

'THE \$5K GPT METHOD'

Cheat Sheet

1. FIND EXPENSIVE PROBLEMS



Niche Research

- Target local service businesses (HVAC, roofing, lawyers)
- Focus on expert market (coaches, course creators)
- Look for performance gaps between owner vs. staff



Identify Pain Points

- Find bleeding-neck problems costing real money
- Measure the gap (owner 80%, staff 40%)
- Calculate lost revenue from inefficiencies



Client Outreach

- Join industry groups & local business meetings
- Use LinkedIn for specific business owners
- Leverage network for warm referrals

2. BUILD AI SOLUTIONS



Prompt Engineering

- Mirror what works (interview experts)
- Design conversation flows & decision trees
- Structure data properly (not random PDFs)



Automate Workflows

- Capture expert methodology, make scalable
- Build step-by-step implementation partners
- Create tools that work WITH users real-time



No-Code Tools

- Use Custom GPTs (buildable in afternoon)
- No coding or AI expertise required
- Focus on specific problems, not complexity

3. GET PAID



Package Services

- Charge \$3K-\$5K+ for initial builds
- Offer \$100-200/month for updates
- Position as implementation, not just AI



Value-Based Pricing

- Price based on problem cost, not build time
- Show ROI with calculators
- Demonstrate time/money savings clearly



Secure Retainers

- Structure partnerships (50/50 revenue share)
- Create licensing deals for replication
- Build once, replicate across markets