

# 50 REAL BUSINESS IDEAS FOR RVERS

**BASED ON RESEARCH FROM THE RV  
ENTREPRENEUR PODCAST**

**ALYSSA PADGETT**

## 50 Real Business Ideas for RVers

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# AUTHOR'S NOTE

It's crazy to me to think that five years ago, my husband and I were plotting a wild 50-state honeymoon across America. It was even crazier to my mom, who had some serious doubts about how her 23-year-old daughter and her *obviously* crazy fiancé would support themselves on the road. Even our best friends would later tell us they expected us to make it maybe halfway across the country before we ended up broke and returned home.

But we had the kind of confidence only twenty-somethings can have and always said "We'll figure it out!"

Running a business from an RV wasn't what we pictured ourselves doing fresh out of college, but we quickly fell in love with travel and knew we wanted to find a way to keep traveling as long as possible.

We tried a little bit of everything to stay afloat. Freelance writing, video production, consulting, marketing, even planning a thirty city book tour for an author (because who knew America like the two kids who just drove across every inch of it?). After 18 months of freelancing to pay the bills, we created our first official business: Padgett Creative LLC, a digital marketing agency that combined all our skills.

As we were growing our business from the road, we felt really lonely. Surely we weren't the only couple out there struggling to build a business from an RV? We desperately wanted to connect with others who were just as crazy as us.

Around this time, my husband Heath decided to start a podcast called The RV Entrepreneur. On the show, he would interview other RVers like us who are running a business from their tiny home on wheels. He then created The RV Entrepreneur Facebook group where our new community could ask questions, get advice, and find work.

Through the podcast and the Facebook group we found our people. Bold adventurers who wanted more than just to travel, but to build a business that support their lifestyle and made a difference.

In this ebook, I share different types of businesses we've seen run by RVers, a few of the skills you need to run them, and links to the relevant podcast episodes so you can dive deep and learn more about what businesses interest you.

Use this short ebook like a reference guide for discovering what type of mobile business you might want to create, or for finding inspiration and encouragement to chase after your dream.

I can't wait to see what business you build!

-Alyssa Padgett

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# INTRODUCTION

People ask our Facebook group all the time “how do people actually make money on the road?” It’s a complicated question, to which I normally answer “Check out our RV Entrepreneur Podcast. There are 100+ interviews with full-time RVers there!” It’s a pretty lazy answer, but there are so many options for how to make money on the road, it’s a hard question to answer!

I’ve always been a little curious to figure out what all types of businesses we’ve seen run by RVers. So we looked through every published podcast episode and wrote down every single type of business run by full-timers.

Some are freelance gigs, like project management or writing. Some are full-time businesses with employees like web design or a virtual assistant company. And then there are ones you wouldn’t expect like jewelry designer, mural artist, or the growing in popularity voice-over actor.

In this ebook, I’ll share a little bit about each type of business, plus where you can learn more about how to start your own similar business.

## **But Before We Jump In...**

I’ve done a bit of research for each of these types of businesses trying to identify the top skills you need to succeed. But beyond

needing the proper equipment to work as a voiceover artist or being fluent in HTML to be a web developer, there are a few universal skills you'll also need to be successful at whichever business you choose

## **What Skills You Need for Any Business:**

- To show up every day
- To legally set up your business (see [episode 115 of the podcast for expert advice from Heather Ryan, EA](#))
- Basic accounting and record keeping knowledge
- Computer skills, including using gMail, Google docs, social media, etc.
- A website
- A solid internet connection
- A laptop, desktop, or iPad
- Self-motivation and resiliency
- To be a life-long learner
- To be okay with working alone
- To never be afraid to ask for help or support
- A financial runway and/or to be prepared for slow or inconsistent income, especially early on
- A community or mastermind to support and encourage you
- To believe you can totally do this (cause you can)

There are a lot of other things you'll need as you grow your business—like learning sales and pricing strategies and how to network with professionals in your industry and so on—but these are the skills you need to get started.

Now you just have to figure out what type of business you want to create...

**SECTION 1:**

# **CREATIVE DREAM JOBS**

**THE “DUDE, IT WOULD BE SO COOL  
IF I COULD MAKE MONEY DOING \_\_\_\_\_”  
KIND OF JOBS**



# 1 WRITER

## Job Description

Someone who writes books, stories, articles, or professional blogs for their full-time income (AKA the #1 dream job we hear).

## What You Need for this Business:

- Kick butt writing skills
- Confidence to market yourself
- A killer portfolio
- Mastery of grammar, spelling, and punctuation
- Resilience in the face of rejection

## Who Runs This Type of Business?

Writing for a living looks different for every writer. Mike Wendland is a journalist and travel writer. Mike & Crissa Boyink write for online publications and RV-related blogs. Many writers are also bloggers (see section three for more on bloggers), but writers will often find paid work with magazines, newspapers, major blogging sites, or as a freelancer.

## Learn More On The RV Entrepreneur Podcast:

- [Listen to our interview with Lindsey Nubern, author](#)
- [Listen to our interview with the Boyinks, freelance writers](#)
- [Listen to our interview with Technomadia, authors](#)
- [Listen to our interview with Mark Cuda, content writer](#)
- [Listen to our interview with Mike Wendland, journalist](#)

# 2 PHOTOGRAPHER

## Job Description

Artists with cameras capturing events, landscapes, people, products, etc.

## A Few Skills You Need for this Business:

- A great artistic eye
- Knowledge and mastery of camera equipment
- Confidence to market and sell yourself
- A killer portfolio
- Fantastic interpersonal skills
- Photo editing, typically using Adobe

## Who Runs This Type of Business?

Most photographers we meet start as wedding or studio photographers. Joe Hendricks was a sought-after wedding photographer in Nashville before he starting selling photos to Airstream™ and major magazines during his travels. Peter & Kathy Holcombe had a studio in Boulder but now are adventure photographers in the kayaking industry.

## Learn More On The RV Entrepreneur Podcast:

- [Listen to our interview with the Holcombes \(part one\)](#)
- [Listen to our interview with the Hartmans](#)
- [Listen to our interview with Brittany Griggs](#)
- [Listen to our interview with Joe Hendricks](#)
- [Listen to our interview with the Holcombes \(part two\)](#)

# 3 MUSICIAN

## Job Description

Performing music for live audiences. May also include song-writing or recording EPs or albums.

## A Few Skills You Need for this Business:

- Proficiency in at least one instrument (preferably one that can fit in an RV!)
- Crazy passion for music and performance
- Persistence and perseverance
- Confidence and flexibility

## Who Runs This Type of Business?

Amy and Brad of Winnie Brave travel in their Winnebago Brave playing shows across the country. They found that planning a tour with stops ahead of time helped grow their following. Or there's Eric who has written over two hundred songs while traveling the world in both a sailboat and a converted bus.

## Learn More On The RV Entrepreneur Podcast:

- [Listen to our interview with Eric](#)
- [Listen to our interview with Winnie Brave](#)

# 4 VOICE-OVER

## Job Description

Recording voice-over audio for commercials, television shows, movies, or audio-based programming.

## What You Need for this Business:

- A gorgeous voice—ideally one that makes people want to buy whatever you're likely selling
- Control and clarity of voice
- Technical knowledge of audio recording equipment
- Confidence to market yourself

## Who Runs This Type of Business?

Voiceover acting is becoming more and more popular for RVers, even becoming a side hustle or hobby for many. Carrie Olsen recorded ads and commercials for REI while traveling in her trailer. Tim Paige is a voice actor who has done work for companies like The Travel Channel, Jimmy Kimmel, UFC, and NBC. Both recommend signing up for an online marketplace of voice actors to find consistent gigs.

## Learn More On The RV Entrepreneur Podcast:

- [Listen to our interview with Tim Paige](#)
- [Listen to our interview with Carrie Olsen](#)

**SECTION 2:**

# **PHYSICAL PRODUCT SALES**

**FOR THE CREATIVES, INVENTORS,  
AND PEOPLE WHO LIKE TIME  
AWAY FROM THE GLOW OF THE  
COMPUTER SCREEN**

# 5 ETSY

## Job Description

Etsy is an online platform for creators to sell a range of handmade products as well as vintage items or even craft supplies.

## A Few Skills You Need for this Business:

- Creating (or finding) awesome products
- Taking high-quality photos of your products
- Shipping your orders out in a timely fashion
- Exceptional customer service
- Killer marketing skills

## Who Runs This Type of Business?

Sam of Mugsy Supply House sells mugs with adorable dogs on them that she designs herself and Ane paints custom portraits of family pets. Note to self: pet-themed products must do well! If you're not a creator, Kyle & Olivia started a side business selling paper products, like maps and old photos, they would find for cheap at garage sales.

## Learn More On The RV Entrepreneur Podcast:

- [Listen to our interview with Drivin' and Vibin'](#)
- [Listen to our interview with Sam](#)
- [Listen to our interview with Ane](#)

# 6 DROPSHIPPING

## Job Description

Dropshipping is where you sell a product via a third party so you keep no physical inventory (perfect for when you live in a tiny RV!).

## What You Need for this Business:

- A stellar product (or products)
- Great customer service
- Search Engine Optimization (SEO) and an optimized product page
- A well-defined, profitable niche

## Who Runs This Type of Business?

David Couillard is a digital strategist and works with brands and businesses helping them build and maintain websites. But he also owns two other companies—a dog poop bag business and a hard camera case dropshipping business. He runs his dropshipping business while traveling around the country with his family in their Airstream, since the beauty of this business is that you have no inventory to manage while you're on the road.

## Learn More On The RV Entrepreneur Podcast:

- [Listen to our interview with David Couillard](#)
- [Check out AliDropship, a blog focusing on teaching dropshipping tips and advice](#)

# 7 COFFEE ROASTERS

## Job Description

Just like it sounds, RVers are taking coffee on the road, selling and even roasting it all from their van. Yum!

## What You Need for this Business:

- So much knowledge about coffee
- Proper equipment and relevant permits or licensing
- Create ways to promote your product

## Who Runs This Type of Business?

The Javazen Coffee team was talking with an investor who said if they really want to push their coffee in supermarkets, they needed to hit the road and go meet their customers face to face. So the whole team hopped into an RV and coordinated a cross-country tour visiting Wegman Grocery Stores. Each day they'd roll into a new town, meet customers, share their product, and build new passionate fans.

Or there's Vanabond Coffee who just recently hit the road with their coffee roasting company, selling and shipping coffee straight from their van.

## Learn More On The RV Entrepreneur Podcast:

- [Listen to our episode with Javazen](#)
- [Check out Vanabond Coffee](#)



# 8

# RETAIL ARBITRAGE

## Job Description

Ah, retail arbitrage. The art of finding items at local stores or even garage sales that you can flip for a profit. Formally very popular on eBay, but commonly seen on Amazon these days.

## What You Need for this Business:

- An understanding of how Amazon works and what products perform well
- Patience shopping around for the right products
- Shipping your orders out in a timely fashion

## Who Runs This Type of Business?

Jason Wyatt is a full-time RVer and retail arbitrage specialist. Jason compares retail arbitrage to treasure hunting and spends time searching yard sales for books that he can buy for \$3 and flip for \$50. He says “This business is great for RVers because you can bring in good income and you don’t have to hold inventory. You can travel from place to place looking for product and then ship from anywhere. It’s a completely location-free business.”

## Learn More On The RV Entrepreneur Podcast:

- [Listen to our interview with Jason Wyatt](#)
- [Jason Wyatt’s Facebook group where you can ask any questions you have about selling on Amazon](#)

# 9 ECOMMERCE

## Job Description

It's hard to call "ecommerce" a single job since ecommerce really encompasses any transactions made online. But here we're talking about people who are making money **selling their own products on their own websites** instead of a third party.

## What You Need for this Business:

- A super awesome product people will pay for
- A professional website and the skills to run it
- A ton of web traffic plus great SEO

## Who Runs This Type of Business?

Katie and Eric run [MountainModernLife.com](https://MountainModernLife.com), a blog and online store dedicated to lifestyle and design. Katie put her background in design to use when she created her own custom wedding invitation. She uploaded the design of her wedding invitation to her blog and people loved it. They loved it so much they started asking her to make modifications to the invitation for their own weddings. Inspired, she turned their site into a marketplace for editable, printable designs.

## Learn More On The RV Entrepreneur Podcast:

- [Listen to our interview with Brendan and Sam](#)
- [Listen to our interview with Katie and Eric](#)
- [Listen to our interview with Tina and Eric](#)

# 10 AUTHOR

## Job Description

Writers who take all their expertise and put it into book form. (Here we're talking more about non-fiction authors, as we haven't had a fiction writer on the show yet!)

## What You Need for this Business:

- Fabulous writing skills
- An audience to market your book to
- Expertise in a certain area

## Who Runs This Type of Business?

Chris and Cherie of Technomadia are a great example of taking your expertise and putting it all in a book. Each year, they release updated versions of The Mobile Internet Handbook, detailing all their research on finding a great internet connection on the road. (Talk about something you need for any mobile business!)

## Learn More On The RV Entrepreneur Podcast:

- [Listen to our interview with Technomadia](#)
- [Listen to our interview with Joe Russo](#)
- [Listen to our interview with Michelle Chang](#)
- [Take our free course on How to Self-Publish a Book](#)

**SECTION 3:**

# **CONTENT CREATORS**

**FOR THE CREATIVES WHO HAVE  
BIG IDEAS ON HOW TO PROVIDE  
VALUE TO THE MASSES**

# 11 **BLOGGER**

## **Job Description**

Someone who regularly writes material in a specific niche on a blog. (I could write a whole book on blogging but we're keeping this ebook brief!)

## **What You Need for this Business:**

- Patience, patience, and a willingness to wait years for success
- Knowledge on how to operate a Wordpress website
- Sensational writing skills and a story to share
- SEO, consistent traffic, and a growing email list
- A diverse set of income streams

## **Learn More About This Business**

By far this is the number one type of business we hear people say they want to start on the road. That's why we have [a free course on how to start a blog](#) and a TON of podcasts on the topic.

## **Listen to interviews with bloggers on our podcast:**

- [Episode 9](#)
- [Episode 16](#)
- [Episode 28](#)
- [Episode 30](#)
- [Episode 34](#)
- [Episode 38](#)
- [Episode 53](#)
- [Episode 54](#)
- [Episode 65](#)
- [Episode 101](#)
- [Episode 109](#)
- [Episode 124](#)
- [Episode 127](#)
- [Episode 128](#)
- [Episode 129](#)

# 12 SPONSORED CONTENT CREATORS

## Job Description

People who create various types of content for brands including blogs, podcasts, photos, videos, and social content.

## A Few Skills You Need for this Business:

- Sensational writing skills
- Great photography or video skills
- An understand and mastery of social media
- Great interpersonal skills

## Who Runs This Type of Business?

Cees and Madison took off on a 59 National Park tour with a plan to fund the trip with sponsors. It's the dream, right? But they actually made it happen because they create AMAZING content. From taking gorgeous photos and growing a huge Instagram following to creating videos and publishing blogs. You have to be a bit of a jack of all trades to succeed here, but if you love creating content, this is a pretty sweet gig.

## Learn More On The RV Entrepreneur Podcast:

- [Listen to our interview with Cees and Madison \(part one\)](#)
- [Listen to our interview with RV Family Travel Atlas](#)
- [Listen to our interview with Cees and Madison \(part two\)](#)

# 13 YOUTUBE

## Job Description

Likable people who create videos and post them on Youtube regularly. Affectionately known as Youtubers or vloggers.

## A Few Skills You Need for this Business:

- Amazing storytelling skills
- Knowledge of cameras and video gear
- Film editing skills, including audio editing and color correction
- A good understanding of how Youtube works

## Who Runs This Type of Business?

After blogger, this is the most popular dream job. There are few different approaches you can take. The RV Geeks (Ep. 27) share incredibly helpful videos that can help you fix your awning or install solar. Or there's Nathan and Marissa (Ep. 47) who are "vloggers" and share their adventures on the road. Most of the Youtubers we've met make money from Youtube ads, but supplement income in the form of products, sponsors, or services.

## Listen to interviews with Youtubers on our podcast:

- [Episode 27](#)
- [Episode 47](#)
- [Episode 58](#)
- [Episode 75](#)
- [Episode 103](#)
- [Episode 106](#)
- [Episode 111](#)
- [Episode 136](#)

# 14 PODCASTING

## Job Description

The modern-day radio show, podcasters host regular audio programming on specific topics.

## What You Need for this Business:

- A voice people can listen to over and over again
- Audio editing skills
- Great interview and conversational skills
- A specific niche that your podcast focuses on (the more narrow, the better!)

## Who Runs This Type of Business?

Mike Wendland is a journalist who runs The RV Podcast where he covers a range of topics all related to RVing—from where you can park overnight for free to recent manufacturer products or acquisitions. Or there's RVFTA, run by Jeremy and Stephanie, a podcast that reviews campgrounds and shares tips for RVing as a family. (Or, obviously, there's Heath's RV Entrepreneur Podcast!)

## Learn More On The RV Entrepreneur Podcast:

- [Listen to our interview with Mike Wendland](#)
- [Listen to our interview with RV Family Travel Atlas](#)
- [Listen to our interview with Jason from Zero to Travel](#)
- [Listen to this mini-episode with Heath Padgett](#)



# 15

# MEMBERSHIP COMMUNITIES

## **Job Description**

Membership communities are increasingly popular in the RV niche, bringing together people with a common interest.

## **What You Need for this Business:**

- A common interest or theme for people to rally around
- A central blog or resource that provides value
- Membership perks like discounts, access to exclusive deals or events, etc.

## **Who Runs This Type of Business?**

In 2010, Kimberly and her husband Chris founded Fulltime Families, which is a website created to provide solutions to the questions and challenges of full time traveling families (They recently sold the business in 2018). FT families offers a few perks, namely a huge online community where families hitting the road and post questions, get advice, and make new friends.

## **Learn More On The RV Entrepreneur Podcast:**

- [Listen to our interview with Fulltime Families](#)

**SECTION 4:**

# **FREELANCE WORK**

**FOR ANYONE WITH MAD SKILLS WHO  
WANTS TO WORK WITH AWESOME  
PEOPLE AND SET YOUR OWN HOURS  
#THEDREAM**

# 16 CPA

## Job Description

A Certified Public Account or CPA is certified accountant handling taxes and accounting.

## What You Need for this Business:

- Pass the Uniform CPA exam as well as any additional state certification requirements where you plan on practicing
- The ability to explain complicated tax or accounting issues to clients
- Excellent time management, since CPA work is heavier in certain seasons of the year

## Who Runs This Type of Business?

There are some businesses you wouldn't expect to travel well and tax accountant would be one of them. But Adam Nubern and his wife wanted to travel, so he adapted his business to travel with them. Now Adam specializes in helping other travelers file their taxes, specifically RVers.

## Learn More On The RV Entrepreneur Podcast:

- [Listen to our interview with Adam Nubern \(part one\)](#)
- [Listen to our interview with Adam Nubern \(part two\)](#)
- [Listen to our interview with Heather Ryan](#)

# SOCIAL MEDIA STRATEGIST

## Job Description

Someone who writes, schedules, and manages social media accounts for brands or large companies, including but not limited to Facebook, Instagram, and Twitter.

## What You Need for this Business:

- A mastery and constant learning of social media
- Experience and research in running ads on all major social sites
- Above-and-beyond amazing customer service skills
- A sense of humor (not required, but it makes the job easier!)

## Who Runs This Type of Business?

Social media strategy and management is becoming more and more popular for RVers and it's something even Heath and I have done on the road. Our friends Eric & Brittany of RV Wanderlust are masters of social media, running multiple social accounts for clients on the road. Paul Kortman runs a digital marketing agency (and recorded our interview from a beach in Mexico, in case you need some inspiration to start traveling!).

## Learn More On The RV Entrepreneur Podcast:

- [Listen to our interview with Paul Kortman](#)
- [Listen to our interview with Eric Hannan](#)
- [Listen to Eric & Brittany's talk at our RV Entrepreneur Summit](#)
- [Listen to our interview with Demian Ross](#)

# 18

# PROJECT MANAGEMENT

## Job Description

A project manager is in charge of the planning and executing of particular projects.

## What You Need for this Business:

- Excellent communication and negotiation skills
- Good team management and leadership
- Great organizational and time management skills
- To quickly identify and solve problems

## Who Runs This Type of Business?

Abigail Schilling uses Upwork to pick up freelance work for her project management services. One of the hardest things about managing a freelance business like Abigail is standing out against the competition. In her podcast interview (Ep. 95), she shares how she made a killer Upwork profile, earned her first client, and uses reviews so she's more attractive to potential clients.

## Learn More On The RV Entrepreneur Podcast:

- [Listen to our interview with Kate Mullen](#)
- [Listen to our interview with Abigail Schilling](#)

# 19 VIRTUAL ASSISTANT

## Job Description

A virtual assistant offers administrative, technical, and/or creative assistance to clients from home (or in our case, from our RVs).

## What You May Need for this Business:

- Effective and fast communication skills
- Reliability to come through on the job
- Flexibility and adaptability based on your client's needs
- Proactive and a good learner

## Who Runs This Type of Business?

Bryanna isn't just a virtual assistant—she's a Virtual Powerhouse. At least that's the name of her virtual assistance company where she offers services in social media, web design, email marketing, business coaching, and more. Virtual assistants need to be versatile, serving client needs quickly and learning whatever they need to know as they go. As Bryanna says "assistant" doesn't really cover it, because good VA should be more than just an assistant!

## Learn More On The RV Entrepreneur Podcast:

- [Listen to our interview with Bryanna Royal](#)
- [Listen to Bryanna's talk from our RV Entrepreneur Summit](#)

# 20 SEO

## **Job Description**

SEO, or search engine optimization, is the science of making sure a website shows up on Google and other search engines. SEO itself isn't exactly a job title, but people in this field will usually refer to themselves as SEO consultants or SEO experts.

## **What You Need for this Business:**

- An analytical mind for approaching problems
- Know how to run keyword research
- Speaking and writing skills
- Pulling, reading, and analyzing data
- Technical and programming skills (not required, but it helps!)

## **Who Runs This Type of Business?**

SEO isn't the sexiest business, but setting up your SEO can make or break a website. Since it can be a little complicated if you're not technically-savvy, more and more SEO experts are popping up to handle your SEO for you. Rich Charpentier creates high-end websites and develops SEO strategies for RV park. He's been traveling in his Airstream the past ten years while running his business.

## **Learn More On The RV Entrepreneur Podcast:**

- [Listen to our interview with Rich Charpentier](#)

# 21

# CONSULTING

## Job Description

Consultants are experts in a field who are hired to give advice.

## What You Need for this Business:

- Be an expert in something with years of experience
- Problem solving and analytical skills
- Fabulous interpersonal and communication skills
- Flexibility

## Who Runs This Type of Business?

I almost didn't include consulting in this book because I find it very hard to define since you can consult on almost any topic! But we've had Kyle Kesterson on the podcast twice sharing his brilliance on what consulting is like, and it's a popular option for freelancers.

Kyle Kesterson, is a storyteller, photographer, illustrator, and the founder of Freak n' Genius and Campfire. With his years of experience, now Kyle is a creative marketing consultant. Last year, we partnered with Kyle to consult with Winnebago for a product launch, helping to script videos, develop a launch plan, and market to new audiences.

## Learn More On The RV Entrepreneur Podcast:

- [Listen to our interview with Kyle Kesterson](#)
- [Listen to Heath and Kyle share behind the scenes of their Winnebago product launch](#)



# 22

# COPYWRITER

## **Job Description**

Beyond just writing and beyond blogging, there's copywriting. Copywriters typically work for businesses and corporations focusing on writing website pages, advertisements, and brand messaging.

## **A Few Skills You Need for this Business:**

- Excellent writing skills — especially in writing headlines
- Experience writing strong persuasive copy
- Up-to-date expertise in how to write copy that sells products
- A quick learner who can write copy on various topics (even when you're not an expert!)

## **Who Runs This Type of Business?**

Marie runs Owl Eyes Creative where she works with nonprofits, small businesses and entrepreneurs to help them tell better stories. As a copywriter, it's her job to keep anyone who visits your website on the page, interested, and ultimately buying your product or service.

## **Learn More On The RV Entrepreneur Podcast:**

- [Listen to our interview with Marie](#)

# 23

# MARKETING

## **Job Description**

Marketing encompasses a wide range of strategies for promoting and selling products or services.

## **A Few Skills You Need for this Business:**

- Must be creative!
- Email and social media marketing expertise
- Ability to execute and analyze the effectiveness of campaigns
- Highly adaptable and excellent problem solving skills

## **Who Runs This Type of Business?**

Pete and Jordan run a small boutique marketing agency focused on helping wedding professionals grow their business. They build websites, run experiments, and help their clients grown their reach on social media.

While a marketing agency nowadays isn't too different than the social media strategist we talked about earlier in this section, marketing is such a huge industry that it goes well beyond just managing social media. Most marketing agencies we see run on the road are focused specifically on digital marketing.

## **Learn More On The RV Entrepreneur Podcast:**

- [Listen to our interview with Pete and Jordan](#)

# 24 PINTEREST

## **Job Description**

A highly-specialized social media strategist, a Pinterest consultant knows everything about Pinterest.

## **A Few Skills You Need for this Business:**

- Expertise in Pinterest and Tailwind
- Design skills for designing pins
- Reading and understanding analytics
- Strategic and creative thinking
- Mastery of keyword optimization

## **Who Runs This Type of Business?**

Bryanna, who I mentioned earlier runs Virtual Powerhouse, also runs Pinterest consulting services (and even has a course on Pinterest if you want to learn from her how to rock your own Pinterest consulting company). A good Pinterest consultant can boost web traffic as well as revenue for bloggers and other online businesses.

## **Learn More On The RV Entrepreneur Podcast:**

- [Listen to our episode on Pinterest strategy](#)

# 25

# CONTENT STRATEGIST

## Job Description

A content strategist is a copywriter who also plans company's website, blog, email, and sometimes social content.

## What You Need for this Business:

- Excellent long form writing skills that provide high ROI
- Can read and analyze analytics on multiple platforms
- To be able to write for diverse audiences
- A solid editorial strategy for content delivery and promotion
- SEO and keyword expertise

## Who Runs This Type of Business?

Mark Cuda wanted to be more than just a freelance writer, so he learned how to create a full content strategy for his clients. In addition to writing for different company's websites and blogs, he also develops a strategy for growing the company's reach and extending the life of the content.

## Learn More On The RV Entrepreneur Podcast:

- [Listen to our interview with Mark Cuda](#)

## SECTION 5

# IF YOU'RE TECHY

LIKE, YOU UNDERSTAND HOW THE  
INTERNET WORKS

# 27

# WEBSITE DEVELOPMENT

## Job Description

A programmer who creates websites, programs, and/or applications online. There are two main types of website developers: frontend and backend. Frontend developers work on the side of the website that you see when you get on the internet, while backend is all the stuff you don't see that makes websites work.

## What You Need for this Business:

- Mastery of HTML, CSS, and Javascript (frontend)
- Mastery of Ruby, PHP, Java, or Python (backend)
- The ability to identify, test, and solve problems
- Great time management skills/can stick to project deadlines

## Who Runs This Type of Business?

David Blackmon doesn't just create custom websites for his clients, he's an expert in Divi Themes for Wordpress. His company Aspen Grove Studios makes and sells themes for Wordpress and is well-known for being the go-to resource for Divi expertise.

## Learn More On The RV Entrepreneur Podcast:

- [Listen to our interview with Michael Boyink](#)
- [Listen to our interview with Christian Genco](#)
- [Listen to our interview with David Blackmon](#)
- [Listen to our interview with Marshall of Camp Addict](#)

# 28 APP DEVELOPER

## Job Description

Mobile app developers create applications for smartphones and tablets.

## What You Need for this Business:

- An awesome and unique app
- Ability to design an easy to use User Interface (UI)
- Backend development expertise for Android, iPhone, and Windows phones
- Training and experience with HTML and CSS
- Ways to get your app noticed and more visible in app stores

## Who Runs This Type of Business?

Kevin Holesh created Moment app, an app that measures how much time you spend on your phone that has been downloaded millions of times. But what I love about Kevin's story is that he created 10 apps before Moment took off. In such a highly competitive market, being an app developer means creating multiple products before finding the right app that will be successful.

## Learn More On The RV Entrepreneur Podcast:

- [Listen to our interview with Kevin Holesh \(part one\)](#)
- [Listen to our interview with Kevin Holesh \(part two\)](#)
- [Listen to Kevin Holesh present at our RV Entrepreneur Summit](#)

# 29

# SOFTWARE DEVELOPER

## Job Description

Software developers create, design, test, and debug software.

## What You Need for this Business:

- A mastery of computer programming
- Fluency in at least one programming language
- Great attention to detail
- The ability to identify bugs within a mess of code

## Who Runs This Type of Business?

Chris Badgett was a dog musher in Alaska before he started his business Lifter LMS, an online course creator for bloggers and entrepreneurs to teach their expertise. Or there's Paul Ryan, who developed the software that runs Campground Booking allowing campers to book RV sites online.

## Learn More On The RV Entrepreneur Podcast:

- [Listen to our interview with Chris Badgett](#)
- [Listen to our interview with Nathan Barry of ConvertKit](#)
- [Listen to Heath share behind the scenes of a failed Campground Booking product launch](#)



# 30

# WORDPRESS SUPPORT

## **Job Description**

A Wordpress support business offers site management and technical support specifically for Wordpress websites.

## **What You Need for this Business:**

- A mastery of all things Wordpress
- Web design skills
- The ability to quickly identify and solve problems
- To be up-to-date on all the laws and restrictions regarding online business, ecommerce, and relevant disclosures

## **Who Runs This Type of Business?**

Jill Sessa runs Ultimate WP Help, a service-based business that helps clients run Wordpress websites. Jill and her team will handle your website maintenance, any customizations your site needs, plus help with your website design. Since most website owners aren't experts in Wordpress, Jill swoops in and saves you time by managing all the confusing parts of the website for you.

## **Learn More On The RV Entrepreneur Podcast:**

- [Listen to our interview with Jill Sessa \(part one\)](#)
- [Listen to Jill Sessa at our 2017 RV Entrepreneur Summit](#)
- [Listen to our interview with Jill Sessa \(part two\)](#)

# 31

# WEB DESIGN

## Job Description

A web designer creates websites focusing on the design details like page layout, graphic design, and user interface. While web design is technically part of the bigger category of web development, there are many web designers who focus solely on website aesthetics.

## What You Need for this Business:

- A mastery of website management
- An eye for design and UX (user experience)
- Experience with HTML and CSS
- Design experience with Photoshop and Illustrator

## Who Runs This Type of Business?

Rich Charpentier is a web designer running his company, RLC Designs, from his Airstream. Instead of designing websites for any client, Rich focuses on creating high-end websites for RV parks. He markets his services as being able to create websites to “fill your RV park” and even notes on his website how reservations have increased for parks where he has re-designed their sites.

## Learn More On The RV Entrepreneur Podcast:

- [Listen to our interview with Rich Charpentier](#)
- [Listen to our interview with RV Geeks](#)

# 32 CYBERSECURITY

## **Job Description**

Cybersecurity protects online businesses and websites from criminal attacks or unauthorized access.

## **What You Need for this Business:**

- A mastery of IT fundamentals
- General programming and coding skills
- Quick problem-solving skills
- A secure internet connection and established trust with clients
- Understanding of complex network architecture
- All relevant and required certifications

## **Who Runs This Type of Business?**

David Henry is a finance industry technology consultant and a certified information systems security professional. Working cybersecurity, David is an expert on how to keep your personal and business information safe online.

## **Learn More On The RV Entrepreneur Podcast:**

- [Listen to our interview with David Henry](#)

**SECTION 6:**

**WORK  
WITH  
YOUR  
HANDS**

**PUT YOUR ARTISTIC BRILLIANCE TO  
GOOD USE!**

# 33

# JEWELRY DESIGNER

## Job Description

Designing and creating handmade jewelry.

## What You Need for this Business:

- Amazing artistic and creative design talent
- Experience and training in jewelry making
- Relevant equipment for cutting, soldering, and metalworking
- A marketing strategy to stand out against mainstream jewelers

## Who Runs This Type of Business?

With her experience as a photographer and a fashion blogger, Mandy Holesh decided she wanted to create something with her hands. Originally selling on Etsy, Mandy recently launched Drift, her own line of handmade jewelry. Mandy and her husband Kevin recently moved into a fifth wheel toy hauler and converted the garage into Mandy's studio so she could continue to grow her jewelry line.

## Learn More About Tis Mobile Business:

- [Listen to our interview with Mandy Holesh](#)
- [Listen to Mandy present at the RV Entrepreneur Summit](#)

# 34 MURAL ARTIST

## Job Description

An artist who creates large scale works of art, typically on the sides of buildings.

## A Few Skills You Need for this Business:

- Crazy awesome artistic talent
- Creative thinking and problem-solving
- Performing physical activities
- Organization, scheduling, and maintaining equipment
- Selling yourself and your skills

## Who Runs This Type of Business?

Mural artist Victor Ving and photographer Lisa Beggs have traveled in their RV for over three years creating interactive murals inspired by vintage, large-letter greeting cards. These murals are becoming national landmarks with many people traveling to these locations just to get a picture next to one of Ving's signature works of art.

## Learn More On The RV Entrepreneur Podcast:

- [Listen to our interview with Victor and Lisa of The Greetings Tour](#)
- [Check out The Greetings Tour on Instagram to see their portfolio](#)

# 35 HAND ENGRAVING

## Job Description

Hand engravers design and create custom artwork engraved in metal or wood.

## What You Need for this Business:

- Crazy awesome artistic talent
- Tools and equipment for engraving
- Experience and training
- Very detail-oriented and methodical

## Who Runs This Type of Business?

Jake Newell spends his nights custom engraving metal. Through both his website and on Etsy, Jake markets his hand engraving skills with a specialty on hand engraving on knives and pendants.

## Learn More On The RV Entrepreneur Podcast:

- [Listen to our interview with Jake Newell](#)
- [The GRS Training Center, recommended by Jake for learning hand engraving](#)

# 36

# ARTIST

## Job Description

Artists create paintings, drawings, sculptures, or other creative works of art.

## What You Need for this Business:

- Passion, patience, and a lot of persistence
- Years of practice developing your skills and technique
- Resiliency in the face of rejection or criticism
- A portfolio of work, preferably all with a certain theme

## Who Runs This Type of Business?

In the age where everything is mass-produced, customers are looking for more custom and handmade products. Being an artist is one of the more difficult ways to make money on the road and both artists we've had on the podcast do *not* make their full-time income from art alone. Alex traveled in a school bus working odd jobs while painting and Ane paints custom portraits of family pets while working as a freelance project manager.

## Learn More On The RV Entrepreneur Podcast:

- [Listen to our interview with Alex](#)
- [Listen to our interview with Ane](#)



**SECTION 7:**

**WORK**

**THAT**

**MAKES**

**YOU**

**SWEAT**

**FOR THE NATURAL-BORN ATHLETES**

# 37

# YOGA INSTRUCTOR

## Job Description

A yoga instructor is a trained professional teaching others how to practice yoga.

## What You Need for this Business:

- Proper certifications and training
- Years of experience practicing yoga
- Patience and sensitivity with your students
- Physical and mental strength and flexibility

## Who Runs This Type of Business?

Catherine Middlebrooks is the founder of BrbYoga, an online yoga studio that specializes in helping moms recover their core after having a baby. A few years ago, Catherine was living in Nashville, TN, teaching yoga in person before she started RVing. So she intuitively launched an online yoga studio, focusing her yoga practice specifically on moms in order to stand out in a the crowded market.

## Learn More On The RV Entrepreneur Podcast:

- [Listen to our interview with Catherine](#)
- [Listen to our interview with Kim](#)

# 38

# GOLFER

## Job Description

Someone who plays golf professionally.

## What You Need for this Business:

- Experience and talent
- Consistent practice and mastery of the sport
- Play qualifying golf tournaments
- Great interpersonal skills and an online platform (especially when looking for sponsors)
- All necessary golf equipment and appropriate attire

## Who Runs This Type of Business?

Jordan of Dapper Drive set off to play Golf Digest's 100 Top Golf Courses in America. Jordan quit his job in finance, began playing in pro golf tournaments, and decided to hit the road to golf the best courses around. His mission caught the attention of a few golfing brands as well as major golfing shows. To stand out against the competition online, the *dapper* in Dapper Drive highlights Jordan's obsession with stylish golf attire.

## Learn More On The RV Entrepreneur Podcast:

- [Listen to our interview with Jordan Griggs](#)

# 39

# PERSONAL TRAINER

## Job Description

A personal trainer coaches individuals one-on-one on improving their fitness.

## What You Need for this Business:

- Be healthy, active, and physically fit
- Strong communication and coaching skills
- CPR, AED, and other relevant certifications
- Time management skills

## Who Runs This Type of Business?

Jim and Heather actively compete in triathlons and took their personal training on the road. Jim set up clinics around the country to host their own training events on the road. James and Stefany of the Fit RV take their personal fitness expertise to RV rallies, often teaching classes and leading group workouts at RV-related events.

## Learn More On The RV Entrepreneur Podcast:

- [Listen to our interview with James and Stef](#)
- [Listen to our interview with Jim and Heather](#)

# 40 DISC GOLFER

## Job Description

A disc golfer plays disc golf (also known as frisbee golf) professionally. Yep, this is a real business!

## What You Need for this Business:

- A mastery of the sport
- All necessary equipment
- Great interpersonal skills and an online platform (especially when pursuing sponsorships)

## Who Runs This Type of Business?

Eric and Tina travel in their motorhome playing disc golf across the country. In fact, last week Heath played a round of disc golf with them when we met on the road and mentioned that every single person they saw on the course knew Eric and Tina by name from the Youtube videos they post. They make money from winning tournaments but also created have created their own disc golf-related products to diversify their income.

## Learn More On The RV Entrepreneur Podcast:

- [Listen to our interview with Eric and Tina](#)

**SECTION 8:**

**KEEP  
IT IN THE  
RV  
WORLD**

**BECAUSE RVING IS THE COOLEST**

# 41

# RVER INSURANCE

## **Job Description**

The RVer Insurance Exchange is a platform for helping full-time RVers find health insurance that will cover them across the globe. The company also now offers auto and RV insurance, telemedicine, and extended warranties.

## **What You Need for this Business:**

- Proper accreditations and licensed agents
- Up-to-date expertise on legislature and laws regarding health insurance in the US
- Great interpersonal skills and relationships with multiple insurance companies
- Fabulous customer service

## **Who Runs This Type of Business?**

Kyle Henson has been full-timing since 2011 and quickly realized the need for reliable health insurance for travelers. He started RVer Health Insurance Exchange to help full-time RVers find healthcare access no matter where their RV takes them.

## **Learn More On The RV Entrepreneur Podcast:**

- [Listen to our interview with Kyle Henson](#)

# 42 TELEMEDICINE

## Job Description

Telemedicine gives you remote access to doctors and healthcare.

## What You Need for this Business:

- Research to find which state(s) you can offer your service based on state law (some states will let you use telemedicine from home while others require you to visit a “hub”; some states will restrict any prescribing while some allow it, etc.)
- Up-to-date expertise on legislature and laws regarding health insurance in the US
- All proper accreditations, licensing, and HIPAA compliance

## Who Runs This Type of Business?

Scott Blair created RV Health, a startup focused on providing telehealth solutions specifically created to focus on serving RVers. As a patient, you subscribe to a monthly membership to access your primary care physician as well as specialty doctors.

## Learn More On The RV Entrepreneur Podcast:

- [Listen to our interview with Scott Blair](#)



# 43 RV RENTALS

## Job Description

Most RVers aren't full-time, so instead of putting their RV in storage, they use an online rental company to rent their RV.

## What You Need for this Business:

- An RV you're okay with renting to strangers
- RV insurance that allows renting
- A good profile on one of the main RV rental sites
- To be mentally okay with letting strangers drive away with your home on wheels

## Who Runs This Type of Business?

In 2016 Heath and I were experimenting with ways to make money on the road when we heard of Outdoorsy, a peer-to-peer RV rental company. We rent our RV out any time we know we won't be in the rig, for example when we fly home to visit family for the holidays or when we leave the country. We've rented our RV out on a few occasions and earned over \$5,000. (This is a great option I've seen soon-to-be full-timers use to make money before they hit the road!)

## Learn More On The RV Entrepreneur Podcast:

- [Listen to our interview with RV Share](#)
- [Listen to our interview with Outdoorsy](#)
- [Read this blog post detailing our experience renting our RV](#)

# 44 CAMP HOSTING

## Job Description

Camp hosting, also often referred to as work camping, is when you stay at RV Park for free in exchange for your services. Services typically involve running the front desk, maintenance, security, or cleaning.

## What You Need for this Business:

- An RV to live in
- 15+ hours a week (minimum) to dedicate to working around the campground/RV park

## Who Runs This Type of Business?

Michael Boyink has done a LOT of camp hosting. For him, it's a great way to cut back on lodging expenses or stay in places where you normally couldn't stay for longer periods of time—like living as a camp host in Grand Teton National Park for a few months.

**Please note:** We do NOT recommend this as a way to make a full-time income. However, it is a great way to save money while you're building your own business.

## Learn More On The RV Entrepreneur Podcast:

- [Listen to our interview with Michael Boyink](#)

**SECTION 9:**

# **THE RANDOMS**

**SOME OF THESE DON'T EVEN SOUND  
LIKE REAL JOBS...**

# 45 SPORTS ENTERTAINMENT

## Job Description

Have you ever been to Nascar race and seen the many booths of games and events? Yeah, THAT.

## What You Need for this Business:

- A love for crowds, entertainment, and putting on a show
- Can work long hours outdoors
- All the necessary equipment and permits
- A willingness to travel where the work is

## Who Runs This Type of Business?

We met Robb and Maureen at our RV Entrepreneur Summit and they have the coolest business I've ever seen an RVer run. They work in the "motorsports entertainment industry" traveling to events with their Fame Racing remote control car game. This interactive game (see the podcast page below to see a picture of their legit set-up!) allows people to compete in their own car races. They pack up everything they need in a trailer they tow behind their 52-foot rig.

## Learn More On The RV Entrepreneur Podcast:

- [Listen to our interview with Robb and Maureen](#)

# 46 AIRBNB

## Job Description

When you don't want to get rid of your home, but also don't want to keep paying your mortgage, make extra money from renting your home on Airbnb. (Or VRBO, or any other peer-to-peer home rental site)

## What You Need for this Business:

- A house or apartment with homeowners insurance
- Someone to clean your home between guests (there are services that do this)
- Great photos of your space on your Airbnb profile
- Glowing reviews

## Who Runs This Type of Business?

Our friend Chris pays his mortgage and then some by renting his Nashville home out on Airbnb while he travels in his 19-foot motorhome. In his first eight months of renting on Airbnb, Chris earned over \$40,000.

## Learn More On The RV Entrepreneur Podcast:

- [Listen to our interview with Chris Crimmins](#)

# 47

# INVESTOR

## Job Description

There are lots of different types of investing—stock market, real estate, business, etc. First, let's talk about investing in the stock market.

## What You Need for this Business:

- Capital
- Knowledge and understanding of the stock market
- Strategic thinking

## Who Runs This Type of Business?

Paul from Wheeling It is an active investor with a technology background who spends an average of 10 hours a week managing his portfolio of investments.

**Note:** Unlike most other business in this book, this type of investing does have set hours: 9-5 EST on every day the market is open.

## Learn More On The RV Entrepreneur Podcast:

- [Listen to our interview with Paul and Nina of Wheeling It](#)

# 48 INVESTOR

## Job Description

A startup investor commits capital with the expectation of financial return as a company grows. In some instances, these investors also offer guidance and coaching to the startup.

## What You Need for this Business:

- Capital
- Connections to the startup community
- Strategic thinking
- Overall business savvy

## Who Runs This Type of Business?

Paul Singh (different Paul from our stock market Paul!) and Dana Duncan invest in startups. In 2016 the couple started traveling the country in an Airstream looking for new companies to invest in as part of their Tech Tour.

## Learn More On The RV Entrepreneur Podcast:

- [Listen to our interview with Paul and Dana](#)

# 49 TEACHERS PAY TEACHERS

## Job Description

Teachers Pay Teachers is an online marketplace for teachers to sell lesson plans, resources, games, and more.

## What You Need for this Business:

- Teaching experience (within grades PreK-12th)
- A variety of products to sell within your niche (subject areas include art, music, English, math, science, history, etc.)
- Quick customer service
- A solid promotional strategy (i.e. a blog or social media)

## Who Runs This Type of Business?

Before jumping into an Airstream with her husband and young daughter, Shae taught first and second grade for seven years. She used Teachers Pay Teachers (TPT) to dabble in selling the crafts and activities she was already creating for her classroom. After quitting to RV full-time, Shae went all in on TPT working with her husband to create and sell digital products for teachers. They work part-time bringing in anywhere from \$1K-\$5K/month.

## Learn More On The RV Entrepreneur Podcast:

- [Listen to our interview with Shae](#)



# 50 RETIRE EARLY

## Job Description

N/A, probably involves a piña colada

## What You Need for this Business:

- A great bank account and retirement accounts
- Passive income (not required)
- Low expenses

## Who Runs This Type of Business?

I hate to include this, except we've had a few guests on the show talking about how they retired early and #goals.

Steve and Courtney of Think, Save, Retire are formerly a software developer and a rocket scientist, respectively. JD Roth is a finance blogger and writer who sold his hugely popular blog. Christian Genco is a brilliant programmer who has created a LOT of different companies. What do all three have in common? They all found ways to live super cheaply (ahem, in an RV) in order to maximize their savings and allow them to retire early.

## Learn More On The RV Entrepreneur Podcast:

- [Listen to our interview with Christian Genco](#)
- [Listen to our interview with JD Roth](#)
- [Listen to our interview with Steve and Courtney](#)

**HOW CAN YOU MAKE MONEY  
ON THE ROAD?**

**YOUR  
OPTIONS  
ARE  
LIMITLESS**

# START YOUR BUSINESS

The past few years we've seen a surge of new RVers taking their businesses on the road or even starting businesses after they've started traveling. And if there's anything I've learned from our podcast and from talking to so many RV entrepreneurs, it's that with the right skills, mindset, and approach, the options for taking your business on the road have never been better.

**For more insight, tips, and resources to start and grow your business:**

- [Check out our recent blog posts on business](#)
- [Download a free copy of Heath's ebook, The RV Entrepreneur](#)
- [See what tools we use to run our business](#)
- [Watch main stage talks from our annual RV Entrepreneur Summit:](#)
  - [2017 Main Stage Talks](#)
  - [2018 Main Stage Talks](#)
  - [2019 Virtual Ticket Experience](#)

# THANKS FOR READING!

I HOPE THIS BOOK INSPIRES YOU TO START  
AND GROW A BUSINESS WHILE YOU  
TRAVEL THE WORLD!

-ALYSSA PADGETT