand the agent with client colors/content and walk the owner through live intake, booking, and notifications. Document escalation paths and how to pause/route to humans. Confirm who receives alerts and how quickly they follow up.

▸ MODULE 23

Step 21 — 📊 Prove value with reporting

Track speed-to-lead, booked appointments, answered vs missed calls, and closed-won influenced by the agent. Automate dashboards with DashThis and schedule proactive reviews. Use insights to suggest incremental improvements or upsells.

▸ MODULE 24

Step 22 — ➕ Upsells: content, chat, and niche apps

Bundle social content and DM automations (Ask AI for calendars; Workflow AI for comment→DM). Repurpose long-form video with Opus Clips/Descript; experiment with VO3 for remix workflows. Use Gamma for branded reports.

For specialty builds, use AI Studio's Gemini for native video/image understanding, or prototype niche AI apps (e.g., travel SMS companions) and thin, focused tools. Optional: Manas.ai to spin up a quick full-stack draft from a prompt.

▸ MODULE 25

Step 23 — 🔁 Retainers, productization, and delivery scale

Shift from one-off projects to retainers with guaranteed outcomes. White-label GoHighLevel to package recurring value. Use proven automation templates and adapt to industry; stack agents and workflows, looping yourself in only for high-leverage calls.

Sequence your path: freelance builds → consulting → (maybe) agency. Only build a team once your skills, confidence, and processes are solid. Consider a venture-studio mindset to test multiple offers with minimal overhead.

▸ MODULE 26

Step 24 — 📣 Build distribution as your moat

Partner with creators and communities already discussing the pain; offer rev-share or referrals. Publish specific case studies that lead with results first, AI second. Keep campaigns fresh; don't hammer the same list with identical messages.

▸ MODULE 27

Step 25 — 🧾 Set expectations with a clear scope

Write a scope document: objectives, inclusions, exclusions, timeline, client expectations, and payment terms. Explain implementation simply and tie each step back to ROI, not architecture.

▸ MODULE 28

Step 26 — 🔄 Continuous improvement

Review each workflow and ask: If starting from zero, would we do it the same? Re-prompt to reduce edge cases. Be intelligent about where to apply AI; avoid error-sensitive, low-volume processes. Track metrics and proactively show value to earn renewals and referrals.

▸ MODULE 29

Mistakes to avoid

🚫

SELLING TOOLS, NOT OUTCOMES

Templates and generic chatbots are commoditized. Tie every deliverable to time/money/focus.

🧱

OVERENGINEERING EARLY

Multi-agent complexity, stitched vendors, and academic builds kill speed. Ship a simple prototype first.

📉

WRONG MARKET FIT

Low-volume, high-ticket funnels can't absorb small conversion drops. Pick high-volume use cases.

🕰️

BUSYWORK OVER SALES

Perfecting sites/cards drains time. Do daily outreach, calls, and demos instead.

📦

PRODUCTIZING TOO SOON

Skip one-size-fits-all early. Custom projects teach fast and create proof.

💸

UNDERPRICING AUDITS

Charging token fees lowers perceived value and upsell success.

🌀

STARTING AUTOMATIONS AT THE BEGINNING

Build from the final action backward and test each module.

🤦

VAGUE PROMISES

Set clear scope and expectations. Don't justify hours—justify outcomes.

▸ MODULE 30

Income Forecast

$300–$500/mo per AI receptionist

Typical monthly retainer per client (source-reported)

Up to $6,200 / 3 months

Premium package example pricing (source-reported)

$1,500–$10,000 per project

Common AI automation implementation range (source-reported)

$3,000–$10,000 per build

Project values that justify personalized outreach (source-reported)

~$5,000 MRR by week 8

Close 1 client/week starting week 3 (example only, source-reported)

Low four figures/mo

Reported monthly from AI receptionist installs (source-reported)

$4k, $6k, $12k builds

Initial build sizes before larger deals (source-reported)

$90k–$4M

Strategic AI roadmaps for mid-market/enterprise (source-reported)

▸ MODULE 31

Resources

RESOURCES

Google AI Studio	Docs and examples for building voice/chat agents
Meetup	Host a local AI meetup
Luma	Event pages and RSVPs
Upwork	Find clients for AI automations
Fiverr	Quick gigs to build proof
Toptal	Premium client marketplace
Malt	EU-focused freelance marketplace
Futurepedia	AI tools directory for research
AI For That	Discover tools by use case
Bolt.new	Spin up a simple site fast
Carrd	One-page sites for offers
Webflow	No-code websites
Framer	Design-to-site builder
Cal.com	Booking and calendar links

Hostinger

VPS for always-on agents ↗

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THE JOBHACKI ARSENAL

What All-Access members get

All 7 JobHacki tools on one membership.

Hack your career.

AI Auto Apply

Swipe real jobs. We get each application ready; you check it and press submit.

Job Directory

Live jobs pulled straight from company hiring systems.

Resume Builder

A role-ready resume in minutes.

Resume Match

A 0-100 match score against live roles.

Interview Role Play

Free practice tests with an account; voice mock interview after the trial.

Playbook Directory

Step-by-step income and job playbooks.

Tool Directory

Tools, prompts, GitHub repos and GPTs, by category.

Create your free account

Get All-Access — see price and terms

See the community & what's inside

A free account opens the job hubs, playbook library, Tool Directory and Interview Role Play's practice tests.

Learn More →

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