The AI Consultancy Project

Program Outline

About The AI Consultancy Project

- ✓ **Lifetime Access:** Take it at your own pace, start and stop as needed, all sessions recorded.
- ✓ **Trusted by 900+ Students:** Rated "Excellent," the highest score on Trustpilot.
- ✓ **Students in 23 Time Zones:** Proven in dozens of countries, including Europe, Asia and Australia.
- ✓ **Certification and Directory Listing:** Get listed in our public Consultant Directory when you complete key steps in the program.
- ✓ **3-Day Grace Period:** Cancel for any reason within your first 3 days, guaranteed.
- ✓ **60-Day Guarantee:** Backed by our “try the whole program” guarantee

If you’re ready to build a profitable, flexible, and impactful AI consulting business—without needing to code or cold call—The AI Consultancy Project is built for you.

This program gives you everything you need to go from curious to client-ready, whether you’re a complete beginner or already offering client services. You’ll get nine comprehensive project playbooks, each walking you through specialized AI skills, client acquisition, service delivery,

and scalable business models. You won't just learn theory—you'll implement real consulting tools like proposal templates, lead generation scripts, and customizable AI workflows.

You'll also gain access to a private Slack community of 1,000+ fellow AI professionals and weekly live coaching calls (plus recordings), so you're never going it alone. You can move at your own pace with lifetime access, and you'll get a personalized roadmap based on your skills and goals to keep things efficient.

And this isn't a one-size-fits-all system. You'll design services aligned to your interests and strengths, create retainers for steady income, and even learn to scale with group offers and no-code tools.

By the end, you'll be positioned as a trusted AI advisor with the skills, systems, and support to turn AI into long-term consulting success.

Learn More & Enroll

How The Live Sessions Work

As an AI Consultancy Program student, you'll be invited to live webinar-style training sessions every Tuesday. These lessons will be recorded and incorporated into the curriculum, and you'll have lifetime access to all program material.

Weekly Live Trainings	**Lifetime Access**
Through December 2025 Tuesdays at 1 PM Eastern 60-90 minutes **Always recorded. Lifetime access to all recordings.**	When you enroll, you get **instant access** to all our recorded material, and you will have lifetime access to future trainings. Whether you start right away or revisit the material in months or years, it will always be here for you!

The Full Program Syllabus

The syllabus below includes lessons that have already been delivered, and to which our students have immediate access upon enrollment. We'll be recording new lessons every week for the duration of 2025, and they'll be added into this curriculum in the appropriate spot in the sequence.

Please note that all program material is subject to change and will be updated and modified over time.

Onboarding Steps

- Required: Add Live Trainings to Your Calendar
- Required: Join the Private Student Slack Workspace
- Required: Find Your AI Consulting Persona
- Required: How to Use the Curriculum Platform
- Required: Your Account and How to Get Started

Defeat Imposter Syndrome

- Real-World AI Consulting Businesses (that you can build right now)
- Building Your Consulting Reputation
- The Fundamentals of Modern AI and Machine Learning
- Student Case Study: Sonal's First AI Consulting Sale
- Student Case Study: Ben's First AI Consulting Client
- Student Case Study: Grady Sells $20k in His First Month
- Student Success Story: Stephanie's Journey to Multiple AI Consulting Clients
- Student Success Story: Niki's First $10K AI Consulting Deal
- Student Success Story: Heidy Turns a $500 Project into a Long-Term Retainer

Start Fast: How to Create and Sell an 'Intro to AI' Training

- Score Your First Gig
- First Gig Follow-Up: Common Questions and Challenges
- How to Deliver an Exciting & Memorable AI Training
- AI Fundamentals Training Materials: Your Roadmap to Successful Client Sessions
- Proposal Template: 'Intro to AI' Training
- Video Examples: Real 'Intro to AI' Training Sessions

Your Exclusivity Statement: How to Instantly Set Yourself Apart

- Your Exclusivity Statement: How to Instantly Set Yourself Apart
- A Million Dollar Niche
- Deep Dive: The 'Qualifier' Element of Your Exclusivity Statement

Your AI Consulting Service Menu – How to Decide What to Offer Your Clients

- Your AI Consulting Service Menu + Ready-to-Use Template
- Revisiting 'Real-World AI Consulting Businesses' - Analyze Their Service Menus
- Case Studies: Students Share Their Real Service Menus

Intro Chats and Discovery Calls: How to Guide Your Clients to Their Ideal Projects

- The Intro Chat: How to Uncover Your Client's Pain Points and Big Wins
- The Discovery Call: How to Turn Your Client's Goals and Challenges Into Concrete Projects
- AI Demos that Enhance the Client Journey
- Real-World Discovery Call: Duncan's Success Story
- From Discovery to Deal: John's Mortgage Industry Client Journey
- Student Success Story: How Damon Used AI to Prepare for Client Discovery Calls
- Finding the Right Call Structure for New Clients: George's Questions

Build Your Offer Suite: Plan and Deliver AI Trainings

- Training Playbook: How to Give Exciting & Memorable AI Trainings
- Navigating AI Trainings: Common Questions from Consultants
- The Evolving Demand for AI Training: Conor's "AI for Leaders" Workshop
- AI Fundamentals Training Materials: Ready-to-Use Slides and Training Ideas
- Video Examples: Real ‘Intro to AI’ Training Sessions

Build Your Offer Suite: Strategy, Discovery and Advisory Services

- Strategy Playbook: How to Create a Detailed 'AI Adoption Blueprint' For Your Client
- Becoming a Fractional Chief AI Officer: How to Structure & Sell a High-Value AI Retainer
- From Discovery to Deal: Ama's £12,000 Client Success Story

Build Your Offer Suite: No-Code Workflows and Automations for Clients

- Build & Implementation Playbook: How to Launch Valuable No-Code Solutions for Clients
- Microsoft No-Code AI Tools - A Consultant's Guide

Welcome to Specialize Your AI Skills & Tech Stack

- How to Choose Your AI Consultant Tech Stack
- Your Tech Stack: How to Choose Your Automator
- Your Tech Stack: How to Choose Your Data & Storage Tool
- Your Tech Stack: How to Choose Your Large Language Model
- Making the Most of 'Deep Research' AI
- Prep Your Clients (and Yourself) for the Uncertain Tech Future
- Revisiting the Fundamentals of Modern AI
- Making AI Approachable: Human Connection and AI Expertise

Build It Together: Document Automation

- Introduction: Document Automation for Clients
- Core Workflow: Building an Automated Estimate Generator for Your Clients
- Power-Ups: Adding Image and Handwriting Recognition to your Document Automation
- Adapting to Make.com: Thiago Builds the Core Workflow and Power-Ups in a New Platform

Build It Together: AI Agents and Chatbots

- Introduction: AI Agents and Chatbots
- Core Workflow: AI Agents and Chatbots
- Power-Ups: AI Agents and Chatbots
- More Power-Ups: Building a More Complex Chatbot with Voiceflow
- Advanced Mode: AI Agents and Complex Workflows with n8n

Build It Together: Dashboards for Team Operations

- Introduction: Dashboards for Team Operations
- Core Workflow: Dashboards for Team Operations

Building AI Solutions: Tools, Tutorials and Portfolio Projects

- Getting Started with a Simple Tech Stack
- Create a 'Project Intake Form' with Google, Zapier, and ChatGPT

- Build a Custom AI Slackbot Without Code
- No-Code AI Calendar Management
- Categorize Your Email With AI (Without Coding)
- Building AI-Powered Chatbots with Voiceflow
- Analyze and Dissect a PDF with OpenAI & n8n
- AI as a Second Brain: Building Custom GPTs That Work for You
- Build with OpenAI's Custom GPTs and Assistants
- Building AI That Reads Your Client's Mind: The Exclusivity Statement Advisor
- The AI Storyteller: Creating Compelling Visuals with AI
- Medical AI and Privacy: Navigating Compliance in AI Applications
- Fake Songs, Unlimited Music and Practical AI Audio Generation Tools
- An Emmy-winner's AI video, audio and image shortlist
- Understanding AI Data Privacy and Cybersecurity
- Navigating GDPR & The EU AI Act: A Consultant's Guide
- Rudy's First n8n.io Build: How a Non-Coder Built a Business Automation Solution

A New Debugging Mindset

- A New Debugging Mindset

AI in Society: Ethics, Intellectual Property and Improving the World

- AI Bias, Errors and Perpetuating Social Problems
- Intellectual Property, Copyright and Sourcing of Data
- How AI is Changing Hollywood: A Conversation with Cobra Kai's Zack Arnold
- Wearable and Handheld AI Tools
- Why the Ai Pin miserably failed: A cautionary tale
- Unlimited AI teachers (and why that's a good thing)
- Garbage-scanning robots: How AI is reducing food waste

The Rockstar Client Framework

- The Rockstar Client Framework
- Bonus Q&A: Coaching on Rockstar Clients and First Gigs

Build Your Consulting Reputation

- Your Reputation: Build Your 1-Page 'Calling Card' Website
- Your Reputation: Optimizing Your LinkedIn Profile

Lead Generation and The Active Pipeline

- Client Outreach Methods, Ranked
- Build Your Prospect List
- The Proven Client Outreach Playbook
- The Active Pipeline: Convert High-Value Prospects into Long-Term Clients
- The Long Game Payoff: How Sonal's Patience with Direct Outreach Led to Success

Nurture Your 'Not Yet' Leads

- Sales and Follow-Up: Nurturing Your ‘Not Yet’ Leads
- Advanced Lead Nurturing: Your Recurring “What’s New in AI” Webinar

Pricing, Proposals and Closing Deals

- Welcome to: Make Your First (or Next) 3 Sales
- Price with Confidence
- The Sales Call Playbook + Zero-Pressure Sales
- Closing the Deal: Almost-Instant Proposal Writing
- How to Negotiate with Clients (and win)
- Account Ownership, Billing & Retainers
- Real Students' AI Consulting Proposals & Templates

The Hybrid Retainer Framework

- The Hybrid Retainer Framework (and Worksheet)

Becoming a Fractional Chief AI Officer: How to Structure & Sell a High-Value AI Retainer

- Becoming a Fractional Chief AI Officer: How to Structure & Sell a High-Value AI Retainer

Growth Multipliers and One-to-Many Trainings

- Growth Multipliers and One-to-Many Trainings

Creating Positive Patterns: Goal-Setting for a Growing Consultancy

- Creating Positive Patterns: Goal-Setting for a Growing Consultancy

Speeding Up Your Sales Cycle

- Scale Your Sales Patterns

Run a Tight Ship: Your Simple Office and Financial Stacks

- Run a Tight Ship: Your Simple Office and Financial Stacks

Innovating with AI's Consultant Directory - What It Is and How To Apply

- Innovating with AI's Consultant Directory: What It Is and How to Apply

Your Business Entity

- The Lean Business Entity Playbook

Law for Consultants: Conflicts, Contracts and the Lean Legal Framework

- Law for Consultants: Conflicts, Contracts and the Lean Legal Framework

Thriving Business, Healthy Life

- A Relaxed Life and a Thriving Business
- The Productive Consultant's Daily Rituals
- Rob's Reading List
- Scaling Beyond $250k: How to Break Through Without Breaking Yourself

Automator Reference Guide

- Dive into Zapier: The Automation Tool for Everyone

- Learn Make.com: An Advanced but Accessible Automator
- Explore n8n.io: The Automator for Higher-Tech Consultants

Data & Storage Reference Guide

- Airtable: A Friendly, Accessible Home for Your Data
- Google Sheets: A Simple and Nearly Universal Data Storage Option
- Supabase: The Data Storage Powerhouse

Large Language Model Reference Guide

- The OpenAI Language Models
- Anthropic's Claude: A Friendly and Brilliant Model Option
- Open-Source and Self-Hosted Models: Llama, DeepSeek and Beyond

Learn More & Enroll