Before You Spend

Test Your Side Hustle Idea

Choose one idea. Check whether it fits your life, then talk with people who might actually need it. You can learn a lot before buying supplies or building a website.

1 Define one small offer

- [ ] I can name a specific task and the person who might pay for it.

I help [type of customer] with [specific task or result]:

My small test includes [scope or time limit] and excludes:

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2 Check whether you can deliver it

- [ ] The work fits my available hours, responsibilities, energy, and travel limits.
- [ ] I have the skills and basic resources, or know what I still need to learn.
- [ ] I have identified requirements to verify, such as permits, screening, insurance, customer permission, or data protection.

The biggest fit or readiness issue I must resolve:

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3 Set a spending limit

- [ ] I have separated tools I already own from things I would need to buy.
- [ ] I will verify required costs before booking; I will delay optional purchases.

Maximum I can afford to test this idea: $_____ Actual required costs: $_____

Find out what customers need

4 Talk with five potential customers or referral contacts

Ask: How do you handle this now? What is difficult about it? Do you currently pay for help? What would make a small paid trial worthwhile?

Ask permission to follow up. Use initials below and avoid recording private information.

Contact	Need or current solution	Next step / date
1.		
2.		
3.		
4.		
5.		

5 Offer one small paid trial when you are ready

☐ I will explain the task, limits, price, timing, and payment terms in writing.

☐ I will finish required setup before taking paid work or accepting money.

Check the price: Include travel, preparation, supplies, fees, and follow-up time. A paid booking is stronger evidence than compliments; one booking is still only an early signal.

My test price: $_____ Total work time: _____ Expected expenses: $_____

6 Choose your next step

[ ] TEST: A customer has a clear need and I can deliver responsibly.
[ ] ADJUST: Change the task, customer, scope, location, or price and ask again.
[ ] PAUSE: Costs or requirements do not fit, or I need more evidence.

One action I will take next: _____ By: _____

Need help choosing an idea? Take the free **HustleMatch assessment**. Optional business guides provide detailed launch steps and worksheets when you are ready.

This checklist is for planning. Demand, costs, and requirements vary. No clients or income are guaranteed.