

///Accelerator

Inside The AAA Accelerator

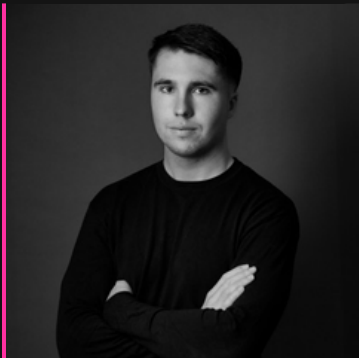
Website
www.aaaaccelerator.com



➤ Liam Ottley

Co-Founder & Co-CEO of Morningside Group

One of the world's leading AI educators, with over a decade of experience in technology development. He's the Co-Founder of Morningside AI and AAA Accelerator.



➤ Josh Brown

Co-Founder & Co-CEO of Morningside Group

Josh drives strategy and operations at Morningside AI and AAA Accelerator. With over nine years of experience in marketing and operational leadership, Josh previously founded and scaled a successful marketing agency.

Meet The Founders Behind AAA Accelerator

Liam and Josh first crossed paths over five years ago at Josh's marketing agency. They quickly realized their skills were perfectly complementary - Liam's sharp expertise in development and analytics paired well with Josh's strategic marketing and operational strength. Four years later, they decided it was time to tackle something big together. In 2023, they launched Morningside AI, determined to leave their mark on the AI revolution. The Morningside Group has now grown into a team of over 65+ brilliant minds from across the globe.



So How Will The AAA Accelerator Help You?

We're a 6-month incubator designed to help you build or scale your AI Agency.



YOUR 6-MONTH JOURNEY TO SUCCESS

From mastering the fundamentals to securing your first clients, here's the path you'll follow inside the AAA Accelerator.

Note: Every founder's journey is unique, this timeline is designed as an overview of what you can expect.

Month One

Build your foundational AI knowledge and define your agency's vision.

Month Two

Kickstart targeted outreach strategies and build a consistent, qualified lead pipeline.

Month Three

Pitch confidently, close deals effectively, and secure your first paying clients.

Month Four

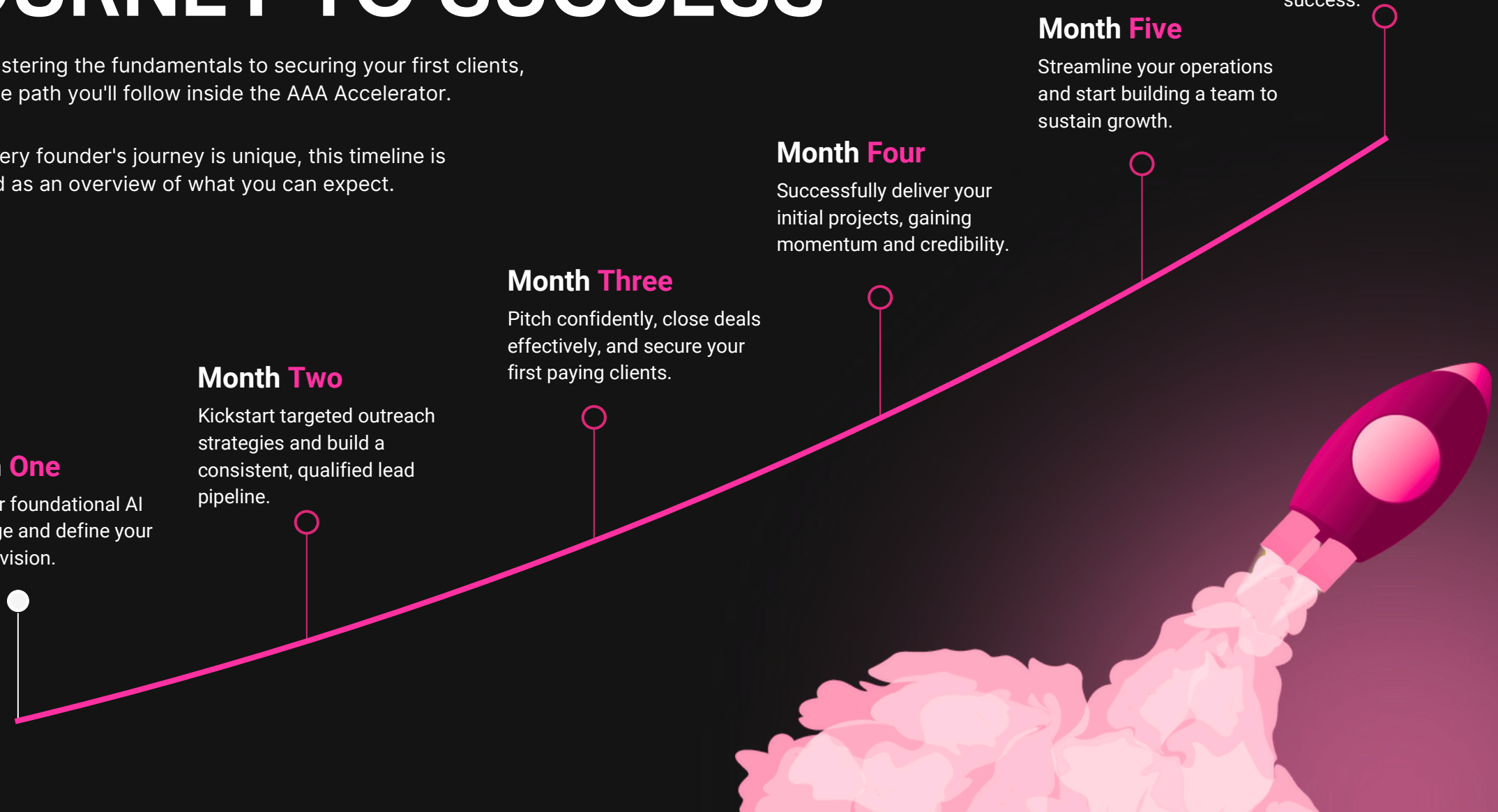
Successfully deliver your initial projects, gaining momentum and credibility.

Month Five

Streamline your operations and start building a team to sustain growth.

Month Six

Accelerate your growth with proven scaling techniques, setting your agency up for lasting success.



Why We Have The Competitive Advantage

The AAA Accelerator is the world's first incubator specifically designed for AI Agencies, created by the very team that pioneered the AI Agency business model in early 2023. While many have tried to follow in our footsteps, the AAA Accelerator remains the largest and most established AI Agency incubator globally. Here's why we continue to lead the way:

We Have **Seen It All**

Our team has worked with over 3,000 AI Agencies over the past two years and had over 10,000 consulting calls with AI Agencies. We know what works and what doesn't.

The **Best Talent**

Our brand reaches over 2 million people every month, and our Skool community has grown to more than 200,000 developers and agency owners. This extensive network gives us unmatched access to elite talent, ensuring you have the absolute best support to succeed.

We **ACTUALLY** Care

We put product quality above everything, and it shows. Our commitment to radical transparency means you'll always get honest, actionable guidance that actually works instead of empty promises. Don't just take our word for it, our approach is backed by over 400+ five-star reviews on Trustpilot [HERE](#)



We've **DONE IT** Ourselves



We believe you can't effectively educate or consult if you're not actively in the game yourself. Liam and Josh are also the founders of Morningside AI, a leading AI agency that, in just three years, evolved from developing chatbots for small businesses to partnering with some of the world's top brands. It's this hands-on, real-world experience that enables us to bring you the most cutting-edge, proven strategies for building your own successful AI agency.





Our **Proven** Track Record

Morningside AI has grown from an AI Agency with a few freelance developers to being the go to AI partners for some of the worlds largest brands. We provide education, consulting, and development services across the globe.

55+

Projects Delivered For
Clients

\$18M+

Revenue Generated Across the
Morningside Group

65+

Brilliant minds make up the
Morningside Group team

Socials

➤ [Website](#)

➤ [Linkedin](#)

Take A Look **Inside...**

Your next call with our specialist will provide a detailed breakdown of exactly how the Accelerator can support your goals. In the meantime, here's a snapshot of some of the tools and resources you'll **unlock inside the Accelerator:**



01

Unlock 55+ Hours of Proven Content That's Helped **Hundreds Succeed**



AI Foundations

Learn how AI actually works from LLMs to prompt engineering. Build the technical fluency needed to create smart, valuable solutions.



AAA Foundations

Gain the strategic clarity and conviction needed to make every decision in building your AI Automation Agency.



Solution Sorcery

Learn how to turn tools into outcomes. Build client-ready automations using both no-code and code-based solutions.



Inbound Systems

Attract clients through content. Build a presence that earns trust, authority, and consistent inbound leads.



Outbound Systems

Set up high-performing outreach with proven messaging, personalization, and automations designed to book calls fast.



Sales

Master the sales process. Understand offers, calls, objections, and conversions. Learn how to lead with value and close confidently.



Operations

Set up key delivery and backend systems to fulfill your service, manage clients, and stay organized.



Self Mastery

Adopt the mindset of a founder. Build consistency, stay focused, and operate effectively even through setbacks.



GIFT

Explore a free resource from our AAA Foundations section and see exactly how our material is structured.

[Access Free Resource](#)

02

Access **UNLIMITED** Calls with Consultants

Get unlimited, on-demand access to world-class consultants ready to help you tackle challenges and accelerate your progress in real time.



Development

Receive expert guidance from top AI engineers, working with you to build real-world solutions with both code and low-code platforms.



Outreach

Get hands-on guidance from expert marketers to launch high-impact outreach systems. We'll provide proven cold email and LinkedIn strategies, and campaign audits to book qualified calls.



Sales

Get guidance on positioning your offer, overcoming objections, and crafting compelling proposals that consistently convert.



Business Development

Get strategic support to scale your agency sustainably. From landing enterprise clients and partnerships to raising capital and systemizing your operations, our business development team will guide you through the process.



Personal Branding

Build a brand that attracts attention and generates consistent inbound leads. Our experts will help refine your positioning, accelerate growth across key platforms, and transform your content into a powerful lead-generation engine.

03

Community

Don't build alone. Join a community of over 1,800 AI agency owners at AAA Accelerator. We believe collaboration is essential for driving innovation and bringing AI successfully into the world.

Hiring or Be Hired Opportunities

From freelance gigs to full-time cofounders, our talent network is where builders find each other. Post roles, pitch skills, or connect with partners who share your ambition.

Get the latest & most relevant AI News

Stay ahead with curated updates on the most impactful news for AI Agency founders.

Exclusive access to In-Person Events

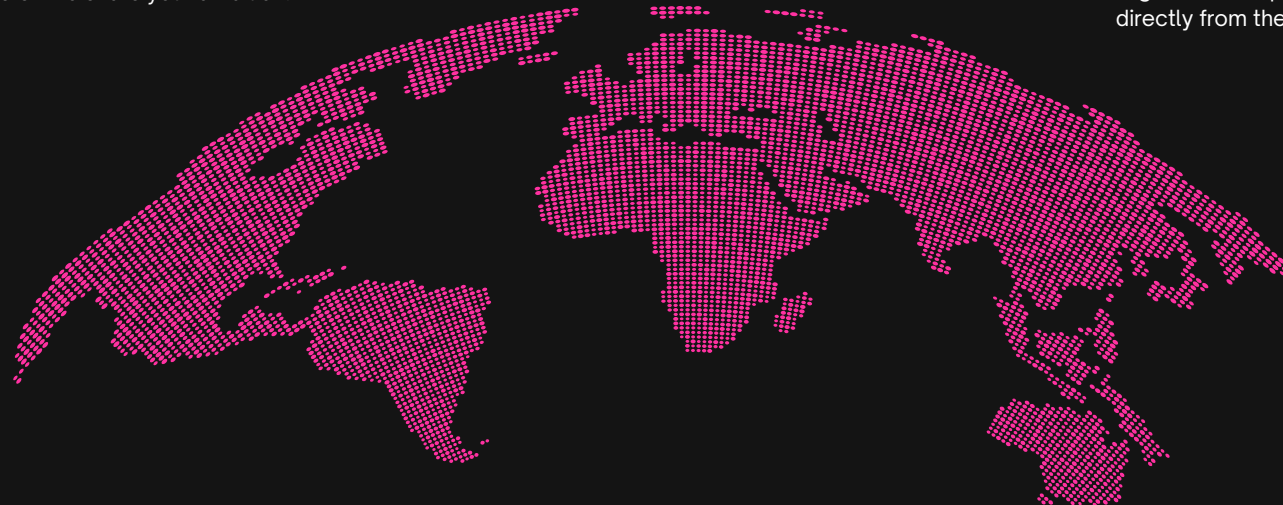
We've hosted gatherings in cities like Amsterdam and Scottsdale, AZ, with more on the horizon, bringing members together and opportunities to meet and learn directly from the Accelerator team.

Build Partnerships

Discover partnership opportunities with members who complement your strengths. Whether you're co-building, cross-selling, or bundling services, the program gives you a platform to grow alongside others. You don't have to do this alone.

Learn, build, and execute with Live Workshops

Join weekly sessions led by the Morningside team & Coaches, designed to go beyond theory. Learn from fellow members and leave with clear, actionable steps you can immediately apply in your agency.



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The Impact Our Team Has Made

As the largest AI Agency incubator, we have a proven track record of driving success.

800+

Clients Signed By Members In 2025

4.8 Stars

Backed by testimonials and real stories

10000+

Consulting Calls Helping Members

430+

5 Star Reviews



“Excellent”

TrustScore 4.8 | 437 Reviews

★ Trustpilot

Don't Just Take **Our Word**
For It...



Case Study: Corporate to AI Agency Founder

SUCCESS STORY



Edwin Chen

Co-Founder | Legacy AI

- ✓ Wanted more fulfillment than a corporate data career
- ✓ Had strong technical background but no prior business experience
- ✓ Needed support to turn freelance AI projects into a scalable business



Month 1:

- Accessed foundational AI modules & training
- Started engaging with Voiceflow, Make, and n8n
- Delivered 3 free client projects (WhatsApp bot, Instagram automation, lead gen)
- Won the Voiceflow Voice AI Competition → started getting inbound leads



Month 2-3:

- Signed 2 paid clients
- Became a certified Voiceflow expert
- Started building on YouTube + LinkedIn for lead generation
- Landed a \$4K client in consumer electronics for customer support chatbot



Month 3-6+:

- Closed 7 clients across industries (real estate, restaurants, VC, pet grooming, etc.)
- Signed multiple projects
- Built team: onboarded 3 developers from AAA Accelerator & LinkedIn

7

Clients Signed

\$20,000+

Revenue Generated

5+

Industries Served

“ Six months ago I was in corporate. Now I’m doing this full time and scaling. Winning the Voiceflow competition gave me visibility, ” but AAA Accelerator gave me the systems, coaching, and confidence to close deals and build a real business.

Case Study: Software Engineer Turned Agency Owner

SUCCESS STORY



Bianca Pietersz

Founder | Afrex AI

- ✓ Transitioned from Fortune 500 Software Engineer to AI Agency Founder
- ✓ Built a development team
- ✓ Leads Afrex AI in solving complex problems across legal, HVAC, and construction



Month 1-2:

- Built first chatbot for a cleaning service (unpaid case study)
- Conducted her first AI discovery call with an HVAC business in Australia
- Began pitching warm contacts and exploring vertical-specific solutions



Month 3-4:

- Created 3 MVP builds
- Posted YT content showcasing early MVPs
- Signed first paid client
- Joined networking events and saw direct impact (leads + partnerships)



Month 5-6+:

- Closed \$9,500 across 2 new clients in construction and claims processing
- Signed six-figure SaaS deal
- Hired additional developers to help support growing workload

\$100,000+
Revenue Generated

7
Clients Signed

\$15,000
Monthly Recurring Revenue

|| It's been a crazy ride, but I'm thankful for this journey. AAA helped me go from learning AI to leading a dev team, closing real deals, and scaling a tech company. I'm just getting started. ||

Case Study: Teen Vision to Successful AI Agency

SUCCESS STORY



Mert Yerlikaya

Co-Founder | Monk AI Group

- ✓ Co-founded an AI agency at just 18 years old
- ✓ Turned skepticism into fuel for results
- ✓ Built real solutions with real impact for 50+ businesses



Month 1-2:

- Operated lean, focusing on value-driven solutions
- Landed first 5 clients through hustle, outreach, and demos
- Delivered custom AI automations, audits, and prototypes



Month 3-4:

- Introduced AI Strategy Consulting as a premium service
- Began offering ROI-focused audits and solution roadmaps
- Signed high-value projects across EdTech, Health, Insurance
- Built scalable internal ops to manage growing demand



Month 5-6+:

- Reached 50+ implementations with 300% avg. client ROI
- Delivered \$26K AI exam tool for a private school
- Launched \$13K automation project for insurance group

50+

Business Helped

\$100,000

Monthly Recurring Revenue

28%

AVG Revenue Growth

|| It's not about age. It's about results. When you obsess over outcomes, build with care, and lead with humility, businesses notice. ||
That's how you build trust. That's how you win and that's what the AAA Accelerator showed me.

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Is This Program For You?

✓ Ideal For

- ✓ Those that want to build a long term, sustainable business
- ✓ Realise that there is no such things as an overnight success and willing to put in the work
- ✓ Looking for guidance from people who have actually done it
- ✓ Believe in the potential of AI and want your part in introducing it to the world

✗ Not For

- ✗ Those that want quick results with minimal effort
- ✗ Want everything given to them without doing the work themselves
- ✗ Still on the fence about if they want to start an AI Agency
- ✗ Looking for a trend to hop on and off to make quick money

Our commitment: We only accept serious founders who are ready to build real, sustainable AI businesses, not those looking for shortcuts.