

# Course 17 — AI Consulting Advanced Mastery

A 10-modules CyberG7 system — research-backed, build-as-you-go.

## THE COURSE AT A GLANCE

Course 17 — AI Consulting Advanced Mastery: a premium CyberG7 operator programme for learners who want practical, evidence-led workflows across agentic AI, AI automation.

## Who This Is For

Course 17 — AI Consulting Advanced Mastery: a premium CyberG7 operator programme for learners who want practical, evidence-led workflows across agentic AI, AI automation.

This course is built for:

- founders and operators building AI-enabled businesses
- creators and marketers turning AI tools into repeatable production systems
- technical learners who want practical workflows rather than tool demos

You'll feel right at home if any of these sound familiar:

- too many disconnected AI tools
- unclear path from learning to usable output
- time commitment and implementation confidence
- cost versus measurable workflow improvement

## What You'll Build

By the end, you won't just understand the ideas — you'll have assembled a working system, module by module. Across the course you'll develop:

- The Evolution of Automation: Traditional vs. Agentic
- The Economic Shift: Outcome-Based Pricing
- ROI Frameworks and Value Capture
- Niche Specialization and Client Management
- The Strategic Tool Landscape

- Operational Excellence: Workflow and Mindset
- The "A+ Problem" Strategy
- The Ideal Daily Workflow
- Mindset Mastery

## Course Outline

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### Module 1 · Foundations of a High-Leverage AI Consulting Practice

The landscape of back-office and agency operations has transitioned from basic task automation to a paradigm of "Agentic AI" and intelligent workflow orchestration. In 2026, high-performing organizations are distinguished not merely by tool adoption, but by a fundamental redesign of their workflows. AI automation is currently driving operational cost reductions of 20–30% on average, with some sectors, such as finance, seeing reductions as high as 40%. The primary value proposition has shifted from "writing faster" to automating "boring operational loops"—reporting, meeting notes, and cross-platform data synchronization.

#### Key themes:

- The Evolution of Automation: Traditional vs. Agentic
- The Economic Shift: Outcome-Based Pricing
- ROI Frameworks and Value Capture

### Module 2 · Designing Irresistible High-Ticket Offers

Success in the modern agency landscape is defined by two primary pillars: the ability to craft a uniquely positioned, high-ticket offer and the implementation of autonomous systems to handle the operational burden. The transition from hourly billing to value-based outcomes is no longer optional; agencies must now solve "extreme pain" points while utilizing AI workflow tools to recover 10 to 15 hours of productivity per week. By focusing on Generative Engine Optimization (GEO) and "Agentic" workflows, firms can ensure visibility in AI-driven search results while scaling output without a linear increase in headcount.

#### Key themes:

- A. The Foundation of an "Irresistible Offer"
- B. Value-Based Pricing and the Value Equation
- Risk Reversal: Bonuses and Guarantees

### Module 3 · The Rapid Client Acquisition Sprint

The modern consulting and agency landscape is undergoing a fundamental shift driven by AI-native methodologies and a transition from volume-based lead generation to pipeline-centric revenue architecture. This document synthesizes key strategies for high-ticket service businesses, ranging from Instagram-based personal branding and lead revival tactics to the sophisticated AI consulting models projected for 2026.

#### Key themes:

- The "10K Story Strategy" and Instagram Sales Infrastructure
- The 2026 AI Consulting Market and Pricing Paradox
- Sales Pipeline Metrics and Revenue Forecasting

## Module 4 · Closing High-Ticket Clients with Consultative Selling

The outbound sales landscape in 2026 has reached a critical inflection point. Traditional "Spray and Pray" models have been rendered obsolete by hyper-sensitive AI filters from major providers like Google and Outlook. The current market reality dictates that sending a higher volume of emails leads to fewer meetings, as automated "mail-merge" templates are easily identified by both AI filters and human prospects.

### Key themes:

- The Definitions of AI Agency in Sales
- The Economic Case: AI Agent vs. Human SDR
- Deliverability and the "Agentic Trust" Infrastructure

## Module 5 · Backend Operations, CRM & Revenue Tracking

The professional services landscape in 2026 is defined by a fundamental shift from time-based inventory management to value-based expertise delivery. Unlike product or software companies, professional services firms face constraints centered on human capacity and expertise development. Profitability no longer correlates strictly with revenue volume; instead, it is driven by high-margin engagements, strategic resource allocation, and the integration of autonomous AI agents.

### Key themes:

- Core Financial and Operational KPIs
- Operational Efficiency Metrics
- Profitability and Growth Metrics

## Module 6 · The AI-Powered Authority Content Engine

As of 2026, the digital landscape is defined by the transition from traditional search and administrative models to AI-integrated ecosystems. This document synthesizes key developments across three primary domains: Generative Engine Optimization (GEO), Multi-Touch Attribution (MTA), and AI-Driven Onboarding.

### Key themes:

- Generative Engine Optimization (GEO) and AI Visibility
- Multi-Touch Attribution (MTA) and Analytics Maturity
- Modern Onboarding: Continuous and AI-Personalized

## Module 7 · Engineering Conversion Assets: VSLs, Funnels & Scripts

The Video Sales Letter (VSL) is positioned as the single most important sales asset in a modern business. Its primary objective is to nurture prospects by educating them and establishing rapport before a sales call even occurs. A flawlessly executed VSL can perform up to 90% of the "heavy lifting" in the sales process, potentially doubling revenue by addressing objections, building authority, and bonding with the audience over shared insecurities or professional pain points.

### Key themes:

- The VSL Structural Framework
- Operationalizing Technical Execution
- Modern AI Pricing Models and ROI Strategies

## Module 8 · Paid Acquisition & Performance Ad Systems

Success in the 2026 B2B landscape requires a shift from isolated marketing tactics to integrated acquisition systems. The core strategies outlined involve leveraging Meta and LinkedIn advertising as "fuel" for proven offers, utilizing a 4-channel ABM system (Ads, Content, Tracking, Outbound) to achieve massive pipeline growth, and adopting a "Sovereign AI" pricing model that prioritizes value over hourly work. Key to this transition is the "Revenue Triangle"—balancing setup fees, retainers, and performance bonuses—and a structured framework for delegating tasks to AI agents across six levels of autonomy.

### Key themes:

- Strategic Foundations for High-Ticket Advertising
- Setting Realistic Expectations
- The 18-Ad Creative Framework

## Module 9 · Scaling Through Team Training, Delegation & Culture

The provided documentation outlines a comprehensive strategy for building, managing, and scaling a top-tier sales organization and a productized B2B service. The core philosophy centers on the integration of high-leverage automation with a deeply human-centric leadership approach. Key pillars include the creation of "dialed-in" communication hubs via Discord, a rigorous three-day sales rep ramp-up period, and the transition from custom services to productized models to ensure scalability and revenue predictability. Furthermore, the framework emphasizes the emerging role of AI in delegation and scheduling, highlighting how technical infrastructure must serve the ultimate goal of "Customer Generation" and pipeline growth.

### Key themes:

- Sales Infrastructure and Communication Hubs
- Discord Channel Architecture
- Workflow Automations

## Module 10 · Advanced Plays & Bonus Growth Systems

The landscape of professional services and lead generation has undergone a fundamental shift in 2025-2026. Traditional "pyramid" consulting models are collapsing as AI compresses junior labor, allowing senior practitioners to achieve higher productivity via automated "AI stacks." Lead generation has moved beyond generic outbound efforts toward high-value "freebie" magnets and "Authority Content Engines" that optimize for both human researchers and Generative AI Search Engine Optimization (GEO).

### Key themes:

- The Strategic Framework for Lead Generation
- The "Perfect Freebie" Strategy
- The Authority Content Engine

## Outcomes

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Complete the course and you'll be able to:

- **Deterministic Workflows:** Traditional robotic process automation (RPA) and integration platforms (iPaaS) follow rigid "if-then" rules. These are best suited for structured, repetitive tasks where the same inputs must always produce the same outputs.
- **Extreme Pain:** Solving a problem that causes significant financial loss, relationship strain, or personal dissatisfaction.
- **Name | Niche:** Who you help and how.
- **Implement AI Agent SOPs:** Small businesses must move from "chatbots" to SOP-driven agents. Each SOP must define a Trigger, Data Source, Allowed Actions, Approval Gates, and Logs.
- **Project Margin:** Target benchmarks vary by engagement type. Fixed-price projects demand a risk premium of 35–50%, while advisory/strategy work should target 50–70%.
- **The GEO Framework:** Unlike SEO, which targets keyword rankings, GEO focuses on authority building, entity positioning, and technical structures that allow LLMs to parse and credit brand information. Key tactics include "citation engineering" via digital PR and the use of proprietary tools like BlueprintIQ to audit content against live AI results.
- **The Readability Standard:** Using tools like the Hemingway App, VSL scripts should be simplified to a Grade 6 comprehension level. Social media audiences favor content that is easy to digest; high-grade complexity (e.g., Grade 10+) often kills engagement.

### ENROLL

Enrol now Start *Course 17 — AI Consulting Advanced Mastery* today — the full module-by-module system lives at <https://ai-consulting-advanced-mastery-edu.cyberg7.com.sg>.