



**AI Training
Data Broker**

For owners of companies
with 30 or more employees

The owner's guide to licensing company records to AI

Your company's old emails, tickets and job files are worth \$100,000 to \$2 million to AI companies.

AI companies pay established businesses to license the everyday work their teams have already done. Most owners have never heard of it. Some companies like yours have already been paid and are putting that money into growth.

\$10M

Google agreed to pay this in 2026 for one airline's emails and chats.

\$1B

One AI data company committed to spend this on company records in one year.

10 min

The time it takes to find out if your company qualifies. No files, no cost.

Buyers are asking for records from law firms, accounting and tax firms, construction, manufacturing, engineering and architecture, software, insurance, finance and investment, call centers, consulting, logistics and property management.

Inside this guide

- 1 Why AI companies pay for records
- 2 What your records are worth
- 3 Why it pays to look now
- 4 Is your company a fit?
- 5 How a deal works
- 6 Your customers' names
- 7 Get ready before you call
- 8 Questions, and your next step

AI companies need to see how real work gets done, and that knowledge sits in company records.

ChatGPT, Claude and Gemini learned from the public internet, and they have read most of it. The internet rarely shows how a business answers a customer, prices a job or fixes a problem from start to finish.

AI companies are building assistants that do this kind of office work. To train them, they license real examples from companies like yours, with personal details removed first.

One email thread, the way an AI company sees it

The client asks

"Can we add a second loading dock before the inspection?"

Your team prices it

"Change order attached. \$18,400, adds 6 days."

The client pushes back

"Can you hold the date if we drop the canopy?"

How it ended

"Approved. Canopy out, date held, signed."

A company with ten years of threads like this has thousands of worked examples an AI company cannot find anywhere else. Buyers pay for email and chat, support tickets, quotes and CRM history, job files and approvals. They do not want your customer list.

A typical deal pays \$100,000 to \$2 million, for work your team finished years ago.

Typical deal

\$100K to \$2M

Paid to your company under a written license.

Most offers go to

50+ staff

Desk and office staff. From 30 with the right records.

History that pays

5+ years

In the same systems, with nothing deleted.

What raises your price

Whole jobs kept together, from the first request to the result.

Many years in the same tools, with nothing deleted.

Records you own outright, as opposed to files you hold for clients.

Several buyers bidding. Competition raises the price, and arranging it is our job.

What lowers it

- ✗ Chat or email that was auto-deleted
- ✗ Records tidied up or rewritten with AI tools
- ✗ Data already offered by other brokers or licensed before

Buyers keep raising the bar, and old records keep disappearing.

As buyers collect enough records from an industry, they ask for bigger companies and pay less. The smallest company buyers will consider, from their published requirements in 2026:

Early on

10

Later

20 to 30

Today

50+ staff

Some buyers

100+ staff

Some companies in your industry are already licensing their records and spending the money on growth. Meanwhile many chat tools delete old messages automatically, and the mailboxes of people who leave are often wiped. Each month can cost you records a buyer would pay for.

Finding out takes 10 minutes and costs nothing. If a buyer wants your records, you see a written offer and decide.

Check the boxes that apply to your company.

- ☐ **30 or more full-time staff who work at desks** (50 or more gets the most offers)
- ☐ **3 or more years of records**, ideally 5, in the same systems
- ☐ **Several tools in daily use:** email, files, chat, CRM, accounting, help desk, job software
- ☐ **Your company owns the records** (client files usually stay out)
- ☐ **Based in the US, Canada, the UK or Australia**, with records mostly in English
- ☐ **Never licensed for AI training**, and no other broker is offering it now

Most boxes checked means your company is likely a fit. A few empty boxes are still worth a check: smaller companies with unusual records get offers, and so do companies that have closed.

You license a copy of past records and keep everything else.

Find out, in about 40 minutes

- 1 A 10-minute check.** Counts and descriptions only. No files.
- 2 A 30-minute call** about your systems, history and goals.
- 3 Rights and fit.** What you can license and what stays out.

Get offers

- 4 You sign with us** for three months of exclusive representation.
- 5 A one-page summary goes out** to a short list of AI companies. Your data stays with you.
- 6 Offers come back.** We negotiate, and you choose or decline.

Get paid

- 7 The license is signed,** and personal details are removed before delivery.
- 8 The buyer pays** under the written terms. Our fee comes after you are paid.

Personal details come out before any AI company uses your records.

Before

Hi Maria Lopez, Dave will be at 14 Elm St on Tuesday. Call 555-0142 about account 88210.

After

Hi customer 118, employee 632 will be at address 41 on Tuesday. Call phone 7 about account account 12.

Dave appears in your email, CRM and chat. Done properly, he becomes employee 632 in every system, so the work still makes sense and nobody can tell it was Dave. We check this before delivery.

The license puts the rules in writing: what gets removed, who removes it, what the records may be used for, and a ban on trying to identify anyone. Your lawyer reads it before you sign. Highly sensitive records, such as health details and card numbers, usually stay out.

Four things to do this week.

- 1 Find out what deletes itself.**
Ask your IT team about chat retention and departed staff's mailboxes, and with your lawyer's agreement, pause it.
- 2 Keep old exports**
when you switch tools.
- 3 Leave the records as they are.**
Editing them with AI tools can end a deal.
- 4 Work with one broker at a time,**
and write down everyone who has already seen your data.

Why one broker gets you more than going direct

	On your own	With AI Training Data Broker
Offers	One buyer, on the buyer's terms	Several buyers compete
The contract	You against the buyer's team	We negotiate every clause for you
Cost to you	Your time and any value left behind	Nothing up front. Our fee only after you are paid.

What does it cost me?

Nothing up front. Our fee is agreed in writing and due only after you are paid.

Will competitors or customers find out?

Buyers see a summary with no names. Your company name is shared only under an NDA.

We are closing the company.

Closed and bankrupt companies get paid too. Call us before the systems are shut off.

I already have an offer.

Send it to us. We will tell you honestly whether we can do better.

Find out if your company qualifies.

About 10 minutes. You upload nothing and commit to nothing.

AITrainingDataBroker.com/sell

**Jimmy Lin, AI Training Data Broker**

Fortune 500 data analyst, data engineer and software engineer, trained in data science, and a Canadian military veteran. I represent you, the owner, from the first call to the day you are paid. Call or text **+1 656 800 9088**.

P.S. If your company has 30 to 100 people, look now. You meet what many buyers ask for today, and the minimum keeps rising.