



⚡ Grounded in 12+ creator transcripts

AI for Local Businesses: How to Sell Recurring AI Services to Main Street

A step-by-step, evidence-backed guide to launching a profitable AI services business for local companies—using proven scripts, pricing, and outreach tactics that real agency owners use.

📌 Updated for 2026

💰 **\$197–\$500/mo/client** Typical recurring revenue per client (source: creator/agency data)

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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.

[Get the Full Guide Vault →](#)

🔒 Includes checklists, scripts & source-backed insights

YOU WILL LEARN

Who This Guide Is For

Problem This Business Solves

The Offer That Actually Sells

Business Snapshot

Who Pays For It

Startup Cost — Real Breakdown

▶ **MODULE 01**

Who This Guide Is For

This guide is for solo operators, agency founders, and freelancers who want to sell AI-powered services to local businesses—without building custom software or hiring a team. If you want a recurring revenue business that can be launched with minimal tech skills, and you want to use proven, real-world tactics (not theory), this is for you.

▶ **MODULE 02**

Business Snapshot

**\$197–
\$500/mo/client**

Typical recurring revenue per client (source: creator/agency data)

\$97–\$297/mo

Software cost (HighLevel, GoFreeTrial, etc.)—covers unlimited clients

1–2 weeks

Time to first client (reported by creators)

Zero–\$300

Startup cost (can start with free trials, pay after first client)

100+

Real agencies using this model (see sources)

Problem This Business Solves

Most local businesses lose customers because they miss calls, fail to follow up, or have unoptimized Google listings. They're busy running their business—not managing tech. AI-powered systems (like AI receptionists, automated review requests, and lead follow-up) solve these problems by capturing more leads and converting them—without the owner lifting a finger.

Who Pays For It

Service-based local businesses: plumbers, dentists, chiropractors, auto repair shops, salons, roofers, HVAC, gyms, massage therapists, realtors, and more. These businesses typically charge \$500–\$10,000 per job (see sources), so even a small increase in leads or reviews is worth hundreds or thousands to them.

The Offer That Actually Sells

The winning offer is a bundled system: an AI receptionist (answers calls 24/7, books appointments), automated review requests (boosts Google ranking), and lead capture/follow-up (no more missed customers). Most agencies give away the website or audit for free, then charge \$197–\$500/month for the system that runs behind it. The pitch: 'We install a system that captures 20–30% more customers without extra ad spend.'

Startup Cost — Real Breakdown

Item	Cost	Notes
HighLevel software (agency plan)	\$97/mo (first 2 clients)	Up to 2 clients; \$297/mo for unlimited
GoFreeTrial (AI website builder)	Free trial, then \$97–\$197/mo	Includes AI site + SMS automation
TrySmartScraprer (lead scraping)	Free–\$29/mo	Chrome extension for Google Maps data
Clearout Phone (cell validation)	First 100 free, then pay-as-you-go	Validates phone numbers for SMS
Domain/website (optional)	\$12–\$20/yr	Not required to start
Total to first client	Zero–\$300	Most tools have free trials; pay after first sale

▶ MODULE 07

Skill Requirements

Skill	Level Needed	Notes
Basic computer literacy	Low	Using web apps, spreadsheets
Copy/paste automation	Low	Most systems are templates
Outbound messaging/calling	Medium	Scripts provided—no sales experience needed
Google Maps research	Low	Finding businesses and reviewing listings
Client onboarding	Medium	Setting up AI receptionist or review system (step-by-step guides available)

▶ MODULE 08

Step-by-Step Launch Plan

- 1 Pick a niche (e.g., plumbers, dentists, roofers) and city—start with what you know.
- 2 Use Google Maps to find 50–100 local businesses (see 'Insider Secrets' for scraping tools).
- 3 Transfer business info to a spreadsheet (name, phone, website, review count).
- 4 Sign up for HighLevel or GoFreeTrial (free trial covers first clients).
- 5 Set up a demo AI receptionist or website using built-in templates.
- 6 Send personalized outreach (email, SMS, or call) using the scripts below.
- 7 Offer a free audit or demo—show how their business is losing leads or missing reviews.

- 8 Book a 15-minute call to walk through the system.
- 9 Close the client at \$197–\$500/mo recurring.
- 10 Onboard the client: connect their phone/calendar, set up automations, and deliver a monthly report.

▶ **MODULE 09**

First 7 Days

- 1 Day 1: Pick a niche and city. Research 50+ businesses on Google Maps.
- 2 Day 2: Use TrySmartScraper to extract business details into a spreadsheet.
- 3 Day 3: Sign up for HighLevel or GoFreeTrial (use free trial).
- 4 Day 4: Build a demo AI receptionist or website using templates.
- 5 Day 5: Send 20–30 personalized outreach messages (email/SMS/call) to business owners.
- 6 Day 6: Follow up with non-responders using the 'forgot to mention' script.
- 7 Day 7: Book and run your first 15-minute audit/demo call.

▶ **MODULE 10**

First 30 Days

- 1 Repeat outreach to 20–50 new businesses per week.
- 2 Refine your demo and audit process based on feedback.
- 3 Close 1–3 clients (typical reported by creators in 2–4 weeks).

- 4 Collect testimonials/case studies from first clients.
- 5 Automate onboarding with HighLevel or GoFreeTrial workflows.
- 6 Begin upselling additional services (see 'Upsell Ideas').
- 7 Systematize outreach—consider bulk email/SMS tools built into HighLevel.

▶ **MODULE 11**

Insider Secrets & Shortcuts

- 1 Use TrySmartScraper (Chrome extension) to extract 100+ business leads from Google Maps in minutes (source: 'New AI Side Hustle').

- 2 Validate which phone numbers are cell phones with Clearout Phone—first 100 are free (source: same).

- 3 Send cold SMS at scale using GoFreeTrial's built-in workflow—import your list, tag, and automate follow-ups (source: same).

- 4 HighLevel's prospecting tool auto-generates audit PDFs for each business, scoring them on review count, website status, and more—send this as your 'value-first' outreach (source: 'I've Made Thousands of Cold Calls').

- 5 Pitch a 'free AI audit' as your opener—this gets more meetings than a direct pitch (source: 'How I Sell AI Receptionists to Local Businesses with Cold Calling').

- 6 For businesses with no website, offer to build a demo site first and send a text: 'I already built you a website. Want to see it?' (source: 'New AI Side Hustle').

▶ **MODULE 12**

How To Find Your First Customers

Start with Google Maps: search your chosen niche and city, click 'More businesses', and collect businesses with low reviews, missing websites, or incomplete profiles. Use TrySmartScraper to speed up data collection. Focus on small, independent businesses (not franchises) and those not running heavy ads. For warm outreach, message any business owners you know personally—this is often the fastest first sale.

▶ **MODULE 13**

Copy/Paste Outreach Script

▶ **MODULE 14**

Pricing Model

Service	Monthly Fee	Setup Fee	Notes
AI receptionist + review automation	\$197– \$297	\$0– \$199	Most agencies waive setup to close faster
AI website + automations	\$200– \$500	\$0– \$500	Some charge \$800–\$2,500 for custom builds
Google Business Profile optimization	\$197– \$297	\$0– \$199	Recurring for ongoing review/lead gen
All-in-one system (bundle)	\$300– \$500	\$0– \$500	Most profitable, lowest churn

▶ **MODULE 15**

Upsell Ideas

- 1 Add automated review requests—charge \$100–\$200/mo extra (source: 'What to Charge as a New Agency Owner').
- 2 Offer Google Business Profile optimization as a recurring service.
- 3 Sell AI-generated video content for social media using tools like Key AI and Botato (source: 'Claude Cowork').
- 4 Bundle SMS/text marketing or appointment reminders.
- 5 Add website chat widgets or survey forms (AI-powered).

▶ MODULE 16

Risks / Legal / Compliance

Red Flags & Risks

Cold outreach (SMS/email) must comply with local laws (e.g., TCPA in the US). Always include opt-out language in SMS ('Reply STOP to unsubscribe'). Some business owners may be skeptical of AI—be ready to demo real results. Avoid overpromising; not every business will see instant ROI. For AI receptionist, ensure call recordings and data handling follow privacy regulations.

▶ MODULE 17

Source Notes

"The software that runs the whole review system, automatically sending review requests to customers and tracking responses and putting together monthly reports, is called HighLevel. It's the platform I use to run my entire agency. Starts at \$97 a month, which covers you and your first two clients."

— **What to Charge as a New Agency Owner**

- [1] How I Sell AI Receptionists to Local Businesses with Cold Calling (COMPLETE SYSTEM)
- [2] How to Get Paid Every Month for Connecting Local Business Clients to ONE Software
- [3] New AI Side Hustle: Turn Ugly Local Websites Into \$200/mo Clients (in 5min)
- [4] I've Made Thousands of Cold Calls. Here's Why I Stopped And What I Do Instead
- [5] What to Charge as a New Agency Owner (And How to Say It Without Flinching)
- [6] How I Sign Local Business Clients With ONE Simple System (No Custom Work)
- [7] Get Your First Agency Clients as a Beginner (Zero Cold Calling, Zero Ads)
- [8] Claude Cowork | Instagram Reels on Autopilot — Turn Photos into Cinematic Reels
- [9] The BEST Place to Find Clients Who Are READY to Pay (They NEED Your Help!)

▶ RESOURCE GUIDE

Resources, Certifications & Direct Links

Tap straight into search results, certification training, and paid apprenticeships for this path.

🔍 DIRECT SEARCH LINKS

Google Trends — demand

is it growing? ↗

Reddit — unfiltered reality

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real talk ↗



YouTube — free how-tos

walkthroughs ↗

Upwork — who's paying now

live demand ↗

Google — competitor pricing

what to charge ↗

Hack

Set a saved-search alert on **Indeed** + **LinkedIn** for this exact term — new roles hit your inbox before they're crowded.

▶ TOOL GUIDE

Tool Stack — Organized by Category

Every tool for this path, grouped by category. Free tools first, paid last. Tap any logo to open it.

AI Assistants

5 free · 1 paid



ChatGPT

Writing, ideation, prompts, drafts

Free



Claude

Long docs, reasoning, coding, agents

Free



Google Gemini

Google-integrated AI

Free



Perplexity

AI research with live sources

Free



Poe

Many AI models in one app

Free



Grok







X-integrated AI

Paid










AI Builders & Agents

6 free · 0 paid

 Bolt	AI full-stack app builder	Free	↗
 Cursor	AI code editor	Free	↗
 Lovable	Prompt-to-app builder	Free	↗
 Replit	Build + host apps with AI	Free	↗
 v0 by Vercel	AI UI/component generator	Free	↗
 Windsurf	Agentic AI IDE	Free	↗








Automation & No-Code

7 free · 0 paid

 Airtable	Database / CRM / trackers	Free	↗
 Bubble	No-code web apps	Free	↗
 Glide	Apps from spreadsheets	Free	↗
 Make	Visual automation / scenarios	Free	↗
 n8n	Open-source workflow automation	Free	↗
 Softr	No-code apps/portals on Airtable	Free	↗
 Zapier	App-to-app automation	Free	↗




Outreach & Sales








2 free · 5 paid

	Apollo	B2B lead database + outreach	Free	↗
	Hunter	Find + verify emails	Free	↗
	Clay	AI lead enrichment + lists	Paid	↗
	Instantly	Cold email sending + warmup	Paid	↗
	Lemlist	Personalized cold outreach	Paid	↗
	LinkedIn Sales Navigator	Prospecting on LinkedIn	Paid	↗
	Smartlead	Cold email at scale	Paid	↗

CRM











1 free · 2 paid

	HubSpot CRM	Free CRM + pipeline	Free	↗
	Close	CRM built for calling	Paid	↗
	Pipedrive	Sales pipeline CRM	Paid	↗

	Canva	Graphics, thumbnails, templates	Free	↗
	Carrd	One-page sites (cheap)	Free	↗
	Figma	UI/graphic design	Free	↗
	Framer	AI website builder	Free	↗
	Webflow	Visual website builder	Free	↗
	Durable	AI site for local business	Paid	↗
	Relume	AI sitemaps + components	Paid	↗

Selling & Monetization

6 free · 4 paid

	Beehiiv	Newsletter + monetization	Free	↗
	Gumroad	Sell digital products	Free	↗
	Lemon Squeezy	Sell software/digital (handles tax)	Free	↗
	Substack	Paid newsletters	Free	↗
	Teachable	Host and sell courses	Free	↗
	Whop	Sell access, communities, products	Free	↗
	Kajabi	All-in-one course/membership	Paid	↗
	Shopify	Ecommerce store	Paid	↗
	Skool	Paid communities + courses	Paid	↗
	Stan Store	Link-in-bio storefront	Paid	↗

Money tip

Stack the **free** tools first. Only pay once a tool is directly making or saving you money.

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This guide is 1% of what members get

The community unlocks the tools that do the heavy lifting for you:



OmniCut

Upload any video — get back a timestamped, cut-by-cut edit blueprint: hooks, vocal cues, effects and animation calls, all mapped to the viral frameworks behind our own content. You (or your AI editor) just follow the map.



JobHacki Resume Builder

Our exact one-page, recruiter-tested template — auto-built from your LinkedIn in minutes, exported as an editable doc + PDF.



JobHacki Readiness Simulator

Paste any job link. Get tested on what the role actually requires, see your readiness score, and get the fastest study path to close the gaps.



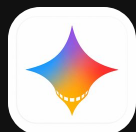
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Join free today — founding-member pricing locks in before the tools go paid.

WHAT EACH TOOL ACTUALLY DOES



OmniCut

OmniCut watches your entire video the way an elite editor would — every frame, the full transcript, your offer and what you're actually selling — then runs it through the viral frameworks behind our own content. What you get back is a timestamped editing score: your video chopped into 10-second sequences, each with exact vocal cues, audio cues, effect calls and animation directions. Copy a sequence, paste it into Gemini Omni, and generate that cut — then the next, then the next, until the whole edit is done. Runs as a custom GPT inside ChatGPT (you'll need a ChatGPT account), purpose-built for Gemini Omni video editing the day it drops.



JobHacki Resume Builder

Drop in your LinkedIn (or paste your experience) and it rebuilds everything into the exact one-page format we use: tight summary line, education with the details recruiters scan for, metric-driven experience bullets, and the 10-category skills stack that beats ATS keyword filters. Out comes a polished PDF plus a fully editable doc — change any line later without starting over. Single-industry and multi-industry versions included.



JobHacki Readiness Simulator

Paste a real job posting link. The simulator breaks down what that role actually demands — skills, tools, terminology, scenarios — and tests you on it: multiple choice, written answers, even voice roleplay for interviews and sales calls. You get a Readiness Score out of 100 across skill match, tool match, communication and interview readiness, plus the exact study plan to close your gaps — linked straight to the guides, certs and resources that fix them.



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The full living library: 100+ grounded, step-by-step playbooks across AI businesses, careers, trades, healthcare paths and side income — every one built from people who actually did it, never theory. Our AI researchers monitor hundreds of creators and sources around the clock, so tools, pay data and methods stay current. Search it, filter it, read online or download any guide as a PDF.

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