THE HONEST AI INCOME SERIES

50 WAYS TO MAKE MONEY with AI



FREELANCERS

- ☑ Ready-to-use tools
- ☑ Spreadsheet templates
- ☑ Automation workflows
- ☑ Where to find customers

THE HONEST AI INCOME SERIES

50 Ways to Make Money with AI

for Freelancers

Each idea rated for difficulty, cost, risk and evidence, with prompts you can copy and use today.

How this book is checked

Last updated: 02/11/2026.

Each idea is checked against sources. Here is what that means, and what it does not.

- Sources opened and read: for 49 of 50 ideas, at least one source was opened and read (the date is on each idea, in the line "Source check").
- Of those, 20 ideas have every cited link opened, and 29 have some links opened and others only seen in search results.
- 1 ideas rest only on search results we have not yet opened, and 0 have no source we could find. Check those yourself before relying on them.
- Prices shown are asking prices on sellers' listings. They are not what anyone earns. We found no reliable income figures, and we do not promise any income.
- Rules change. Benefits, tax, work-rights, privacy and advertising rules differ by country and over time. The table "Rules to check yourself" at the end of the book names who to ask.
- This is general information, not legal, tax, financial or immigration advice.
- Found a mistake or a broken link? Tell us and we will fix it and update the date.

A note before we start

This book is not financial, legal, tax or employment advice. We do not promise that you will earn anything. Many people earn nothing from some of these ideas, and some ideas will not suit your trade, your clients or your platform.

Where we found a reliable income figure, we show it with its source. Where we did not, the card says so plainly. Prices you see are asking prices on listings, not earnings. We never invent numbers, stories or customers.

Rules change. Platform terms, tax rules and contract law are updated often. Every card shows the date we read each source. Please open the official pages yourself before you act.

Hello, and welcome

You already sell your skills. You have clients, a few repeat jobs, and more admin than you would like. This book is a menu of 50 ways to package, price and deliver that work better, with AI doing the dull parts and you staying in charge.

Each idea sits on its own few pages, laid out the same way, so you always know where to look. Pick one that feels doable. Ignore the rest for now.

Good news for busy people: every idea has a **Your first hour** section, so you can find out in one sitting whether it suits you. Every idea has **copy-and-paste prompts**, so you never face a blank screen. And every idea ends with a small **helper** you save in your own AI tool, so the second time is quick.

A promise from us: we would rather tell you an idea is crowded or risky than sell you a dream.



A gentle path from the first idea to a keepable habit. Money is never guaranteed, and you can stop at any step.

The client and platform check

Every idea in this book points back to this page. Read it once, before you sell anything.

Your own contracts and the rules of each platform or client come first. Many clients now ban or limit AI tools, and some require you to say when you use them. Read the brief, ask if it is unclear, and put the answer in writing. Tax, insurance and legal questions are for a qualified accountant or lawyer in your country. This book gives general information only.

Your client's contract and the platform's terms decide what AI use is allowed, so read both before you start. Do not paste a client's private documents, customer data or passwords into an AI tool unless the client agrees in writing and you have read the tool's terms. Tax and legal points in this book are general information, not advice; ask a registered accountant or lawyer in your own country.

Platform AI rules, privacy law, spam law, advertising law and tax rules differ by country and change often. This book gives general information only, not legal, tax or accounting advice. For contracts ask a solicitor, for tax ask a registered accountant or your tax office, and always read the current terms of the platform you use.

Ideas 41 to 45 turn parts of this check into products and routines. The table "Rules to check yourself" at the end of the book names who to ask in each country.

How each idea page works

What this is	One or two plain sentences on what you would actually do.
Badges	**Green** easy, low cost or low risk **Amber** some skill, money or care needed **Red** hard, costly or risky
At a glance	How soon money might arrive, what it can earn (only with a source), weekly hours, how crowded it is.
Is this a good fit for you?	Honest notes for working freelancers, including what to do if you only have an hour a day.
Your first hour	Small numbered steps so you can start today.
Copy-and-paste prompts	Four steps: research, build a sample, find your first client or listing, then check and improve. Each prompt has a short note on what a good answer looks like.
Keep it	A reusable helper to save inside your AI tool.
Stay safe	The platform rules, the client-contract check and the red flags for that idea.
Where this comes from	Our sources, whether we opened them, and the date we read them.

Using the prompts well

1. **Fill in the brackets.** Anything in [CAPITALS AND BRACKETS] is for you to replace with your own details.
2. **Keep client work private.** Never paste a client's documents, customer data or passwords into an AI tool unless the client agrees in writing and you have read the tool's terms. Strip names first.
3. **Check everything.** AI can sound sure and be wrong. Open the sources it names. Never publish or send a fact you have not checked yourself.
4. **Be honest about using AI.** If a client or platform asks, say how you used it. Some platforms and client briefs require a label or ban it outright.
5. **Treat [CHECK] as a to-do.** Where a prompt or an answer marks something [CHECK], it means "confirm this on an official page before you rely on it".

The map of all 50 ideas

Every idea in one picture. The colour shows which part of the book it lives in.

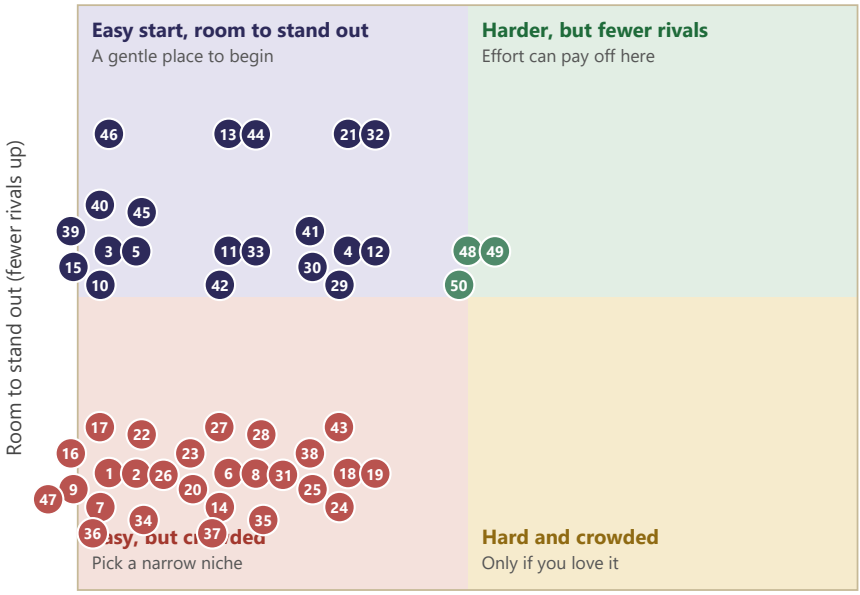
Price it like a product · Find clients outside the bidding sites · Sell what you already know
Services small businesses will pay for · Spreadsheets for your own freelance business
Contracts, data and platform rules made simple · Let the computer do the boring bits

1 Three-Package Menu from Your Repeat...	2 Scope-and-Exclusions One-Pager	3 Priced Revision-Round Add-Ons	4 Paid Mini-Audit in Your Specialty	5 Monthly Care Plan for Past Clients
6 Good, Better, Best from One Workflow	7 Value Recap and Rate-Rise Letter	8 Case Studies from Your Own Finished...	9 Personalised Proposal Kit	10 Past-Client Reactivation Emails
11 Local Business "One Fix" Outreach	12 Niche Lead List from Public Sources	13 Weekly Client-Update Post for One...	14 Adjacent-Trade Referral Partnership	15 Proposal win and loss log
16 Google Business Profile Refresh for...	17 Client-Onboarding Questionnaire for...	18 Presets or Prompt Pack for One Craft	19 Anonymised Swipe File of Your Wins	20 Pricing Calculator for Your Trade
21 Niche Glossary and Term Bank	22 Notion or Sheets Client Portal for VAs	23 Done-for-You Lead-Magnet Checklists...	24 Workbook from Your Own Expertise	25 Canva or Figma Templates for One...
26 Review-Reply Packs for Local...	27 Meeting Notes to Action List Service	28 Webinar to a Month of Posts	29 Website Accessibility Quick-Fix	30 Post-Edit Service for Small Shop...
31 SOP and Process Documentation	32 Help-Centre Articles from Support...	33 Podcast and Newsletter Edit-and-Notes	34 Voice and Brand Guide for a Client	35 Rescue Edit for AI-Written Drafts
36 Late-Invoice Tracker with Polite...	37 Set-Aside Tracker for Your Own Tax...	38 Record-Keeping Sheet for ABN, 1099...	39 Client Capacity and Pipeline Planner	40 Real Hourly Rate by Client
41 AI-Use Clause Checklist for Client...	42 Client Data Handling One-Pager	43 Upwork and Fiverr AI-Settings Cheat...	44 Redact-Before-AI Routine	45 Plain-English "How I Use AI" Page
46 Testimonial Request Flow	47 Offboarding Handover Pack	48 n8n	49 n8n	50 n8n

Hard does not mean bad

On each idea page you will see badges for difficulty, cost and risk. A **red badge is not a stop sign**. It is a price tag.

In most markets, the harder an idea is to start, the fewer people finish it. So a harder idea can mean **less competition**, and a skill that is **harder for newcomers to copy**. An easy idea has the opposite problem: anyone can start it tomorrow, so you have to stand out.



Effort to start: difficulty, cost and risk (easier on the left, harder on the right)

Each dot is one idea, numbered as in the menu. Positions are our own rough judgement from the notes on each idea page, not a measurement, and not a promise of income.

- **Top left:** easy and with room. A friendly first project.
- **Top right:** hard but quiet. Worth it if the skill excites you.
- **Bottom left:** easy but busy. Choose a narrow niche.
- **Bottom right:** hard and busy. Only if you truly love it.

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The whole menu at a glance

A quick way to pick: start with green. Each little picture shows the level at a glance: three bars for difficulty, coins for cost, a shield for risk.

#	Idea	Level	Cost	Risk
1	Three-Package Menu from Your Repeat Jobs	Beginner	Free	Low
2	Scope-and-Exclusions One-Pager	Beginner	Free	Low
3	Priced Revision-Round Add-Ons	Beginner	Free	Low
4	Paid Mini-Audit in Your Specialty	Intermediate	Free	Low to Medium
5	Monthly Care Plan for Past Clients	Beginner	Free	Low
6	Good, Better, Best from One Workflow	Intermediate	Free	Low
7	Value Recap and Rate-Rise Letter	Beginner	Free	Low
8	Case Studies from Your Own Finished Jobs	Beginner	Free	Low to Medium
9	Personalised Proposal Kit	Beginner	Free	Low
10	Past-Client Reactivation Emails	Beginner	Free	Low
11	Local Business "One Fix" Outreach	Beginner	Free	Low to Medium
12	Niche Lead List from Public Sources (for your own use)	Intermediate	Free	Medium
13	Weekly Client-Update Post for One Trade	Beginner	Free	Low to Medium
14	Adjacent-Trade Referral Partnership	Beginner	Free	Low to Medium
15	Proposal win and loss log	Beginner	Free	Low
16	Google Business Profile Refresh for Local Clients	Beginner	Free	Low

17	Client-Onboarding Questionnaire for One Trade	Beginner	Free	Low
18	Presets or Prompt Pack for One Craft	Intermediate	Free	Medium
19	Anonymised Swipe File of Your Wins	Intermediate	Free	Medium
20	Pricing Calculator for Your Trade	Intermediate	Free	Low
21	Niche Glossary and Term Bank	Intermediate	Free	Medium
22	Notion or Sheets Client Portal for VAs	Beginner	Free	Low
23	Done-for-You Lead-Magnet Checklists for Trades and Clinics	Beginner	Free	Low to medium
24	Workbook from Your Own Expertise	Intermediate	Low	Medium
25	Canva or Figma Templates for One Trade's Clients	Intermediate	Free to low	Medium
26	Review-Reply Packs for Local Businesses	Beginner	Free	Low
27	Meeting Notes to Action List Service	Beginner	Free	Medium
28	Webinar to a Month of Posts	Beginner	Free	Low to medium
29	Website Accessibility Quick-Fix	Intermediate	Free	Medium
30	Post-Edit Service for Small Shop Translations	Intermediate	Free	Medium
31	SOP and Process Documentation	Beginner	Free	Low to Medium
32	Help-Centre Articles from Support Tickets	Intermediate	Free	Medium
33	Podcast and Newsletter Edit-and-Notes	Beginner	Free to Low	Low to Medium
34	Voice and Brand Guide for a Client	Beginner	Free	Low

35	Rescue Edit for AI-Written Drafts	Beginner	Free	Low to Medium
36	Late-Invoice Tracker with Polite Wording	Beginner	Free	Low
37	Set-Aside Tracker for Your Own Tax Rate	Beginner	Free	Medium
38	Record-Keeping Sheet for ABN, 1099 or Self-Assessment	Intermediate	Free	Medium
39	Client Capacity and Pipeline Planner	Beginner	Free	Low
40	Real Hourly Rate by Client	Beginner	Free	Low
41	AI-Use Clause Checklist for Client Contracts	Intermediate	Free	Medium
42	Client Data Handling One-Pager	Beginner	Free	Medium
43	Upwork and Fiverr AI-Settings Cheat Sheet	Intermediate	Free	Medium
44	Redact-Before-AI Routine	Beginner	Free	Medium
45	Plain-English "How I Use AI" Page	Beginner	Free	Low
46	Testimonial Request Flow	Beginner	Free	Low
47	Offboarding Handover Pack	Beginner	Free	Low
48	n8n: Weekly Post Queue From Your Finished Design or Dev Jobs	Advanced	Low	Medium
49	n8n: Invoice and Receipt Capture for Record-Keeping	Advanced	Low	Medium
50	n8n: Contact-Form Intake and Quote Draft for Freelance Photographers	Advanced	Low	Medium

PART 1

Price it like a product

Packages, add-ons and plans built from the work you already do, so you stop quoting from scratch.

1 2 3 4 5 6 7 8 9

1 Three-Package Menu from Your Repeat Jobs

Think of a restaurant menu for your work. Instead of writing a fresh quote every time, you offer three named packages with a clear scope, a clear price and a clear list of what is not included.

Difficulty Beginner **Cost** Free **Risk** Low **Crowd** High for generic "serv

The balance. Easy to start, which is why many people do it. You will need a narrow niche or a clear edge.

At a glance

How soon might money arrive?	Days to weeks (your first buyers are past clients you already know)
What can it earn?	No reliable income figure found. Similar package builders are listed for sale at about $7 to $17 (Payhip and Gumroad listings seen 01/11/2026). Those are list prices, not earnings.
Time each week and what AI does	2 to 4 hrs to build, then reuse on every quote; AI drafts, you set scope and price
Does it grow?	One menu serves many quotes (recurring), but delivery still trades your hours for money
How crowded is it?	High for generic "service package" templates; low once the menu is built for one trade with real package names
Where it fits	US UK AU CA
Skill level	Beginner

Money to start	Free
What can go wrong	Low: pricing mistakes and platform rules on taking clients off-platform

Is this a good fit for you?

You already have the raw material, which is your invoices and the jobs you keep doing. No budget is needed, and you can build the menu in an evening. It suits writers, designers, developers and VAs alike, and it works best when you stay inside one trade.

Only 1 hour a day? Spend 30 minutes listing your last 10 jobs and picking the one you did three or more times. Use the next 30 minutes to turn it into one named package.

Your first hour

About an hour in all, one small step at a time

1. List your last 10 jobs and circle the one you repeated most.
2. Ask AI to draft three tiers from your own notes, with inclusions, exclusions and a price field you fill in.
3. Edit every line so it matches how you really work.
4. Send the draft menu to one past client and ask if it is clear.

Copy-and-paste prompts

Paste each one into any AI chat tool. Replace every [BRACKET] with your own details first. Read the answer critically before you use it.

Step 1 Research

```
I am a freelance [YOUR TRADE] working mostly with clients in [YOUR
COUNTRY]. Here are my last jobs, with no client names: [PASTE A
SHORT LIST OF JOB TYPES AND HOW LONG EACH TOOK]. Tell me which job
appears most often and what steps it always includes. Then list the
questions I should answer before turning it into a fixed-scope
package (scope, revisions, timeline, exclusions). Do not invent
market prices or rates. Tell me to check current rates for my trade
myself.
```

Step 2 Build a sample

```
Using the repeated job above, draft a one-page menu with three
packages named [PACKAGE 1], [PACKAGE 2], [PACKAGE 3]. For each give:
what is included, what is NOT included, number of revision rounds,
delivery time, and a price field I will fill in as [MY PRICE]. Do
not suggest prices. Mark anything you assumed with [CHECK]. Use
plain, friendly wording.
```

Step 3 Find first client or listing

```
Write a short, warm email (under 120 words) to a past client named
[CLIENT FIRST NAME] telling them I now offer fixed-price packages
for [TYPE OF WORK], with the menu attached. Do not invent past
results, discounts or deadlines. Do not pressure them. Leave [MY
NAME] and [MY LINK] as placeholders.
```

Step 4 Check and improve

```
Review my menu below. Point out any package where the scope is
vague, where an exclusion is missing, or where two tiers overlap.
Check that nothing promises a result I cannot guarantee. Suggest
three edits and do not add features I did not list. Remind me to
read my platform agreement if any client came through a marketplace.
Menu: [PASTE MENU]
```

Keep it: your own reusable helper

You have just done the job once. Now save it as a small helper inside your own AI tool, so next time it takes two minutes. Name it **My Package Menu Helper** and paste this into its instructions.

Save Instructions for your helper

```
You are a friendly assistant for a freelancer who is turning
repeat jobs into three named fixed-scope packages. The
freelancer sets scope and prices. You only draft and question.

Ask, one short question at a time: (1) What is your trade? (2)
Which job do you do most often, and what steps does it always
include? (3) Did any of these clients come through a
marketplace such as Upwork or Fiverr?

Output format:
1. A one-page menu with three packages: included, not included,
revision rounds, delivery time, and a blank price field.
2. A list headed "[CHECK]" for anything you assumed.

Rules: Never suggest prices or invent market rates. Never
invent clients, results or testimonials. If a client came
through a marketplace, remind the freelancer to read the
platform's terms before offering packages off-platform. Do not
give legal or tax advice; suggest a solicitor or accountant.
Plain, warm language. End every reply with: "Please check every
line against how you really work."
```

Where. Claude: create a Project and paste into Project instructions. ChatGPT: create a Project or custom GPT and paste into Instructions. Gemini: create a Gem and paste into Instructions.

Each time you use it. Say "Task = draft a menu for [TRADE] from this job: [JOB STEPS]" and paste only anonymised notes.

Check yourself, every time.

- Confirm each package has a written exclusions list and that you can deliver it at the price you choose.
- Check your platform agreement if any client came through a marketplace.

Download

A one-page editable menu template with three package columns, inclusions, exclusions and revision-round fields.

File: `three-package-menu` (in the download pack that comes with this book).

Stay safe

The rules to know. If a client first found you on Upwork, Fiverr or a similar site, read your platform agreement before offering fixed packages off-platform. Some platforms restrict moving clients outside their system, so check this yourself in the current terms. Write the scope down in the quote or contract. If a client's brief says AI tools are not allowed, follow that and say how you will work in the package description. Contracts and tax treatment of fixed fees differ by country; ask a local solicitor or accountant for anything beyond general information.

Red flags. Pricing so low that a "trial discount" never ends, or packages with no exclusions, which invites endless extras.

Where this comes from.

Source check: opened and read on 31/10/2026 (1 of 2 links; the rest seen in search results, not yet opened)

Re-opened 02/11/2026: Indie Hackers post (a founder's interview notes on freelancer problems; opinion, not data). Productized services over hourly rates, Tools for Humans, read 31/10/2026. It is a blog post and its examples are unsourced, so treat it as an opinion. Indie Hackers freelancer interviews, seen in search results, not re-opened, check before relying on it. Sharper angle: pick one trade, for example Shopify developers, and pre-fill that trade's package names and exclusions.

2 Scope-and-Exclusions One-Pager

A single page you attach to every quote. It lists deliverables, revision rounds, what is out of scope and what extras cost, so both sides agree before work starts.

Difficulty Beginner | **Cost** Free | **Risk** Low | **Crowd** High

The balance. Easy to start, which is why many people do it. You will need a narrow niche or a clear edge.

At a glance

How soon might money arrive?	Weeks (you use it on your own jobs first, then offer it to peers)
What can it earn?	No reliable income figure found. Paid freelancer kits are listed at about $10 to $39, and many free templates exist (listings seen 01/11/2026). Those are list prices, not earnings.
Time each week and what AI does	3 to 5 hrs to build; AI turns your own dispute notes into checklist fields, you add the trade wording
Does it grow?	A digital sheet can be reused and sold repeatedly (recurring), but a fresh trade version means fresh work
How crowded is it?	High: free generic versions are everywhere; one trade deep is far less crowded
Where it fits	US UK AU CA
Skill level	Beginner
Money to start	Free

What can go wrong	Low: the main risk is presenting it as a legal document

Is this a good fit for you?

You know exactly which gaps in a brief have cost you time or money. That lived experience is the product. It also protects your own projects, so it earns its keep even if nobody buys it.

Only 1 hour a day? Use 30 minutes to turn your last scope headache into 12 checklist fields. Spend 30 minutes testing the sheet on a live quote.

Your first hour

About an hour in all, one small step at a time

1. Open your last project where the scope drifted.
2. Write down each moment the client assumed something you had not agreed.
3. Ask AI to turn those moments into 12 fields and build the page in Google Docs.
4. Use it on your next quote and note what to fix.

Copy-and-paste prompts

Paste each one into any AI chat tool. Replace every [BRACKET] with your own details first. Read the answer critically before you use it.

Step 1 Research

```
I am a freelance [YOUR TRADE]. Here are anonymised notes from a
project where the scope drifted: [PASTE NOTES WITH NO CLIENT NAMES
OR PRIVATE DETAILS]. List the points where expectations and the
written scope differed. Then list typical scope headings for my
trade (deliverables, revisions, exclusions, timeline, add-on
pricing). Do not invent statistics about how common disputes are.
```

Step 2 Build a sample

```
Turn the points above into a one-page scope-and-exclusions sheet for
[YOUR TRADE] with about 12 fields. Include a clear line at the top
saying this is a planning sheet, not a legal contract. Use plain
wording a non-expert client understands. Mark any field where
wording depends on local law with [CHECK WITH A SOLICITOR].
```

Step 3 Find first client or listing

```
Write a short post (under 120 words) for a [YOUR TRADE] community
offering my scope sheet to other freelancers, honestly describing
what it is and is not. Do not claim it prevents disputes or that any
freelancer earned more with it. Check the community's self-promotion
rules first; leave [COMMUNITY NAME] as a placeholder.
```

Step 4 Check and improve

```
Read my sheet below as a nervous client would. Which fields are
confusing? Which could be read two ways? Is anything worded like
legal advice? List problems and suggest three edits, without adding
new legal clauses. Sheet: [PASTE SHEET]
```

Keep it: your own reusable helper

You have just done the job once. Now save it as a small helper inside your own AI tool, so next time it takes two minutes. Name it **My Scope Sheet Helper** and paste this into its instructions.

Save Instructions for your helper

```
You are a careful assistant for a freelancer who builds a one-
page scope-and-exclusions sheet. The freelancer decides every
field. You do not give legal advice.

Ask, one short question at a time: (1) What is your trade? (2)
Describe a past project where the scope drifted, with no client
names. (3) How many revision rounds do you usually include?

Output format:
1. A one-page sheet with about 12 fields: deliverables,
revision rounds, exclusions, timeline, client responsibilities,
add-on prices (blank for the freelancer).
2. A line at the top saying "This is a planning sheet, not a
legal contract."
3. A "[CHECK]" list for any wording that depends on local law.

Rules: Never invent legal clauses or claim the sheet prevents
disputes. Never copy wording from another person's template. If
the freelancer pastes private client details, ask them to
remove them. Suggest a local solicitor for anything binding.
Plain, friendly language.
```

Where. Claude: create a Project and paste into Project instructions. ChatGPT: create a Project or custom GPT and paste into Instructions. Gemini: create a Gem and paste into Instructions.

Each time you use it. Write "Task = new scope sheet for [TRADE]" and paste anonymised notes from one project.

Check yourself, every time.

- Read the top line and make sure the sheet never looks like a contract.
- Remove any private client detail before saving or selling the sheet.

Download

An editable one-page scope and exclusions sheet with 12 fields and a "not legal advice" line.

File: `scope-exclusions-sheet` (in the download pack that comes with this book).

Stay safe

The rules to know. This sheet is not a contract and not legal advice. Say so clearly on the page and suggest a local solicitor or a reviewed contract template for anything binding. Contract law and payment terms differ between the US, UK, Australia and Canada, so check this yourself. If you sell the sheet, do not copy wording from other people's templates; write your own. Do not paste a real client's brief into a public AI tool without their permission.

Red flags. Selling the page as a legal document, or promising it will stop disputes.

Where this comes from.

Source check: opened and read on 31/10/2026 (1 of 2 links; the rest seen in search results, not yet opened)

Re-opened 02/11/2026: Indie Hackers post (a founder's interview notes on freelancer problems; opinion, not data). Tools for Humans, productized services, read 31/10/2026, an opinion post with unsourced examples. Indie Hackers freelancer interviews, seen in search results, not re-opened, check before relying on it. Sharper angle: go one trade deep with real scope-creep wording for that trade.

3 Priced Revision-Round Add-Ons

Unlimited revisions are really a hidden discount. A revision card says what a round includes and what an extra round costs, in friendly language, before the job begins.

Difficulty Beginner · **Cost** Free · **Risk** Low · **Crowd** Medium

The balance. A gentle start with room to stand out. A good place to begin.

At a glance

How soon might money arrive?	Days (apply it to your next quote)
What can it earn?	No reliable income figure found. Most templates seen suggest 2 to 3 revision rounds, with extras billed separately (seen 01/11/2026).
Time each week and what AI does	1 to 2 hrs to set up; AI offers tone variants, you set the rules and prices
Does it grow?	One card is reusable on every quote (recurring), but it protects income rather than growing it
How crowded is it?	Medium; no stand-alone paid add-on card was seen, so it may work better folded into idea 2
Where it fits	US UK AU CA
Skill level	Beginner
Money to start	Free
What can go wrong	Low: changing terms mid-project without agreement damages trust

Is this a good fit for you?

Revision creep is one of the most familiar freelance costs, and you can fix it without new software. It fits busy freelancers because it adds one short card to quotes you already send.

Only 1 hour a day? Spend 25 minutes defining what one round means in your trade. Use 35 minutes writing and testing the wording.

Your first hour

About an hour in all, one small step at a time

1. Write what counts as one round in your trade.
2. Decide how many are included and what extras cost.
3. Ask AI for three tone variants, friendly, neutral and firm.
4. Add the one you like to your quote template.

Copy-and-paste prompts

Paste each one into any AI chat tool. Replace every [BRACKET] with your own details first. Read the answer critically before you use it.

Step 1 Research

```
I am a freelance [YOUR TRADE]. List the kinds of client feedback
that usually count as a "revision" in this trade and the kinds that
are really new work. Give me a plain-English definition of one
revision round. Do not invent industry averages or prices. Tell me
to check what peers and platforms in my trade say.
```

Step 2 Build a sample

```
Write a revision-and-add-on card for my quotes. Included rounds:
[NUMBER]. Extra round price: [MY PRICE]. Define a round, say what
counts as new work, and say how fast I respond. Give me three tone
versions (friendly, neutral, firm), each under 90 words. Mark any
assumption with [CHECK].
```

Step 3 Find first client or listing

```
Write a two-sentence note I can put above the card in a quote to
[CLIENT FIRST NAME], explaining that the card exists to keep the
project clear for both of us. Keep it warm. Do not suggest this is a
legal term or threaten the client.
```

Step 4 Check and improve

```
Check my card below. Is any wording ambiguous about what counts as a
round? Could a client feel ambushed by it? Does it treat my own
mistakes fairly? Suggest three edits and do not add rules I did not
mention. Card: [PASTE CARD]
```

Keep it: your own reusable helper

You have just done the job once. Now save it as a small helper inside your own AI tool, so next time it takes two minutes. Name it **My Revision Card Helper** and paste this into its instructions.

Save Instructions for your helper

```
You are a clear-wording assistant for a freelancer who adds a
revision-round and add-on card to quotes. The freelancer sets
the rules and prices.

Ask, one short question at a time: (1) What is your trade? (2)
How many rounds are included? (3) What counts as new work
rather than a revision? (4) How fast do you reply?

Output format:
1. A card under 120 words defining one round, extra-round
pricing with a blank price field, and response time.
2. Three tone variants: friendly, neutral, firm.
3. A "[CHECK]" list of anything ambiguous.

Rules: Never suggest prices or invent industry averages. Remind
the freelancer that terms must be agreed in writing before work
starts and that adding charges mid-project needs the client's
written agreement. Never threaten or shame a client. Do not
give legal advice.
```

Where. Claude: create a Project and paste into Project instructions. ChatGPT: create a Project or custom GPT and paste into Instructions. Gemini: create a Gem and paste into Instructions.

Each time you use it. Write "Task = revision card for [TRADE], [N] rounds included" and paste your own definitions.

Check yourself, every time.

- Ask whether a client could read any line two ways, and fix it.
- Confirm the card goes on the quote before work starts, not during the job.

Download

An editable revision-round and add-on price card with three tone variants.

File: `revision-addon-card` (in the download pack that comes with this book).

Stay safe

The rules to know. Terms must be agreed in writing before work starts; adding charges to a job already under way needs the client's written agreement. Marketplace rules may set their own revision or dispute processes, so read them. Consumer and small business law differs by country, so check this yourself with a solicitor for anything beyond general information. Price comparisons or claims about what is "standard" should come from sources you can show.

Red flags. Springing new charges on a client mid-job, or counting a correction of your own error as a paid revision.

Where this comes from. Source check: opened and read on 31/10/2026 Tools for Humans, productized services, read 31/10/2026, an opinion post. Sharper angle from the checker: fold this into idea 2 as one product rather than a stand-alone.

4 Paid Mini-Audit in Your Specialty

You sell a short, flat-fee review, for example of website copy, a spreadsheet or a store page. The client gets a short PDF of findings and priorities, and may then hire you to fix what you found.

Difficulty Intermediate | **Cost** Free | **Risk** Low to Medium | **Crowd** Medium

The balance. A gentle start with room to stand out. A good place to begin.

At a glance

How soon might money arrive?	Weeks (you need one sample audit and one person to offer it to)
What can it earn?	No reliable income figure found. Fixed-price accessibility audits are listed at about $499 to $2,750 by agencies (seen 01/11/2026). These are list prices for a different, more formal service, not earnings from this idea.
Time each week and what AI does	2 to 3 hrs per audit; AI does a first pass, you apply the judgement
Does it grow?	Audits can lead to fix-it work (recurring), but each one needs your expertise
How crowded is it?	Medium; choose one audit type and show a sample PDF as the sales page
Where it fits	 US  UK  AU  CA
Skill level	Intermediate
Money to start	Free

What can go wrong	Low to Medium: client data, and promising results you cannot guarantee

Is this a good fit for you?

A diagnosis uses the judgement you already sell, in a small, low-risk package. It suits designers, writers, developers and VAs who spot problems quickly. It also gives hesitant clients an easy first step.

Only 1 hour a day? Use 40 minutes writing 15 checks for one audit type. Use 20 minutes running them on your own site or work.

Your first hour

About an hour in all, one small step at a time

1. Pick one audit type in your specialty.
2. Write 15 checks, using AI to suggest gaps.
3. Run the checks on your own site as a sample.
4. Turn the result into a one-page example you can show.

Copy-and-paste prompts

Paste each one into any AI chat tool. Replace every [BRACKET] with your own details first. Read the answer critically before you use it.

Step 1 Research

```
I am a freelance [YOUR TRADE] who wants to offer a mini-audit of
[AUDIT TYPE, e.g. website copy]. List 15 things a careful reviewer
checks in this kind of audit. For each, say how I can verify it
myself. Do not invent benchmarks or statistics. Mark anything
uncertain with [CHECK].
```

Step 2 **Build a sample**

```
Using the 15 checks, create a sample audit report layout for my own
work: [MY OWN SITE OR PROJECT, NO CLIENT DATA]. Include a score-free
summary, top 5 findings in priority order, and a "what I could not
check" section. Do not promise outcomes or numbers. Keep it under
one page.
```

Step 3 **Find first client or listing**

```
Write a short message (under 100 words) offering a flat-fee mini-
audit to [A PAST CLIENT OR LOCAL BUSINESS I KNOW]. Describe what
they receive and what I cannot promise. Do not invent a price, a
past result or urgency. Leave [MY PRICE] as a placeholder.
```

Step 4 **Check and improve**

```
Review my audit report below. Flag any finding that is only an
opinion, any claim that could mislead, and anything that includes
personal data that should be removed. Suggest three improvements.
Report: [PASTE REPORT WITH PERSONAL DATA REMOVED]
```