JobHacki
OPPORTUNITY GUIDE

⚡ Premium Action Guide

AI Notion Templates: Build, Automate, Sell

Design outcome-focused Notion workspaces, add AI automations, and turn them into a recurring-revenue service. Practical steps from niche selection to delivery and scale—no fluff.

📌 **Updated for 2026** 🧾 **1.5 hours** Typical prototype cycle (plan–build–demo)

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🚀 **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.

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🔒 Includes checklists, scripts & source-backed insights

YOU WILL LEARN

- ☑ What you'll build
- ☑ Step 1 — 🎯 Pick a niche and outcome
- ☑ Step 3 — ☎️ Run discovery like a consultant
- ☑ Platforms & tools
- ☑ Step 2 — 🧪 Validate with a one-page offer
- ☑ Step 4 — 📊 Quantify ROI and write scope

▸ MODULE 01

What you'll build

A profitable micro-agency that sells outcome-driven AI Notion templates and retainers. You'll choose a niche, validate with a one-page offer, build thin but powerful Notion systems, wire in AI via automations, and sell consultatively with ROI at the center.

You'll package at least three in-demand templates, demo them live, and close monthly retainers for ongoing improvements and support.

1. Niche, validate, and pre-sell with a simple site
2. Build Notion templates; add AI via automation
3. Demo a working prototype in 1.5 hours
4. Close ROI-based projects and retainers
5. Track wins; upsell with proof of value

▸ MODULE 02

Platforms & tools

Lead & Outreach

1 free · 6 paid

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

Website Builders

0 free · 5 paid

GoHighLevel · Hostinger · Lovable · Webflow · Framer

AI Models 2 free · 1 paid

ChatGPT · Claude · Gemini

Dev & Hosting 1 free · 1 paid

GitHub · VS Code

Automation 1 free · 3 paid

Make.com · Zapier · n8n · Apify

▸ MODULE 03

Step 1 — 🎯 Pick a niche and outcome

Choose one industry you understand and identify a repeatable, painful workflow you can fix in Notion. Talk to 5–10 businesses and map the process, owners, handoffs, and failure points. Use SCAN: Study the business, Calculate the opportunity, Architect the solution, Narrate the results.

Favor high-volume, lower-ticket workflows (many touches, frequent errors) where AI saves time reliably and mistakes are inexpensive.

> **Tip**
> Hyper-niche your first offer (e.g., “AI Notion Speed-to-Lead CRM for local services”). General ‘AI automation’ is crowded and hard to win.

▸ MODULE 04

Step 2 — 🧪 Validate with a one-page offer

Pre-sell before building. Publish a simple page that states the problem, promised outcome, timeline, price, and a clear guarantee. Add 1–3 social proof bullets and a booking link. Email a

small waitlist with an early-adopter program and a payment link to validate demand fast.

Describe the solution as if it exists; collect commitments, not opinions.

> **Tip**
> Use cognitive dissonance: “We’re assigning 5 early slots this week—want one?” It drives decisions without pushiness.

▸ MODULE 05

Step 3 — ☎️ Run discovery like a consultant

Structure calls 70/20/10: 70% diagnosing pain and constraints, 20% mapping outcomes, 10% objections/next steps. Use LRP: Listen, Repeat, Poke to quantify time, error rates, and dollar impact. Keep AI talk minimal; pivot to business outcomes immediately after brief tech answers.

SCRIPT — DISCOVERY OPENER

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

Hi there, I'm [NAME] from [FIRM]. Quick chat to learn your day-to-day so I can spot where Notion + AI gives you time back. You ready? Great. What’s your role and who else touches [PROCESS]? What tools do you use? Biggest headache in your week? Where do errors cause rework, refunds, or churn? If I removed one weekly fire, which one changes your week?
```

PROMPT — LRP QUESTION BANK

```
Use the LRP framework. Listen to their process > Repeat what you heard > Poke with quantifiers: Whose hours are those? What’s their hourly value? How often does this cause an error? What interrupts you most 9–12? Where are you copying/pasting or chasing info? If we eliminate one bottleneck, what’s the immediate downstream impact?
```

> **Tip**
>
> Ask with genuine curiosity (e.g., “What do you think about AI and where do you think it’s going?”). Objections disappear when discovery is strong.

▸ MODULE 06

Step 4 — 📊 Quantify ROI and write scope

Before any build, nail three points: revenue impact, cost reduction, and time leverage. Draft a plain-english scope: objectives, inclusions, exclusions, timeline, client expectations, and payment terms. Explain implementation simply; tie back to ROI with specific metrics.

> **Tip**
>
> Clients don’t buy AI; they buy outcomes. Don’t justify hours—own the deliverables and the result.

▸ MODULE 07

Step 5 — 🧱 Design the Notion template skeleton

Create a clean workspace: core databases (e.g., Leads, Companies, Tasks, Content, Meetings, Docs) with Relations/Rollups that mirror the real workflow. Add properties you’ll need for AI (status flags, prompts, persona fields). Keep the base thin; ship fast and iterate.

Build views for each role (owner, ops, sales) and a top-level dashboard summarizing pipeline, tasks, and KPIs.

> **Tip**
>
> Unsexy, well-structured templates beat flashy builds. Over-building upfront reduces perceived value and slows delivery.

▸ MODULE 08

Step 6 — 🧠 Craft AI prompts that do real work

Use three-part prompting: System (identity/guardrails), User (task/context), Assistant (format/next action). Add industry-specific questions Early (insurance, compliance, location) so the AI collects everything in one pass. Keep outputs structured for Notion (JSON blocks or markdown).

PROMPT — LEAD CAPTURE AGENT (NOTION-READY)

```
System: You are a helpful, friendly, and personal AI agent for [BRAND]. Primary goal: collect the user's full name, email, and company. Be transparent that you're AI. Once all fields are captured, call the `submit_lead()` function with {name, email, company}. Do not ask for other personal info. Tone: concise, warm.
User: [TRANSCRIPT OR CHAT HISTORY]
Assistant: Confirm each field as it's captured. When all three are present, say you're submitting and call `submit_lead()`.
```

PROMPT — AUDIT FROM TRANSCRIPT

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

Hey, I've attached the transcript of a conversation I had with a local business owner. Your job: identify their top bottlenecks and recommend off-the-shelf AI/software tools that could fix them today. Output in sections: Pain Point → Tool(s) → Why it fits → Time/$ impact estimate → Implementation notes for a Notion-based system.
```

PROMPT — CONTENT CALENDAR GENERATOR

```
System: You create a 30-day posting plan for [NICHE] that mixes educational, proof, offer, and engagement posts. Include title, hook, CTA, and suggested asset.
User: Create a diversified 30-day calendar for [BRAND] targeting [ICP] on [PLATFORMS]. Use their offers: [OFFERS]. Keep it brief and paste-ready for Notion.
```

> **Tip**
>
> Customize knowledge: crawl key public pages (about, services, reviews) and feed snippets into prompts so tone and answers fit the client.

▸ MODULE 09

Step 7 — 🔌 Choose and commit to your automation platform

Pick one primary builder and go deep for 90 days. Your goal is speed and reliability: fewer tools, fewer surprises. You can always expand later once your first offerings are profitable.

Platform	What to do in this step
Make.com	Create a scenario; add Notion modules; enable a custom Webhook to receive triggers from Notion; prepare an HTTP module for AI calls.
Zapier	Create a Zap; use Notion triggers; add Webhooks by Zapier for AI calls; set Paths/Filters for branching.
n8n	Spin up n8n (cloud/self-host); add Notion node; set a Webhook node as the trigger; use HTTP Request for AI and other APIs.

Platform	What to do in this step
Google AI Studio	Create a Gemini agent; define tools (function calls) for Notion writes via a webhook; set system instructions and safety settings.

Tip

APIs often do more than native blocks. Start from a copy-paste example and ship the minimum viable call that works.

▸ MODULE 10

Step 8 — 🔐 Connect APIs and keys safely

Understand APIs plainly: you send requests to a server URL and get data back. Start with authentication, copy an example, then make a minimal successful call. Store keys (Notion, OpenAI/Anthropic, Gmail, Perplexity) in secrets, not hard-coded.

If coding, pick a Claude model (Haiku for speed, Sonnet balanced, Opus for complexity) and let Cloud Code suggest fixes in natural language.

Tip

Keys and endpoints cause most bugs. Test with real but non-sensitive data; keep logs; version flows before major edits.

▸ MODULE 11

Step 9 — 🧩 Build from the end backward (test-driven)

Decide the final write into Notion first (target database, fields, formats). Add one module at a time and test thoroughly before adding the next. Use webhooks to decouple triggers from logic so you can replay tests easily.

Platform	What to do in this step
Make.com	HTTP module: set URL, method (POST), headers (Authorization: Bearer [KEY], Content-Type: application/json), and JSON body; map outputs into Notion Create/Update modules.
Zapier	Use Webhooks by Zapier (Custom Request); define authentication header and JSON; follow with Notion Create Database Item; add Filters for status.
n8n	HTTP Request node; import a working curl sample to auto-fill fields; map response into Notion node; branch with IF nodes.
Google AI Studio	Define a function tool like submit_lead(name,email,company,url); the agent calls your webhook; your backend writes to Notion.

> **Tip**
>
> Start with the final Notion write; work backward. It prevents building paths that go nowhere.

▸ MODULE 12

Step 10 — 🧪 Fire test webhooks and refine prompts

Trigger flows with a simple browser POST or a helper app to verify payload shape. Iterate prompts using short samples and assert exact JSON/markdown formats. Use slash commands like /clear, /context, /compact to manage context usage while testing.

Aim to plan 15 min, build 60 min, record a 15-min demo—ship the prototype same day.

> **Tip**
> Keep test records and golden prompts. Regression-test every change before touching live data.

▸ MODULE 13

Step 11 — 🗣️ Add AI features that actually help

Layer practical AI only where it increases speed-to-value: auto-summarize meetings into Notion (Fathom → Claude → Notion), generate first-draft emails or briefs, pre-qualify leads and set next steps, bulk-create content calendars and captions (Ask AI), and create branded PDFs or decks (Gamma).

Optional: use AI Studio with Gemini for voice/vision capture (e.g., voice notes → structured Notion entries); alert via Twilio SMS for hot-lead fields.

> **Tip**
> Avoid low-volume, high-stakes flows where small AI errors are costly. Keep humans on final decisions.

▸ MODULE 14

Step 12 — 📦 Package 3 in-demand AI Notion templates

Template A — AI Speed-to-Lead CRM: lead inbox, SLA timers, one-tap outreach, qualification form, AI reply drafts, and booked-meeting checklist.

Template B — Content OS: ideas/briefs/assets databases; AI topic ideation, 30-day scheduling, captions; VO3/Opus/Descript hooks for repurposing.

Template C — Ops Assistant: searchable Docs/FAQ with custom GPT trained on client content; request intake; routine checklists; escalation rules.

> **Tip**
> Thin, focused tools win. AI chat agents alone are crowded—pair them with a clear workflow and KPI lift.

▸ MODULE 15

Step 13 — 🎬 Create demos and live proof

Record a <60s demo per template showing inputs → AI → Notion output. On calls, show the finished package with client colors and copy. Create a quick lead magnet (checklist/mini-guide) with branding using your AI tooling to capture interest.

Front-load social proof: lead with results, then reveal how the system works.

SCRIPT — QUICK DEMO TALK TRACK

```
I'll show 60 seconds: a lead comes in → AI pre-qualifies → status flips in
Notion → owner gets notified. Then we'll look at the dashboard that tracks time
saved and follow-ups.
```

> **Tip**
>
> Show, don’t tell. Finished product beats pitch decks and boosts commitment.

▸ MODULE 16

Step 14 — 🌐 Publish a simple site with a clear offer

Use a barebones builder to publish your one-page offer. Spell out what you do, cost, deliverables, and turnaround. Make booking/no-brainer next steps obvious and include a performance-based guarantee aligned to outcomes.

Keep messaging about results—reduce mentions of “AI” if it distracts from business value.

> **Tip**
>
> AI-to-AI buying is coming. Offers win when they’re structured, comparable, and outcome-first.

▸ MODULE 17

Step 15 — ✉️ Launch cold outreach and warm partnerships

Scrape targeted lists (titles: founder/owner/partner/COO/ops) with Apollo/Ampify/LinkedIn SN. Run Instantly campaigns with personalized first lines and meaningful value. Post content where your buyers already hang out and offer referral incentives. Text your network asking who needs time back via Notion + AI. Host free office hours at coworking/realtor hubs.

Set instant reply notifications; speed matters. Don’t hammer the same audience with identical campaigns.

EMAIL — 60S DEMO INVITE

```
Subject: 60-sec system that fixes [X]
Hey [NAME], I built a workflow that solves [X pain point]. I've got a 60-second
demo showing it in action. Want me to set it up for you?
```

EMAIL — ROI FRAMING

```
Subject: Give back 20 hrs/mo in [PROCESS]
You're doing [PROCESS] manually ~[HRS]/week. If time is $[RATE]/hr, that's
$[WEEKLY] weekly. Over a year, ~$[ANNUAL]. If I build a system that removes it,
paying $[PRICE] is a no-brainer—because you get back [HOURS] hours and save
~$[SAVINGS] this year.
```

EMAIL — NO-PITCH DISCOVERY

```
Subject: Mapping the top drains in [NICHE]
Hey [NAME], in 15 minutes I'll quantify your biggest bottleneck and show where
Notion + AI helps (and where it doesn't). No pitch unless you ask—I'm learning
how to provide real value.
```

EMAIL — REDESIGNED WEBSITE OUTREACH

```
Subject: Redesigned your site
Hey, I redesigned your website using AI. Here it is. If this seems interesting,
let me know. If not, your marginal cost was basically nothing.
```

Tip

Cold email is professional door-knocking—make it personal and genuinely useful. Batch tasks (all emails, all replies) to stay consistent.

▸ **MODULE 18**

Step 16 — 💼 Use freelancing marketplaces for early wins

List tidy, outcome-based gigs (e.g., “Notion CRM with AI pre-qualification in 72 hours”). Submit tight proposals with a 60-sec loom demo and a clear guarantee. Collect fast testimonials and iterate your copy using insights from client messages and comments.

> **Tip**
> Optimize for experience first—even a free or low-fee first project can unlock proof and referrals.

▸ MODULE 19

Step 17 — 🤝 Sell consultatively and close cleanly

Run a learning-first sales meeting; present outcomes in their numbers; then your solution. Use an assumptive close and a simple risk-reversal aligned to discussed value. Keep tech explanations brief and pivot back to impact.

Position as owning a business result, not adding another tool.

LINE — ASSUMPTIVE CLOSE

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

SCRIPT — RISK REVERSAL

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

> **Tip**
>
> Handle objections upfront through discovery. Most late-stage objections vanish when the business case is clear.

▸ MODULE 20

Step 18 — 🧾 Confirm scope and expectations in writing

Send a one-page scope: objectives, inclusions/exclusions, timeline, cost, payment schedule, client responsibilities, and change-request policy. Be explicit about data sources, AI boundaries, and human-in-the-loop steps.

> **Tip**
>
> In agencies, poor scoping ruins margins. Keep it tight to protect delivery and trust.

▸ MODULE 21

Step 19 — 🛠️ Implement, train, and hand off

Deploy the template, connect automations, and run a live test on the client's data. Train stakeholders using a short Notion guide and a 20-minute call. Deliver a quickstart checklist and a 14-day punchlist for feedback-driven tweaks.

> **Tip**
>
> Position as augmenting staff, not replacing jobs—adoption rises when people feel supported.

▸ MODULE 22

Step 20 — 📈 Track ROI and communicate wins

Collect baseline vs. after data: hours saved, error reduction, money saved/earned. Build a Notion dashboard or a DashThis view to show KPIs. Proactively share weekly highlights and monthly summaries. Ask for referrals when results are clear.

> **Tip**
> Use specific metrics (e.g., “pre-qual response times down 42%”)—vague claims don’t persuade.

▸ MODULE 23

Step 21 — 💰 Set pricing and guarantees around ROI

Anchor projects to value (typical $1.5k–$10k for AI automations) and offer simple retainers for support and iteration (e.g., monthly). Package a 3-month premium program if you’re delivering leads + tooling. Add a performance-aligned guarantee where feasible.

TEMPLATE — ONE-PAGE OFFER

```
Problem: [PAIN]
Promise: We [OUTCOME] with an AI-powered Notion system.
Timeline: [X] days to live; [Y] days to optimize.
Price: $[PROJECT]/one-time + $[RETAINER]/mo (optional).
Guarantee: If it doesn’t deliver [AGREED METRIC], we [CREDIT/REFUND].
What you get: [BULLETS].
```

> **Tip**
> Pricing by outcomes is easier than hourly. Don’t underprice audits—low fees erode perceived value and upsells.

▸ MODULE 24

Step 22 — 🔄 Productize after consistent delivery

Start with custom projects to pay down knowledge debt. Once you've delivered consistent results and partners promote you, productize the winning templates. Keep headcount light; let AI run workflows and reserve yourself for high-leverage steps.

> **Tip**
> Anything that scales too easily gets commoditized. Your moat is distribution + trust + guaranteed outcomes.

▸ MODULE 25

Step 23 — 🧯 Troubleshoot and maintain like a pro

Expect endpoint, encoding, and auth errors. Use Claude's Cloud Code to diagnose and auto-suggest fixes in plain English; accept edits judiciously. Connect your repo to trigger.dev or Modal for scheduled runs and safe rollouts. Keep environment variables for all keys; log every run.

PROMPT — SELF-FIX REQUEST (CLAUDE CLOUD CODE)

```
You are my automation engineer. Diagnose why this request to [API] fails
(payload + response below). Propose a minimal change to fix it and explain
risks. Apply changes with my approval only. If you need to test, generate a
safe mock payload.

cURL:
[PASTE]

Response:
[PASTE]
```

> **Tip**
>
> You don't need wizard-level code skills—learn just enough to talk reliable systems and ship fixes fast.

▸ MODULE 26

Step 24 — 🚀 Scale lean with systems and distribution

Batch revenue work daily (outreach, follow-ups, demos). Build distribution by partnering with voices in your niche. Stack agents/flows behind the scenes and loop yourself in only for high-leverage decisions. Consider a venture-studio mindset to test multiple micro-offers with minimal overhead.

> **Tip**
>
> Sell time saved, money saved, and new revenue. Tools will commoditize—the outcomes won't.

▸ MODULE 27

Step 25 — 🧭 Be smart about where NOT to use AI

In high-ticket sales, even a small conversion dip can cost big—keep humans in closing loops. Compare cost savings versus revenue risk when automating. Be transparent about AI; users accept it when the experience is clearly better than old phone trees or chatbots.

> **Tip**
> Position automation as augmenting, not replacing. Reserve nuanced conversations for people; use AI for speed and scale.

▸ MODULE 28

Step 26 — 🔎 Run audits and upsell with proof

Offer paid audits to warm contacts or peer groups. Feed call transcripts into Claude to map pains → off-the-shelf tools → an AI-Notion plan. Send the report within 48 hours and book a 30-minute review to present ROI and propose implementation/retainer.

PROMPT — AUDIT REPORT GENERATOR

```
Analyze this transcript and produce: (1) Top 5 bottlenecks with quantified time/$ impact, (2) Off-the-shelf tools to fix each, (3) A Notion + automation architecture, (4) Quick win within 7 days, (5) 90-day roadmap with milestones and owner.
```

> **Tip**
> Most buyers want proven, battle-tested solutions—use audits to show they can get results quickly with familiar tools.

▸ MODULE 29

Mistakes to avoid



OVER-ENGINEERING

Multi-agent complexity and stitched vendors add time and fragility without adding value.



TECH-FIRST SELLING

Talking AI instead of ROI lowers close rates. Lead with outcomes and social proof.



STARTING FROM THE BEGINNING

Build from the final Notion write backward; test each module before adding the next.



VAGUE SCOPING

Unclear inclusions/exclusions wreck margins. Write crisp scopes and change policies.



SPRAY-AND-PRAY OUTREACH

Repeating the same campaign to the same audience burns the list and kills replies.



PRODUCTIZE TOO EARLY

Avoid templating before you've delivered consistent custom wins and distribution.



HIGH-STAKES AUTOMATION

Automating low-volume, high-ticket steps can tank revenue with tiny conversion drops.



NO FOLLOW-UPS

Skipping recurring check-ins loses testimonials, referrals, and easy upsells.



UNDERPRICING AUDITS

Cheap assessments reduce perceived value; price to match decision quality.



BUSYWORK

Perfecting websites/cards beats no revenue. Ship, sell, and iterate with data.

▸ MODULE 30

Income Forecast

$1,500–$10,000
Typical AI automation project range (source-reported)

$3,000–$10,000
Project values that justify personalized outreach (source-reported)

$6,200 / 3 months
Example premium package for services + tools (source-reported)

$5,000 / month
Example MRR with 10 clients at $500 each (source-reported scenario)

$1,000–$4,000 / month
Reported monthly from AI receptionist-style retainers (source-reported)

$83,000 / month
Example AI venture MRR with lean team (source-reported)

▸ MODULE 31

Resources

RESOURCES

Notion API Reference	Database, pages, auth, and examples ↗
Notion Template Gallery	Market research and inspiration ↗
Futurepedia	Directory of AI tools for research ↗
AI For That	Explore off-the-shelf AI tool options ↗

HTTP Status Codes — Troubleshoot API responses ↗

Stripe Payment Links — Fast pre-sell checkout without code ↗

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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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