

Great Ideas All Start As Dumb Ideas:

Million-Dollar Business Ideas

1. B2B products and services

Opening a consumer-facing brand may seem more fun at first glance, and like the fastest way to become a household name, but starting a B2B business can be one of the best ways to bring home the big bucks. By targeting companies with big budgets who have consistent purchasing needs, you can bring in a lot more revenue than you would by convincing consumers to make one-off purchases.

For example, if you open an ice cream shop, you will need to rely on customers wanting to come back again and again for your ice cream even in the winter or when another dessert trend comes onto the scene. But with B2B businesses, you can often arrange for large monthly orders or retainers. A doctor's office will always need medical supplies and will have consistent orders placed every month for their basic supplies.

A business that lacks the budget for an in-house tech team will rely on a company that provides affordable IT support services. B2B businesses often rely less on trends and more on practicality, which can be a good thing for entrepreneurs looking to start a stable business.

2. Online education

If you have a skill that other people would like to learn, then capitalize on it by offering online educational resources that teach that skill. Especially with the current landscape, more people are turning to virtual education than ever before — both for practical purposes as well as to pursue a hobby or passion. Experts predict [e-learning sales will grow](#) to \$325 billion by 2025, which means you should enter this scholastic gold rush before the market is oversaturated with competitors.

By selling e-guides, online courses, e-books or virtual tutoring sessions, you can start a million-dollar business for little upfront cost. Since

online education doesn't require physical materials, or even an office if you're a team of one, your overhead will be low and your profit will stay high.

3. Wellness offerings

Speaking of trends, one of the biggest trends to hit the U.S. in recent years, as well as many other parts of the world, is an increased emphasis on wellness. In fact, as of 2018, it was estimated that worldwide, the [wellness and health industry](#) was worth a whopping \$4.2 trillion.

Starting a fitness business, opening a health food store, offering spa services, or selling other wellness-themed products or services can be extremely profitable. If you can bring these products and services online, as well, whether offering virtual exercise or meditation classes or setting up an online store to sell products, you'll be able to reach more people and reap larger profits.

4. Food delivery services

Even before the coronavirus pandemic forced many restaurants to pivot to takeout or delivery options only, more and more people were opting for food delivery, whether pre-made dishes or meal prep kits. In fact, [27% of internet users purchased meal kits](#) off the internet in 2016 and these kits are becoming increasingly common.

Whether you want to open a restaurant with robust online ordering capabilities, or you want to deliver specialty foods — like gluten-free, vegan or paleo treats — options abound. From baked goods to entire meal plans, consider what your own food needs are and what would make your life easier and more delicious and then offer a solution to like-minded customers. Now more than ever, consumers are looking to have their food delivered, so if you can find a way to provide a unique offering, you could see this million-dollar business idea really take off.

5. Wedding services and products

First comes love, then comes marriage, then comes some major spending. That's right, many couples are willing to spend tens of thousands of dollars to make their dream wedding day come true. And typically, their guests follow right behind them to purchase gifts, make travel arrangements and refresh their formal wear. With the average wedding costing over \$30,000, there is a lot of room for your business to thrive in the [wedding industry](#).

You can offer wedding planning services or floral design offerings. You can open a wedding venue or host glamping bachelorette parties. Go traditional or get creative. Food, flowers, decor, music, stationery, photography, honeymoons, and more — the perfect wedding day can come at a steep cost that businesses can benefit from.

6. Dropshipping business

In order to become a million-dollar business, you may want to consider keeping your expenses low. One such way to do that, is by starting a dropshipping business. What that means is you can start an e-commerce business that outsources product development, material sourcing, inventory, shipping and manufacturing to an outside party. When you have a dropshipping business, you'll sell products via an e-commerce website to customers, but a third-party manufacturer will handle the order fulfillment and shipping.

You'll receive a commission for each sale you make, but you won't have to buy any inventory (unless a small initial amount is required) which means you won't have a warehouse full of goods costing you money if they don't sell. By the way, dropshipping is more common than you think. About [23% of online sales are done via dropshipping](#). When you work with larger manufacturers, you can utilize their valuable resources and expert processes they have in place without committing too much time, energy or expense into starting a business all on your own.

7. Food truck

Even before COVID-19 changed the dining landscape, running a restaurant was hard work and an expensive endeavor. Now that fewer

people are able or choosing to dine in person — but are still looking for options to save them from cooking all their meals themselves — food trucks are a unique way to bring people the food they crave while keeping your employees and customers safe. It is more common for food trucks to have a simple menu, which means you can master just a few select dishes, and you have a lot more flexibility. The days you work, the hours you are open and the location you choose to park your food truck can all vary.

Experts believe that the [food truck industry](#) will reach a value of \$996.2 million, so it's time to get your hands on some of those millions. Make sure you advertise where your food truck will be and when through your social media channels, email newsletters and your business website so that your customers know where to find you.

8. Subscription model business

Retaining customers is notoriously more affordable than gaining new ones. Which means if you can lock your customers into a weekly, monthly or annual subscription purchase, then you have a much higher chance of retaining your customers. In 2017, [subscription model business websites](#) were receiving around 37 million visitors, which shows that consumers are intrigued by this business model.

The e-commerce giant [Amazon](#) seems to be capitalizing on that fact, as their subscription services made over \$1.4 billion in just a single quarter. Entertainment, food, clothing, and virtually any type of product or service can be turned into a subscription model that you can profit from. Even toothbrushes and razors have seen success with a subscription model — automating one more thing for consumers and freeing up their time to focus on other things.

9. Consulting services

If you have valuable expertise that other people would like to take advantage of, then trade your 9-to-5 office job for a consulting business. By offering consulting services, you can choose how much you want to charge to share your experience and knowledge with others. Consulting can fall under B2B services, which as previously mentioned,

can be very profitable if you land some large corporate clients. If you don't want to do all of the work on your own, you can even open a consulting firm where you hire other experts to help you get the job done and service more clients.

Not to mention, now that remote work has become the new normal, you don't have to limit your potential client search to your immediate area. You can consult for businesses across the country — or world.

50 million-dollar business ideas you can launch for cheap (or even free)

1. Consulting

Do you already have knowledge or experience in a specific area? Whether it's showing a business how to go green, how to use new technology, or providing legal advice then you can easily start your own consulting agency. Since you already possess the knowledge and experience the main costs involved are going to be marketing business and networking, specifically purchasing a website and business cards. Interested? Check out this consulting guide I put together to help get you consulting business up-and-running.

2. Bicycle Repair/Sales/Storage

In 2015 the Bicycle industry pulled in over \$6 billion. With so many people purchasing bicycles, they're going to need someone to repair them when they eventually breakdown. Since this is probably a seasonal business, you could also store bicycles if you have a large enough space. For example, if you lived near a beach, people could store their bikes with you instead of them transporting them back and forth. Interestingly, since it appears that more people are deciding to purchase used bicycles, then you could consider selling used bikes either in-person or online.

3. Chatbot Making

"Where 10 years ago every company needed a website and five years ago every company needed an app, now every company needs to

embrace messaging with AI and chatbots," said ChatBot expert Murray Newlands. While making a chatbot sounds complicated, tools like Chatterpeople allow you to easily build a Facebook bot without having any previous coding knowledge.

4. Door-to-Door Delivery

More and more businesses are allowing customers to order products online, such as your local grocery store or pizzeria. Not all of them, however, deliver. That's where you can come into play. You can deliver these products. Or, you could start your own business like Door To Door Organics - which is an online grocer of natural and organic products that's delivered to your home. The company started in 1997 for just \$700 and is posting around \$40 million in revenue.

5. Infoproducts/Educational Programs

Selling "how to" information is a great business idea. Not only are you profiting from a passion or a skill that you already have, it's incredibly low cost. Just purchase a website, start creating top notch content, and maybe invest in some ads. Since this is a competitive area, focus on a niche that isn't frequently discussed.

6. Tour Guide Service

This probably won't work if you reside in an area that doesn't have a lot of tourists, but if you do and are intimately familiar with popular sightseeing attractions then start your own tour guide service. Again, a website and some business cards can get you started. You can also sign up with a website like Vayable.com who will find customers for you - for a cut of the revenue obviously.

7. Home Repair/Restoration

If you have the skills and equipment, then why not start your own home repair or restoration business? Having a specific area, however, is going to set you apart from other construction business. For example, Toby Woodward started his flooring business with \$50 and a box of business

cards. Best of all? You don't need to invest in inventory since you're more focused on installation or repairs.

8. Senior Services

Since there are more than 46 million people in the U.S. who are 65 years of age or older, and that figure is expected to increase to approximately 98 million by 2060, there are a lot business opportunities involving seniors. This includes companionship, running errands, or providing advice for family members.

9. Boat Cleaning/Repairs

Whether if it's for the mid-season or winter, boats that are hauled out of the water are going to need repairs will need everything from the the decks, the head, the holds, and the sleeping quarters to be cleaned. Start by approaching any homes that have a boat on their property or working with a local marina to contract your cleaning or repair services.

10. Online Marketing Services

Even if you don't have a background in online marketing, you can take a cheap online course to get started - particularly with SEO. This is another competitive industry, so if you want to stand out, focus on a niche area, such as AdWords, or emerging marketing fields like influencer marketing.

11. Blogging/Vlogging

Yes. Blogging is alive and well. Best of all? It only costs a couple of dollars to get started. Patience, along with a basic knowledge of SEO and being able to create quality content is essential. If so, you may be able to join the top bloggers who earn high six figures. If you're charismatic and have some knowledge to share, then you can start a YouTube channel for next to nothing. People, like PewDiePie, are seriously making six-figures doing this.

12. Affiliate Marketing

Affiliate marketers promote products of other people. In return, they get commissions on their sales. Amazon is one of the most popular platforms for affiliate marketing, but there are alternatives that you can consider like Commission Junction. Since affiliate marketing is typically combined with blogging in order to create a seamless mix of content and promotion, you'll need to get your own blog up and running first.

13. Writing

There's more to writing than just being a freelance writer or creating content for blog. Juggernauts like Amazon and Apple are involved in the book publishing field where authors are raking big bucks for composing everything from instructional books to cookbooks to Sci-fi adventures.

14. Cleaning Service

What's intriguing about starting a cleaning service is the fact that you have several different routes to take. You could clean houses during the day, office buildings during off-hours, or clean restaurants daily. It really depends on your preference, like what hours you work best. Cleaning supplies aren't terribly expensive and since most of your business comes from word or mouth you don't have to spend a ton on advertising or marketing.

15. Rentals

With the emergence of "sharing economy" people are choosing to rent instead of purchasing items. While renting out a room on Airbnb or your vehicle and time on Uber/Lyft get most of the attention, you can rent pretty much anything you own like a garage, parking space, and even household items like furniture or yard equipment. Even if you don't own these items, they're fairly inexpensive to purchase. And, if you really want to step-up your rental gam, consider renting out party equipment like tents, photo booths, or bounce houses.

16. Business Plan Service

If you've already created a successful business then you can pass that knowledge along to someone else for a fee - such as market research, business plan narrative, and financial statements. New business owners are more than willing to pay a someone who has successfully started a business to help guide them in developing their own successful business plan.

17. Website Development/Management

Since we live in a digital world, it's expected that you have a website - especially for businesses who need to drive traffic to increase sales. If you have the skills then you can start creating personalized websites for customers. Start small by developing websites on a platforms like WordPress and work your way up. If you don't have the talent, you can teach yourself through Codecademy or hire a talented designer. Besides developing websites, offer a service like website management where you keep clients websites properly running and updated. Here is a guide to being a better programmer.

18. Graphic Design

Businesses are also in need of talented creatives to tell their story through branding. This could be anything from designing a logo, advertisements, newsletter, magazine, flyer, or information sheet. Need inspiration? Nicky Laatz works from home designing fonts, graphics, and templates and has made a cool million dollars selling them online.

19. Internet Security Consultant

Thanks to hacking, scamming, and viruses, security is a priority for both businesses and individuals. Besides your expertise and some marketing, it doesn't cost much to protect the hardware and software of others. Those handling sensitive information are more than willing to pay you a pay bundle to keep that info safe.

20. Pet Care

Americans dropped a whopping \$62.75 billion on their pets in 2016. That amount is expected to increase to \$96 billion by 2020! To tap into this industry you could go with traditional business ideas like dog walking, grooming, training or pet sitting. The real money shaker is by producing organic pet food and treats.

21. Lawn Care/Snow Removal

Do you have a green thumb, enjoy being outside, and equipment like a lawn mower, weed wacker, chainsaw? Then why haven't started your own lawn care business yet? Since you already have the tools to get started, the main cost is advertising and marketing your business. If live in a region where you have snowy winters then offer snow removal services as well. You already did the advertising, so you just need to invest in snow shovels and a plow.

22. Editorial Service

An editorial services business is incredibly easy to start, doesn't require an initial monetary investment, and has the potential for expansion once you're established. Additionally, you could offer your services from both small and large businesses, as well to authors and students. Speaking of services, you could offer everything from copywriting, ghostwriting, proofreading, editing and indexing.

23. Homemade Gourmet Food

Whether if it's soup mixes, bread, jellies, cookies, or chocolates, people are definitely devouring gourmet food products. And, since you already have a kitchen, you only need to purchase cooking supplies, packaging, and a little basic marketing materials to launch. Amy's Kitchen is just one example of a home-based business that became a multi-million business by creating delicious gourmet food.

24. Domain Name Buyer

Purchasing a domain is cheap. How cheap? Let's say that you can obtain one for under \$10. But, the real money is purchasing a domain that can be profitable and is memorable. This way when a business

comes along and needs that domain they won't hesitate to pay your top-dollar for it.

25. Flipping Websites

By using a site like Flippa you can purchase a website, build-it-up, and sell it for a pretty penny. Sounds silly, but it's actually become a lucrative business. Personally I've been able to earn an additional \$25-\$30k flipping websites each year on the side. Just imagine if I did that full-time!

26. Ecommerce Store

Unlike opening a brick-and-mortar storefront, an eCommerce site is easy to build and doesn't require the monetary investment and time commitment. And, you're not limited to one location or business hours since you can sell to customers anywhere in the world 24/7. BigCommerce and Shopify have a ton of priceless guides to get you started.

27. Personal Concierge

A personal concierge handles everything from managing schedules to running errands like taking clients to the airport or their dog to the vet. In a nutshell, it's being someone's personal assistant. But, depending on the market, it can make you some serious bank.

28. Personal Trainer

If you have the background this is another low-cost business idea that can make you millions. After some initial advertising and marketing costs, most of your customers will come through word-of-mouth. You can also sell your training online, like starting a YouTube channel or a subscription-based business.

29. Property Management

Since landlords don't have the time to constantly check in on their properties or maintain them, like mowing and cleaning the properties. A property management company will take care of these tasks for landlords who already have their hands full or who don't live near the property.

30. Window Cleaning

If you're like most of us, window cleaning is my least favorite chore around the house. It's tedious and never looks "clean." That's why I have no problem hiring a window cleaning service for both my home and business. Like a cleaning service, you have the option to do residential or commercial properties and it doesn't require much capital to start.

31. Upholstering/Furniture Repair

Do you have a piece of furniture that you love, but it's looking a little ragged? Instead of purchasing a replacement you could have it upholstered. And, it's pretty solid business idea as well. You can also repair and upsell used furniture for those who prefer quality pieces of furniture at a decent price.

32. Custom Tailoring

Since people are becoming more conscientious about their looks they realize that there's no such thing as one-size-fits all - particularly businessmen and women. That's why the custom clothing industry is an intriguing idea. It's in-demand, but currently untapped. This means that there's some serious potential for future growth.

33. Life Coach/Mentor

Do you have a proven track record in a particular field? Can you prove past success or have trained in matters of the mind? Then life coaching or mentorship is another low-cost and profitable business opportunity since you can run the business out of your home.

34. Training/Instruction

Whether you're a guitarist, chef, fluent in Spanish, you can make some serious dough sharing your knowledge. Start by purchasing a website and selling content like instructional videos to customers.

35. Graffiti Removal

Doesn't sound like a millionaire-dollar business idea, but Remove It Restoration made \$2.6 million in revenue in 2016 by removing graffiti.

36. Cleaning Out Foreclosed Homes

When a bank forecloses on a home they always have to hire a business to clean the place out. Sometimes this can be really dirty, both physically and emotionally, but it's an overlooked and profitable business idea.

37. Event/Project Planning

If you're organized and are a planner, then why not take care of the arrangements for events like birthdays, retirements, or weddings? It's always in-demand and can be profitable. If events aren't your cup of tea, you could become a project planner for a business that doesn't have an in-house project manager in order to keep their teams focused and on-track.

38. Packing/Moving Service

Who actually enjoys packing-up for a move? I don't. And, if you're like me, I was more than willing to hire someone to pack and load my belongings. Since you don't need to purchase anything other than boxes and tape, which will be included in your final price, there isn't much of an overhead to start. In addition to, or as a separate business idea, you can also start a moving company. Purchasing a truck may be pricey, but you could start by investing in a truck and trailer and moving larger items locally, like when someone just bought a new fridge or moved across town.

39. Referral Service

Whether if it's a new business or family that just moved into town, you can refer them to restaurants, accountants, lawyers, landscapers, babysitters, or vendors. Your biggest cost is networking, marketing yourself to the community, and placing ads online and in the Yellow Pages.

40. Currency Trading

With the amount of tutorial videos, online courses, and applications that offer step-by-step guides becoming a currency trader has never been easier. And, it can make you a ton of cash. After you've learned the basics, you'll just need a small amount of cash flow and a phone, tablet, or computer.

41. Landlord/Bread and Breakfast

If you don't want to go the Airbnb route, but still have a room or private area to rent, then you can always become a landlord or start your own bread and breakfast. The real money is if you live in tourist areas, but I've known plenty who have purchased homes in emerging neighborhoods when purchasing homes were cheap and now making a ton of cash renting out these homes or apartments.

42. Childcare

After you've obtained the proper licenses and permits, this is a business that you can start at your home. In areas like Silicon Valley and D.C., this is a lucrative business. If you don't want to run a daycare out of your home, you can still start a childcare business like being a babysitter, nanny, au pair, or tutor.

43. Homemade Goods

If you're a crafty and creative person, then you could join Etsy, launch your own eCommerce site, or roadside stand where you can sell anything from hand-printed shirts, furniture, jewelry, natural soaps, or organic food.

44. Hairdressing/Makeup Service

If you're up on the current styles, and can actually cut hair or do makeup, then you can start your own salon right from your home. If that's not an option, you can always always turn to YouTube and start a beauty channel where you share hair and makeup tips.

45. Food Truck/Trailer/Cart

If you've always enjoyed cooking, but don't want to take the risk of opening a restaurant? Then why not invest in a food truck, trailer, or cart? While a food truck may get pricey, you can purchase a trailer or something like a hot dog cart for only a couple of thousand dollars.

46. Microbrewery/Winemaking

You can buy a beer kit for under a \$100 and start experimenting with brewing your own beer. If things go well, you can eventually open your own microbrewery. If beer isn't your thing, then you can start making wine. Start by purchasing juice or growing your own grapes. If the batch is good, then you can sell your vino online and someday launch your own vineyard or tasting room.

47. Mobile App Developer

As the cost of smartphones decrease, more and more people are starting to join the mobile revolution. It's estimated that by 2020 there will be close to 3 billion smartphones globally. And, what are these users demanding? Mobile apps that help them manage their lives, or a game that they love. If you have an idea and some coding skills then you can start developing your own mobile apps. And, if you aren't a coder, but have an awesome idea, then reach out to a software developer to make your app a reality.

48. Language Translation Service

The demand for skilled translators is incredibly high as the world becomes increasingly smaller. Whether it's translating legal contracts or translating blog posts for global eCommerce sites, this is a low cost

business idea that is showing no signs of slowing down. Personally, I would search freelance sites like Fiverr or Upwork and start reaching out to people who are fluent in several languages to join your business. This way you can translate documents in a variety of languages.

49. Drones

Drones are scorching hot right now. In fact, drone sales boomed from 224 percent in 2015 to 2016 to almost \$200 million. As Susan Ward writes for The Balance, "Drones are rapidly becoming an indispensable tool in a variety of industries." If you want to capitalize on this trend you could start a drone-based business such as sales, customization, repair, training, photography, mapping, surveying, or security surveillance.

50. Subscription Service Owner

The main advantage of the subscription business model is that it's predictable - which is great for creating and sticking to a budget since you know how much you can expect to bring-in each month. Need ideas? Cratejoy has 100 different ideas ranging from categories like beauty, grooming, fashion, gaming, food, pets, and books. It's how I started my invoice company that I own today.