

SMARTFOUNDR AI

THE 100 BUSINESS OPPORTUNITY BOOK

100 businesses you can start before you quit your job.

START SMALL. GET A CUSTOMER. BUILD FROM THERE.

This isn't a list of "get rich quick" ideas. It's a menu of real business models—many service-based, low-overhead, and testable before you make a huge commitment.

Your job isn't to find the perfect business. Your job is to find one you can execute.

FREE RESOURCE • 2026 EDITION

How to use this book

Don't read all 100 ideas looking for permission. Scan them looking for a business that matches your skills, budget, access to customers, and willingness to do the work.

The 5-question filter

1	Can I start this with money I can realistically afford to risk?
2	Do I know where my first 10 potential customers are?
3	Can I deliver the result without building a huge operation?
4	Can I get paid before spending months building?
5	Would I still do this after the novelty wears off?

A note on the numbers

Startup costs and earning examples are rough planning ranges, not guarantees. Your location, skills, equipment, customer acquisition costs, taxes, insurance, regulations, and competition can change the economics dramatically. Validate the numbers before spending money.

The AI advantage

AI can help with research, offers, customer messaging, content, proposals, follow-ups, systems, and repetitive work. It doesn't replace finding a real customer with a real problem.

Business Opportunities 1-4

1. Mobile car detailing

Startup: \$300-\$1,000 Difficulty: ★★☆☆☆

Customer: Local vehicle owners Typical sale: \$150-\$300/detail

First-customer channel: Local groups + direct outreach

AI can help with: research, outreach, content, proposals, follow-ups, scheduling, and repeatable workflows.

2. House cleaning

Startup: \$100-\$400 Difficulty: ★★☆☆☆

Customer: Busy households Typical sale: \$120-\$250/visit

First-customer channel: Neighborhood groups + referrals

AI can help with: research, outreach, content, proposals, follow-ups, scheduling, and repeatable workflows.

3. Lawn care

Startup: \$300-\$1,200 Difficulty: ★★☆☆☆

Customer: Homeowners Typical sale: \$40-\$100/yard

First-customer channel: Door-to-door + local groups

AI can help with: research, outreach, content, proposals, follow-ups, scheduling, and repeatable workflows.

4. Pressure washing

Startup: \$500-\$2,000 Difficulty: ★★★☆☆

Customer: Homeowners & small businesses Typical sale: \$150-\$500/job

First-customer channel: Google Maps + flyers

AI can help with: research, outreach, content, proposals, follow-ups, scheduling, and repeatable workflows.

Business Opportunities 5-8

5. Window cleaning

Startup: \$200-\$800 Difficulty: ★★☆☆☆

Customer: Homes & storefronts Typical sale: \$100-\$300/job

First-customer channel: Local businesses + neighborhoods

AI can help with: research, outreach, content, proposals, follow-ups, scheduling, and repeatable workflows.

6. Junk removal

Startup: \$500-\$3,000 Difficulty: ★★★☆☆

Customer: Homeowners & landlords Typical sale: \$150-\$600/job

First-customer channel: Facebook groups + realtors

AI can help with: research, outreach, content, proposals, follow-ups, scheduling, and repeatable workflows.

7. Moving labor

Startup: \$200-\$800 Difficulty: ★★☆☆☆

Customer: People moving locally Typical sale: \$100-\$250/hour

First-customer channel: Moving groups + referrals

AI can help with: research, outreach, content, proposals, follow-ups, scheduling, and repeatable workflows.

8. Garage cleanouts

Startup: \$200-\$1,000 Difficulty: ★★★☆☆

Customer: Homeowners Typical sale: \$250-\$1,000/job

First-customer channel: Neighborhood outreach

AI can help with: research, outreach, content, proposals, follow-ups, scheduling, and repeatable workflows.

Business Opportunities 9-12

9. Pet waste removal

Startup: \$100-\$500 Difficulty: ★☆☆☆☆

Customer: Dog owners Typical sale: \$15-\$30/visit

First-customer channel: Door hangers + local groups

AI can help with: research, outreach, content, proposals, follow-ups, scheduling, and repeatable workflows.

10. Dog walking

Startup: \$50-\$300 Difficulty: ★☆☆☆☆

Customer: Busy pet owners Typical sale: \$20-\$40/walk

First-customer channel: Referrals + neighborhood apps

AI can help with: research, outreach, content, proposals, follow-ups, scheduling, and repeatable workflows.

11. Pet sitting

Startup: \$50-\$300 Difficulty: ★☆☆☆☆

Customer: Traveling pet owners Typical sale: \$30-\$75/day

First-customer channel: Referrals + local groups

AI can help with: research, outreach, content, proposals, follow-ups, scheduling, and repeatable workflows.

12. Mobile notary

Startup: \$300-\$800 Difficulty: ★★☆☆☆

Customer: Individuals & businesses Typical sale: \$50-\$150/appointment

First-customer channel: Local SEO + networking

AI can help with: research, outreach, content, proposals, follow-ups, scheduling, and repeatable workflows.

Business Opportunities 13-16

13. Senior errand service

Startup: \$100-\$500 Difficulty: ★★☆☆☆

Customer: Seniors & families Typical sale: \$25-\$50/hour

First-customer channel: Community groups + referrals

AI can help with: research, outreach, content, proposals, follow-ups, scheduling, and repeatable workflows.

14. Home organizing

Startup: \$100-\$500 Difficulty: ★★☆☆☆

Customer: Busy households Typical sale: \$50-\$100/hour

First-customer channel: Before/after content + referrals

AI can help with: research, outreach, content, proposals, follow-ups, scheduling, and repeatable workflows.

15. Closet organization

Startup: \$100-\$600 Difficulty: ★★☆☆☆

Customer: Homeowners Typical sale: \$200-\$800/project

First-customer channel: Local social media

AI can help with: research, outreach, content, proposals, follow-ups, scheduling, and repeatable workflows.

16. Airbnb turnover cleaning

Startup: \$200-\$700 Difficulty: ★★☆☆☆

Customer: Short-term rental hosts Typical sale: \$75-\$200/turn

First-customer channel: Host outreach

AI can help with: research, outreach, content, proposals, follow-ups, scheduling, and repeatable workflows.

Business Opportunities 17-20

17. Airbnb restocking

Startup: \$100-\$500 Difficulty: ★★☆☆☆

Customer: Short-term rental hosts Typical sale: \$50-\$200/turn

First-customer channel: Host outreach

AI can help with: research, outreach, content, proposals, follow-ups, scheduling, and repeatable workflows.

18. Pool cleaning

Startup: \$500-\$2,000 Difficulty: ★★★☆☆

Customer: Pool owners Typical sale: \$100-\$200/month

First-customer channel: Neighborhood outreach

AI can help with: research, outreach, content, proposals, follow-ups, scheduling, and repeatable workflows.

19. Trash-bin cleaning

Startup: \$300-\$1,000 Difficulty: ★★☆☆☆

Customer: Homeowners Typical sale: \$15-\$30/month

First-customer channel: Neighborhood marketing

AI can help with: research, outreach, content, proposals, follow-ups, scheduling, and repeatable workflows.

20. Holiday light installation

Startup: \$500-\$2,000 Difficulty: ★★★☆☆

Customer: Homeowners & businesses Typical sale: \$500-\$2,000/job

First-customer channel: Local outreach + referrals

AI can help with: research, outreach, content, proposals, follow-ups, scheduling, and repeatable workflows.

Business Opportunities 21-24

21. Event setup & teardown

Startup: \$200-\$800 Difficulty: ★★☆☆☆

Customer: Event hosts Typical sale: \$300-\$1,000/event

First-customer channel: Venues + planners

AI can help with: research, outreach, content, proposals, follow-ups, scheduling, and repeatable workflows.

22. Photo booth rental

Startup: \$1,000-\$4,000 Difficulty: ★★★☆☆

Customer: Events & weddings Typical sale: \$400-\$1,200/event

First-customer channel: Venue partnerships

AI can help with: research, outreach, content, proposals, follow-ups, scheduling, and repeatable workflows.

23. Balloon decor

Startup: \$200-\$800 Difficulty: ★★☆☆☆

Customer: Parties & events Typical sale: \$200-\$1,000/event

First-customer channel: Instagram + referrals

AI can help with: research, outreach, content, proposals, follow-ups, scheduling, and repeatable workflows.

24. Picnic setup service

Startup: \$300-\$1,000 Difficulty: ★★☆☆☆

Customer: Couples & parties Typical sale: \$150-\$500/setup

First-customer channel: Instagram + local search

AI can help with: research, outreach, content, proposals, follow-ups, scheduling, and repeatable workflows.

Business Opportunities 25-28

25. Wedding content creator

Startup: \$100-\$500 Difficulty: ★★★☆☆

Customer: Engaged couples Typical sale: \$500-\$1,500/event

First-customer channel: TikTok/Instagram + planners

AI can help with: research, outreach, content, proposals, follow-ups, scheduling, and repeatable workflows.

26. Real-estate listing photos

Startup: \$500-\$2,000 Difficulty: ★★★☆☆

Customer: Real-estate agents Typical sale: \$150-\$400/listing

First-customer channel: Agent outreach

AI can help with: research, outreach, content, proposals, follow-ups, scheduling, and repeatable workflows.

27. Drone photography

Startup: \$800-\$2,500 Difficulty: ★★★☆☆

Customer: Agents & businesses Typical sale: \$200-\$500/job

First-customer channel: Agent networking

AI can help with: research, outreach, content, proposals, follow-ups, scheduling, and repeatable workflows.

28. Real-estate video tours

Startup: \$500-\$2,000 Difficulty: ★★★☆☆

Customer: Real-estate agents Typical sale: \$250-\$750/listing

First-customer channel: Agent outreach

AI can help with: research, outreach, content, proposals, follow-ups, scheduling, and repeatable workflows.

Business Opportunities 29-32

29. Virtual staging

Startup: \$50-\$300 Difficulty: ★★☆☆☆

Customer: Real-estate agents Typical sale: \$20-\$75/image

First-customer channel: Agent outreach

AI can help with: research, outreach, content, proposals, follow-ups, scheduling, and repeatable workflows.

30. Rental property listing service

Startup: \$100-\$500 Difficulty: ★★☆☆☆

Customer: Small landlords Typical sale: \$150-\$500/listing

First-customer channel: Property-owner outreach

AI can help with: research, outreach, content, proposals, follow-ups, scheduling, and repeatable workflows.

31. Social media management

Startup: \$100-\$500 Difficulty: ★★★☆☆

Customer: Local businesses Typical sale: \$500-\$2,000/month

First-customer channel: Direct outreach

AI can help with: research, outreach, content, proposals, follow-ups, scheduling, and repeatable workflows.

32. Short-form video editing

Startup: \$100-\$500 Difficulty: ★★☆☆☆

Customer: Creators & businesses Typical sale: \$300-\$1,500/month

First-customer channel: Creator outreach

AI can help with: research, outreach, content, proposals, follow-ups, scheduling, and repeatable workflows.

Business Opportunities 33-36

33. YouTube thumbnail design

Startup: \$50-\$300 Difficulty: ★★☆☆☆

Customer: YouTubers Typical sale: \$25-\$100/thumbnail

First-customer channel: Creator communities

AI can help with: research, outreach, content, proposals, follow-ups, scheduling, and repeatable workflows.

34. YouTube editing

Startup: \$100-\$500 Difficulty: ★★★☆☆

Customer: YouTubers Typical sale: \$300-\$2,000/month

First-customer channel: Creator outreach

AI can help with: research, outreach, content, proposals, follow-ups, scheduling, and repeatable workflows.

35. Podcast editing

Startup: \$100-\$500 Difficulty: ★★☆☆☆

Customer: Podcasters Typical sale: \$200-\$1,000/month

First-customer channel: Podcast outreach

AI can help with: research, outreach, content, proposals, follow-ups, scheduling, and repeatable workflows.

36. Newsletter management

Startup: \$50-\$300 Difficulty: ★★☆☆☆

Customer: Creators & businesses Typical sale: \$300-\$1,500/month

First-customer channel: Direct outreach

AI can help with: research, outreach, content, proposals, follow-ups, scheduling, and repeatable workflows.

Business Opportunities 37-40

37. LinkedIn ghostwriting

Startup: \$50-\$300 Difficulty: ★★★☆☆

Customer: Founders & professionals Typical sale: \$500-\$2,500/month

First-customer channel: LinkedIn outreach

AI can help with: research, outreach, content, proposals, follow-ups, scheduling, and repeatable workflows.

38. Resume writing

Startup: \$50-\$200 Difficulty: ★☆☆☆☆

Customer: Job seekers Typical sale: \$75-\$300/resume

First-customer channel: LinkedIn + referrals

AI can help with: research, outreach, content, proposals, follow-ups, scheduling, and repeatable workflows.

39. Interview coaching

Startup: \$50-\$200 Difficulty: ★★☆☆☆

Customer: Job seekers Typical sale: \$75-\$250/session

First-customer channel: Referrals + content

AI can help with: research, outreach, content, proposals, follow-ups, scheduling, and repeatable workflows.

40. Local SEO service

Startup: \$100-\$500 Difficulty: ★★★☆☆

Customer: Local businesses Typical sale: \$300-\$1,500/month

First-customer channel: Google Maps outreach

AI can help with: research, outreach, content, proposals, follow-ups, scheduling, and repeatable workflows.

Business Opportunities 41-44

41. Google Business Profile optimization

Startup: \$50-\$300 Difficulty: ★★☆☆☆

Customer: Local businesses Typical sale: \$150-\$500/setup

First-customer channel: Local business outreach

AI can help with: research, outreach, content, proposals, follow-ups, scheduling, and repeatable workflows.

42. Website setup service

Startup: \$100-\$500 Difficulty: ★★★☆☆

Customer: Small businesses Typical sale: \$500-\$2,500/site

First-customer channel: Direct outreach

AI can help with: research, outreach, content, proposals, follow-ups, scheduling, and repeatable workflows.

43. Landing-page service

Startup: \$50-\$300 Difficulty: ★★☆☆☆

Customer: Small businesses Typical sale: \$300-\$1,500/page

First-customer channel: Direct outreach

AI can help with: research, outreach, content, proposals, follow-ups, scheduling, and repeatable workflows.

44. Email marketing setup

Startup: \$50-\$300 Difficulty: ★★★☆☆

Customer: Small businesses Typical sale: \$300-\$1,500/setup

First-customer channel: Direct outreach

AI can help with: research, outreach, content, proposals, follow-ups, scheduling, and repeatable workflows.

Business Opportunities 45-48

45. Lead-generation service

Startup: \$100-\$500 Difficulty: ★★★☆☆

Customer: Service businesses Typical sale: \$500-\$2,000/month

First-customer channel: Direct outreach

AI can help with: research, outreach, content, proposals, follow-ups, scheduling, and repeatable workflows.

46. Appointment-setting service

Startup: \$50-\$300 Difficulty: ★★★☆☆

Customer: Local/service businesses Typical sale: \$500-\$2,000/month

First-customer channel: Cold outreach

AI can help with: research, outreach, content, proposals, follow-ups, scheduling, and repeatable workflows.

47. AI chatbot setup

Startup: \$100-\$500 Difficulty: ★★★☆☆

Customer: Local businesses Typical sale: \$300-\$1,500/setup

First-customer channel: Direct outreach

AI can help with: research, outreach, content, proposals, follow-ups, scheduling, and repeatable workflows.

48. AI content service

Startup: \$50-\$300 Difficulty: ★★☆☆☆

Customer: Small businesses Typical sale: \$300-\$1,500/month

First-customer channel: Direct outreach

AI can help with: research, outreach, content, proposals, follow-ups, scheduling, and repeatable workflows.

Business Opportunities 49-52

49. AI research service

Startup: \$50-\$200 Difficulty: ★★☆☆☆

Customer: Founders & professionals Typical sale: \$100-\$500/project

First-customer channel: Networking + outreach

AI can help with: research, outreach, content, proposals, follow-ups, scheduling, and repeatable workflows.

50. AI automation setup

Startup: \$100-\$500 Difficulty: ★★★★★

Customer: Small businesses Typical sale: \$500-\$3,000/project

First-customer channel: Process audits + outreach

AI can help with: research, outreach, content, proposals, follow-ups, scheduling, and repeatable workflows.

51. Spreadsheet/dashboard service

Startup: \$50-\$300 Difficulty: ★★☆☆☆

Customer: Small businesses Typical sale: \$200-\$1,000/project

First-customer channel: Business outreach

AI can help with: research, outreach, content, proposals, follow-ups, scheduling, and repeatable workflows.

52. Bookkeeping service

Startup: \$300-\$1,000 Difficulty: ★★★★★

Customer: Small businesses Typical sale: \$200-\$800/month

First-customer channel: Networking + referrals

AI can help with: research, outreach, content, proposals, follow-ups, scheduling, and repeatable workflows.

Business Opportunities 53-56

53. Invoice follow-up service

Startup: \$50-\$300 Difficulty: ★★☆☆☆

Customer: Small businesses Typical sale: \$200-\$800/month

First-customer channel: Direct outreach

AI can help with: research, outreach, content, proposals, follow-ups, scheduling, and repeatable workflows.

54. Virtual assistant service

Startup: \$50-\$300 Difficulty: ★★☆☆☆

Customer: Founders & small businesses Typical sale: \$500-\$2,000/month

First-customer channel: LinkedIn + referrals

AI can help with: research, outreach, content, proposals, follow-ups, scheduling, and repeatable workflows.

55. Customer support outsourcing

Startup: \$50-\$300 Difficulty: ★★☆☆☆

Customer: Online businesses Typical sale: \$500-\$2,000/month

First-customer channel: Direct outreach

AI can help with: research, outreach, content, proposals, follow-ups, scheduling, and repeatable workflows.

56. Online tutoring

Startup: \$50-\$300 Difficulty: ★☆☆☆☆

Customer: Students & parents Typical sale: \$25-\$75/hour

First-customer channel: Referrals + local groups

AI can help with: research, outreach, content, proposals, follow-ups, scheduling, and repeatable workflows.

Business Opportunities 57-60

57. Language tutoring

Startup: \$50-\$300 Difficulty: ★☆☆☆☆

Customer: Language learners Typical sale: \$20-\$60/hour

First-customer channel: Online communities

AI can help with: research, outreach, content, proposals, follow-ups, scheduling, and repeatable workflows.

58. Music lessons

Startup: \$50-\$300 Difficulty: ★☆☆☆☆

Customer: Students & adults Typical sale: \$25-\$75/hour

First-customer channel: Local groups + referrals

AI can help with: research, outreach, content, proposals, follow-ups, scheduling, and repeatable workflows.

59. Fitness coaching

Startup: \$100-\$500 Difficulty: ★★★☆☆

Customer: Fitness beginners Typical sale: \$100-\$500/month

First-customer channel: Content + referrals

AI can help with: research, outreach, content, proposals, follow-ups, scheduling, and repeatable workflows.

60. Meal-prep service

Startup: \$500-\$2,000 Difficulty: ★★★☆☆

Customer: Busy professionals Typical sale: \$50-\$150/order

First-customer channel: Local groups + referrals

AI can help with: research, outreach, content, proposals, follow-ups, scheduling, and repeatable workflows.

Business Opportunities 61-64

61. Personal chef service

Startup: \$300-\$1,500 Difficulty: ★★★☆☆

Customer: Families & events Typical sale: \$300-\$1,000/event

First-customer channel: Referrals + local groups

AI can help with: research, outreach, content, proposals, follow-ups, scheduling, and repeatable workflows.

62. Custom gift baskets

Startup: \$200-\$800 Difficulty: ★★☆☆☆

Customer: Gift buyers & businesses Typical sale: \$50-\$200/basket

First-customer channel: Seasonal content + outreach

AI can help with: research, outreach, content, proposals, follow-ups, scheduling, and repeatable workflows.

63. Custom apparel

Startup: \$300-\$1,500 Difficulty: ★★★☆☆

Customer: Groups & businesses Typical sale: \$20-\$50/item

First-customer channel: Local businesses + events

AI can help with: research, outreach, content, proposals, follow-ups, scheduling, and repeatable workflows.

64. Print-on-demand niche brand

Startup: \$100-\$500 Difficulty: ★★★☆☆

Customer: Niche communities Typical sale: \$20-\$60/item

First-customer channel: Organic content

AI can help with: research, outreach, content, proposals, follow-ups, scheduling, and repeatable workflows.

Business Opportunities 65-68

65. Personalized products

Startup: \$300-\$1,500 Difficulty: ★★★☆☆

Customer: Gift buyers Typical sale: \$30-\$150/order

First-customer channel: Etsy/social content

AI can help with: research, outreach, content, proposals, follow-ups, scheduling, and repeatable workflows.

66. Handmade candles

Startup: \$300-\$1,000 Difficulty: ★★★☆☆

Customer: Home & gift buyers Typical sale: \$20-\$50/candle

First-customer channel: Markets + social content

AI can help with: research, outreach, content, proposals, follow-ups, scheduling, and repeatable workflows.

67. Car air freshener brand

Startup: \$200-\$800 Difficulty: ★★☆☆☆

Customer: Drivers & enthusiasts Typical sale: \$10-\$25/unit

First-customer channel: Car communities + content

AI can help with: research, outreach, content, proposals, follow-ups, scheduling, and repeatable workflows.

68. Jewelry resale

Startup: \$300-\$2,000 Difficulty: ★★★☆☆

Customer: Fashion buyers Typical sale: Varies

First-customer channel: Social selling + marketplaces

AI can help with: research, outreach, content, proposals, follow-ups, scheduling, and repeatable workflows.

Business Opportunities 69-72

69. Vintage clothing resale

Startup: \$200-\$1,000 Difficulty: ★★★☆☆

Customer: Fashion buyers Typical sale: \$30-\$150/item

First-customer channel: Thrift + social resale

AI can help with: research, outreach, content, proposals, follow-ups, scheduling, and repeatable workflows.

70. Sneaker cleaning

Startup: \$100-\$500 Difficulty: ★★☆☆☆

Customer: Sneaker owners Typical sale: \$30-\$100/pair

First-customer channel: Local sneaker communities

AI can help with: research, outreach, content, proposals, follow-ups, scheduling, and repeatable workflows.

71. Furniture flipping

Startup: \$300-\$1,500 Difficulty: ★★★☆☆

Customer: Local home buyers Typical sale: \$100-\$800/item

First-customer channel: Marketplace + local groups

AI can help with: research, outreach, content, proposals, follow-ups, scheduling, and repeatable workflows.

72. Appliance flipping

Startup: \$300-\$1,500 Difficulty: ★★★☆☆

Customer: Budget-conscious households Typical sale: \$100-\$500/item

First-customer channel: Marketplace

AI can help with: research, outreach, content, proposals, follow-ups, scheduling, and repeatable workflows.

Business Opportunities 73-76

73. Electronics resale

Startup: \$300-\$2,000 Difficulty: ★★★☆☆

Customer: Consumers Typical sale: Varies

First-customer channel: Marketplace + resale sites

AI can help with: research, outreach, content, proposals, follow-ups, scheduling, and repeatable workflows.

74. Book reselling

Startup: \$100-\$500 Difficulty: ★★☆☆☆

Customer: Readers & collectors Typical sale: Varies

First-customer channel: Online marketplaces

AI can help with: research, outreach, content, proposals, follow-ups, scheduling, and repeatable workflows.

75. Collectibles reselling

Startup: \$200-\$1,000 Difficulty: ★★★☆☆

Customer: Collectors Typical sale: Varies

First-customer channel: Communities + marketplaces

AI can help with: research, outreach, content, proposals, follow-ups, scheduling, and repeatable workflows.

76. Plant delivery service

Startup: \$200-\$800 Difficulty: ★★☆☆☆

Customer: Plant owners & offices Typical sale: \$30-\$150/order

First-customer channel: Local social media

AI can help with: research, outreach, content, proposals, follow-ups, scheduling, and repeatable workflows.

Business Opportunities 77-80

77. Houseplant maintenance

Startup: \$100-\$500 Difficulty: ★★☆☆☆

Customer: Offices & homeowners Typical sale: \$50-\$200/visit

First-customer channel: Local business outreach

AI can help with: research, outreach, content, proposals, follow-ups, scheduling, and repeatable workflows.

78. Office snack delivery

Startup: \$300-\$1,500 Difficulty: ★★★☆☆

Customer: Small offices Typical sale: \$100-\$500/order

First-customer channel: Local office outreach

AI can help with: research, outreach, content, proposals, follow-ups, scheduling, and repeatable workflows.

79. Office coffee restocking

Startup: \$300-\$1,500 Difficulty: ★★★☆☆

Customer: Small offices Typical sale: \$100-\$500/month

First-customer channel: Direct outreach

AI can help with: research, outreach, content, proposals, follow-ups, scheduling, and repeatable workflows.

80. Vending machine route

Startup: \$2,000-\$8,000 Difficulty: ★★★★★

Customer: Offices & businesses Typical sale: Varies

First-customer channel: Location partnerships

AI can help with: research, outreach, content, proposals, follow-ups, scheduling, and repeatable workflows.

Business Opportunities 81-84

81. Micro-market service

Startup: \$3,000-\$10,000 Difficulty: ★★★★★☆

Customer: Offices & facilities Typical sale: Varies

First-customer channel: Business partnerships

AI can help with: research, outreach, content, proposals, follow-ups, scheduling, and repeatable workflows.

82. Local tour service

Startup: \$200-\$1,000 Difficulty: ★★★☆☆

Customer: Tourists & visitors Typical sale: \$30-\$150/person

First-customer channel: Local content + partnerships

AI can help with: research, outreach, content, proposals, follow-ups, scheduling, and repeatable workflows.

83. Photography mini sessions

Startup: \$500-\$2,000 Difficulty: ★★★☆☆

Customer: Families & couples Typical sale: \$150-\$400/session

First-customer channel: Local social media

AI can help with: research, outreach, content, proposals, follow-ups, scheduling, and repeatable workflows.

84. Product photography

Startup: \$200-\$1,000 Difficulty: ★★☆☆☆

Customer: Small product brands Typical sale: \$100-\$500/project

First-customer channel: Brand outreach

AI can help with: research, outreach, content, proposals, follow-ups, scheduling, and repeatable workflows.

Business Opportunities 85-88

85. UGC content service

Startup: \$100-\$500 Difficulty: ★★☆☆☆

Customer: Consumer brands Typical sale: \$100-\$500/video

First-customer channel: Brand outreach

AI can help with: research, outreach, content, proposals, follow-ups, scheduling, and repeatable workflows.

86. Influencer outreach service

Startup: \$50-\$300 Difficulty: ★★★☆☆

Customer: Small brands Typical sale: \$500-\$2,000/month

First-customer channel: Direct outreach

AI can help with: research, outreach, content, proposals, follow-ups, scheduling, and repeatable workflows.

87. Community management

Startup: \$50-\$300 Difficulty: ★★☆☆☆

Customer: Creators & brands Typical sale: \$500-\$2,000/month

First-customer channel: Direct outreach

AI can help with: research, outreach, content, proposals, follow-ups, scheduling, and repeatable workflows.

88. Online community setup

Startup: \$50-\$300 Difficulty: ★★★☆☆

Customer: Creators & experts Typical sale: \$300-\$1,500/setup

First-customer channel: Creator outreach

AI can help with: research, outreach, content, proposals, follow-ups, scheduling, and repeatable workflows.

Business Opportunities 89-92

89. Digital template shop

Startup: \$50-\$300 Difficulty: ★★☆☆☆

Customer: Professionals & creators Typical sale: \$10-\$100/product

First-customer channel: Content + marketplaces

AI can help with: research, outreach, content, proposals, follow-ups, scheduling, and repeatable workflows.

90. Notion template business

Startup: \$50-\$300 Difficulty: ★★☆☆☆

Customer: Students & professionals Typical sale: \$10-\$100/template

First-customer channel: Content + communities

AI can help with: research, outreach, content, proposals, follow-ups, scheduling, and repeatable workflows.

91. Spreadsheet template shop

Startup: \$50-\$300 Difficulty: ★★☆☆☆

Customer: Small businesses Typical sale: \$10-\$100/template

First-customer channel: Content + marketplaces

AI can help with: research, outreach, content, proposals, follow-ups, scheduling, and repeatable workflows.

92. Digital guide business

Startup: \$50-\$300 Difficulty: ★★☆☆☆

Customer: Niche audiences Typical sale: \$10-\$100/guide

First-customer channel: Content + email

AI can help with: research, outreach, content, proposals, follow-ups, scheduling, and repeatable workflows.

Business Opportunities 93-96

93. Online mini-course

Startup: \$100-\$500 Difficulty: ★★★☆☆

Customer: Learners in a niche Typical sale: \$50-\$500/course

First-customer channel: Content + audience

AI can help with: research, outreach, content, proposals, follow-ups, scheduling, and repeatable workflows.

94. Paid newsletter

Startup: \$50-\$300 Difficulty: ★★★☆☆

Customer: Niche information seekers Typical sale: \$5-\$20/month

First-customer channel: Content + email

AI can help with: research, outreach, content, proposals, follow-ups, scheduling, and repeatable workflows.

95. Membership community

Startup: \$50-\$500 Difficulty: ★★★★★

Customer: Niche communities Typical sale: \$10-\$50/month

First-customer channel: Content + referrals

AI can help with: research, outreach, content, proposals, follow-ups, scheduling, and repeatable workflows.

96. Niche job board

Startup: \$100-\$500 Difficulty: ★★★☆☆

Customer: Employers & job seekers Typical sale: \$50-\$500/listing

First-customer channel: Niche audience building

AI can help with: research, outreach, content, proposals, follow-ups, scheduling, and repeatable workflows.

Business Opportunities 97-100

97. Local deals newsletter

Startup: \$50-\$300 Difficulty: ★★★☆☆

Customer: Local consumers Typical sale: \$5-\$20/month or sponsors

First-customer channel: Local content

AI can help with: research, outreach, content, proposals, follow-ups, scheduling, and repeatable workflows.

98. Niche directory website

Startup: \$100-\$500 Difficulty: ★★★☆☆

Customer: Buyers & businesses Typical sale: \$50-\$500/listing

First-customer channel: SEO + outreach

AI can help with: research, outreach, content, proposals, follow-ups, scheduling, and repeatable workflows.

99. Referral lead brokerage

Startup: \$50-\$300 Difficulty: ★★★☆☆

Customer: Local service businesses Typical sale: \$25-\$200/lead

First-customer channel: Local SEO + partnerships

AI can help with: research, outreach, content, proposals, follow-ups, scheduling, and repeatable workflows.

100. Property inspection coordination

Startup: \$100-\$500 Difficulty: ★★★☆☆

Customer: Landlords & agents Typical sale: \$100-\$300/job

First-customer channel: Real-estate networking

AI can help with: research, outreach, content, proposals, follow-ups, scheduling, and repeatable workflows.

Now pick ONE

The biggest beginner mistake is collecting ideas instead of testing one. Use this scorecard to narrow the list.

Business	Budget	Customers	Delivery	Speed	Interest	Total
1. _____	___ /5	___ /5	___ /5	___ /5	___ /5	___ /25
2. _____	___ /5	___ /5	___ /5	___ /5	___ /5	___ /25
3. _____	___ /5	___ /5	___ /5	___ /5	___ /5	___ /25
4. _____	___ /5	___ /5	___ /5	___ /5	___ /5	___ /25
5. _____	___ /5	___ /5	___ /5	___ /5	___ /5	___ /25

Your first 7 days

Day 1: Choose one customer and one problem.

Day 2: Write a simple offer: "I help [customer] get [result] for [price]."

Day 3: Make a list of 30 potential customers.

Day 4: Contact 10. Don't pitch a complicated brand—start a conversation.

Day 5: Contact 10 more. Track replies and objections.

Day 6: Improve the offer based on what people actually said.

Day 7: Ask for the sale. If nobody buys, learn why and adjust.

The SmartFoundrAI next step

Once you have an idea, the hard part begins: turning it into an actual business.

- ☐ Define the customer and problem
- ☐ Validate demand
- ☐ Build the offer
- ☐ Choose pricing
- ☐ Create the brand
- ☐ Plan customer acquisition
- ☐ Build the marketing system
- ☐ Create a simple launch plan
- ☐ Track what works
- ☐ Improve from real feedback

DON'T BUILD FOR SIX MONTHS BEFORE YOU SELL.

SmartFoundrAI is built to help beginner entrepreneurs move from idea → plan → execution.

smartfoundrai.com

Share this with the person who keeps saying, "I want to start a business someday."

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