7 Automations Every Small Business Needs

(But Probably Doesn't Have)

The AI Income Project
Automation Specialist

Most Small Businesses Waste 20-30 Hours/Week On Repetitive Tasks

That's £40-60K/Year In Labour Costs

Here Are The 7 Workflows That Could Change That...

1. Lead Capture CRM

What It Does:

- Automatically Captures Leads From All Channels

- Adds To CRM With Proper Tagging

- Triggers Personalised Follow-Up Sequence

Time Saved: 8 Hours/Week
Annual ROI: £15,000

Tools: N8N + Google Sheets + Email

2. Meeting Booking Automation

What It Does:

- Qualifies leads with AI-powered questions

- Sends calendar link to qualified prospects

- Automatically books meetings based on availability

- Sends reminders to both parties

- Updates CRM with meeting status

Time Saved: 5 Hours/Week
Annual ROI: £10,000
Tools: N8N + Calendly + Email + CRM

3. Invoice & Payment Folow-Up

What It Does:

- Monitors unpaid invoices automatically

- Sends friendly reminder emails at set intervals

- Escalates to phone call reminders if needed

- Notifies accounting team of overdue accounts

- Updates payment status in real-time

Time Saved: 4 Hours/Week
Annual ROI: £8,000 + faster payments
Tools: N8N + Stripe + Email + Slack

4. Customer Onboarding

What It Does:

- Sends welcome sequence automatically

- Delivers relevant documents and resources

- Schedules check-in calls

- Assigns internal tasks to your team

- Tracks onboarding completion status

Time Saved: 6 Hours/Week
Annual ROI: £12,000
Tools: N8N + Email + Google Drive + Calendly

5. Social Media Content Distribution

What It Does:

- Repurposes one piece of content across platforms

- Auto-posts to LinkedIn X and Facebook

- Creates different formats for each platform

- Schedules optimal posting times

- Tracks engagement and notifies you of comments

Time Saved: 5 Hours/Week
Annual ROI: £10,000
Tools: N8N + Social API's + AI for repurposing

Data Sync Between Tools

What It Does:

- Keeps all your tools in sync automatically

- Updates customer data across all platforms

- Prevents duplicate entires

- Maintains data consistency

- Eliminates manual data entry

Time Saved: 3 Hours/Week
Annual ROI: £6,000
Tools: N8N +Your Existing Software Stack

7. Team Notification & Task Assignment

What It Does:

- Routes enquiries to the right team member

- Auto-assigns tasks based on workload

- Sends Slack/email notifications

- Tracks task completion

- Escalates if tasks are overdue

Time Saved: 4 Hours/Week
Annual ROI: £8,000
Tools: N8N + Slack + Project Management Tools

Time Saved: 35hours/Week
Annual Savings: £69,000

ROI: 10x in year one

Every week without these automation costs you £1300