An abstract landscape illustration in shades of brown and gold on a dark green background. It features stylized mountains with fine line shading, a large glowing sun or moon, and several small circular celestial bodies. A thin white line curves across the right side of the image.

# Q2 of 2022

Will I break \$20,000?

Probably not...

# TABLE OF CONTENTS

## 01 Q1 Review

Did I meet my goals? What were the updated goals?

## 02 Client Review

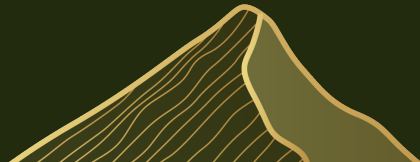
Who is new? What potentials do I have?

## 03 Q2 Projections

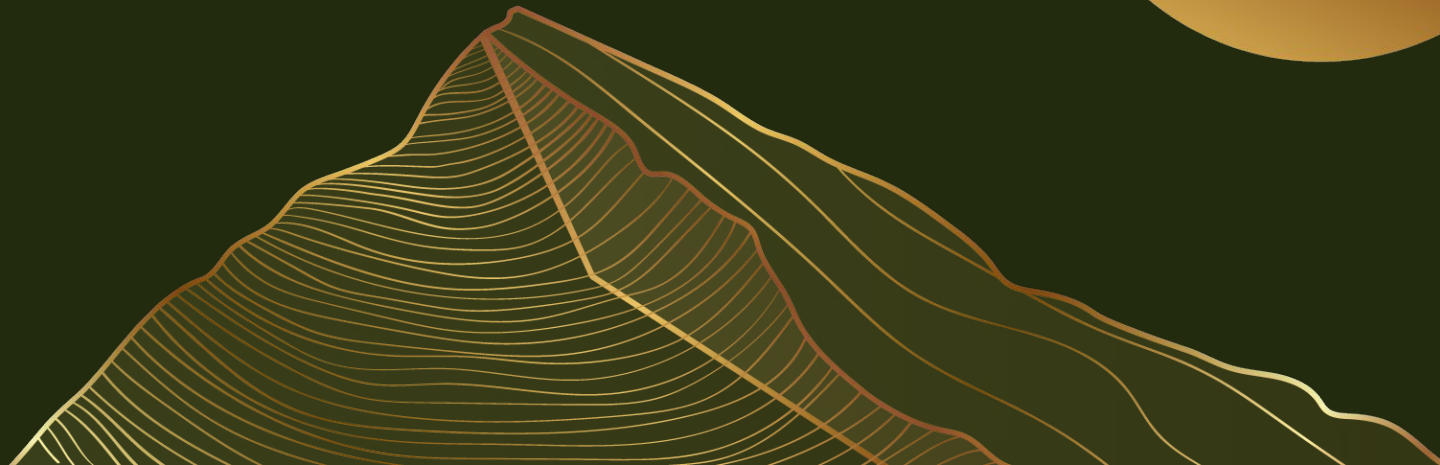
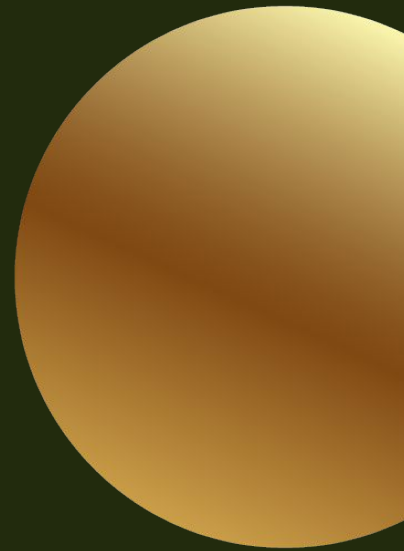
What to expect for this quarter and the year?

## 04 Fulfillment Role

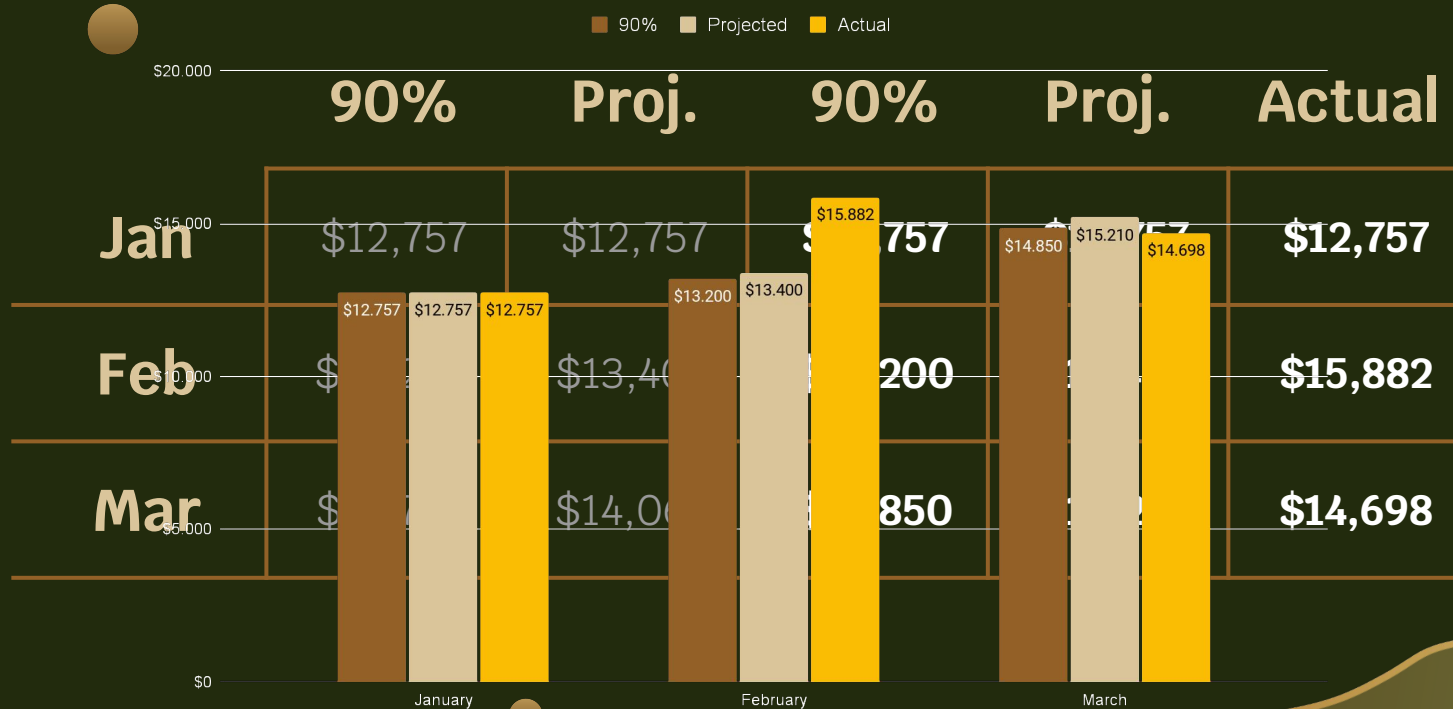
I need to get training stuff better...



# Q1 Review




# Q1 Goals and Actuals



# Q1 Totals

90%	Projected	Actual
\$40,807	\$41,367	\$43,337

The background is a dark olive green. At the top, there are several wavy, horizontal lines in a lighter olive green color. At the bottom, there are stylized mountain ranges. The mountains on the left are dark olive green with vertical lines. The mountains on the right are a lighter brownish-olive green with diagonal lines. Two small, solid brown circles are scattered in the middle ground.

# \$2,003

Increase in Recurring Revenue  
from January to March



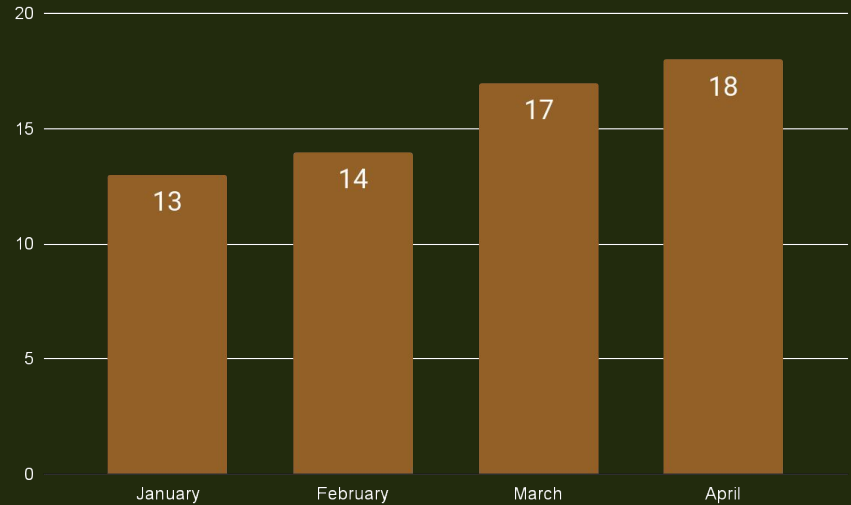
02

# Client Review

# Clients by Month

**18 current clients**

Three new clients in  
March came from  
Heather







**18 Clients**



**\$16,698 Recurring**



**\$927 / Client**

# Potentials

**Titan Inspection Services – 50%**

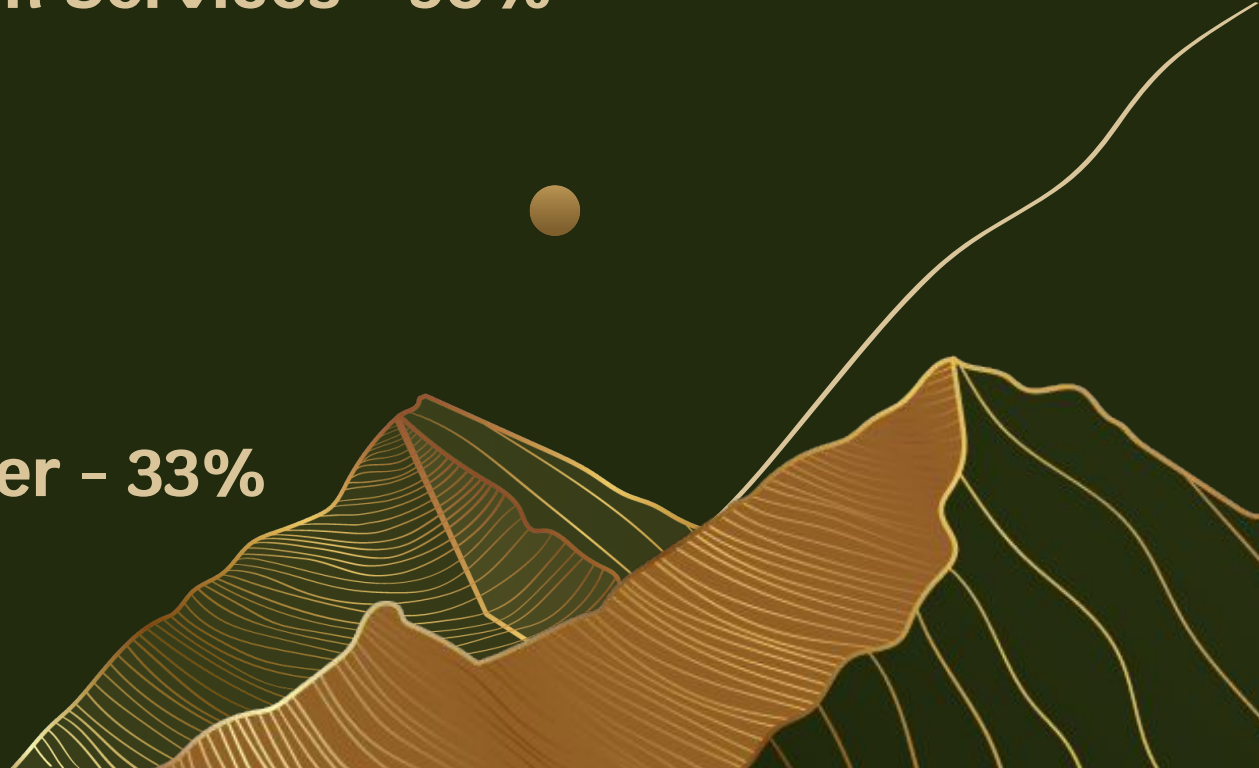
\$2,500

**EMBR – \$20%**

\$1,000

**Jonathan Gerber – 33%**

\$1,500



# New Clients from Heather



**Provo Beach**  
**\$500**

May/June



**Cleanville**  
**\$450**

May



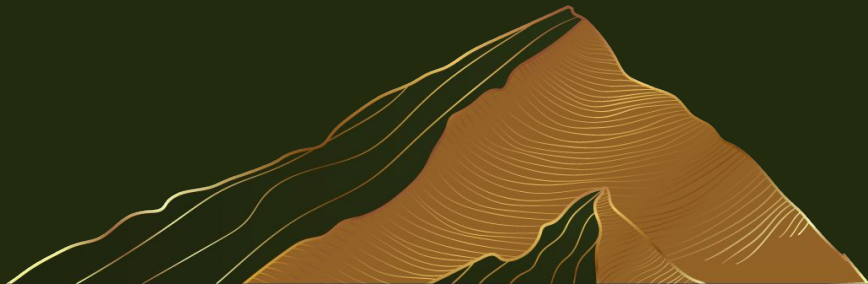
**Boss Carpet**  
**\$650**

May



**Down to Earth**  
**\$500**

June





03

Q2 Goals

# Q2 Goals

	90%	Proj.	90%	Proj.
April	\$14,200	\$14,720	<b>\$15,000</b>	<b>\$16,000</b>
May	\$14,700	\$15,380	<b>\$16,500</b>	<b>\$17,700</b>
June	\$15,200	\$16,040	<b>\$18,000</b>	<b>\$19,400</b>
Totals	\$44,100	\$46,140	<b>\$49,500</b>	<b>\$53,100</b>

# Q3 & Q4 Monthly and Quarterly Updates

Q3			Q4		
	90%	Proj		90%	Proj
Jul	\$18,500	\$20,000	Oct	\$20,000	\$21,800
Aug	\$19,000	\$20,600	Nov	\$20,500	\$22,400
Sep	\$19,500	\$21,200	Dec	\$21,000	<b>\$23,000</b>
Total	\$57,000	\$61,800	Total	\$61,500	<b>\$67,200</b>



# Yearly Totals

Former  
90%

Former  
Projected

Updated  
90%

Updated  
Projected

\$185,457

\$196,457

**\$211,337**

**\$225,437**



04

**Fulfillment  
Stuff**



# Fulfillment Training



## Tests

Rewrite PPC and SEO tests to be more inline with current practices

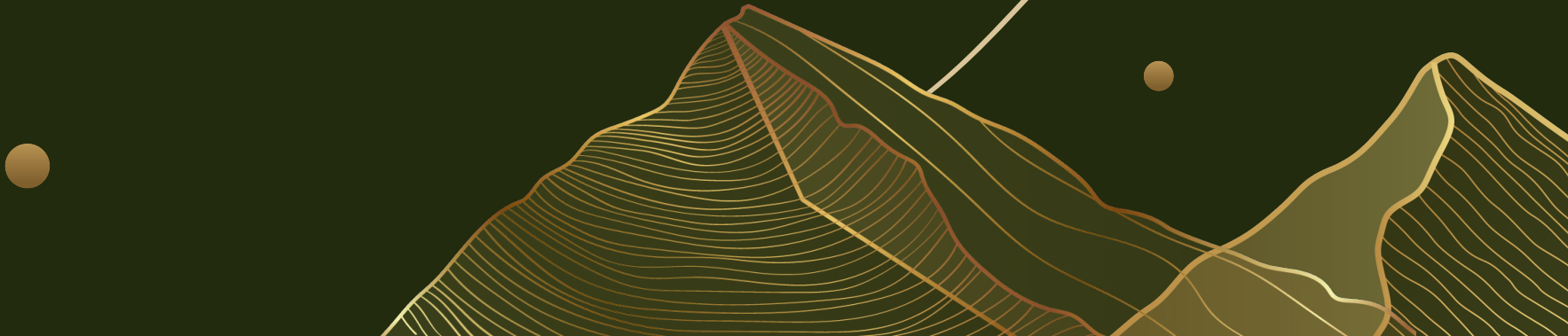


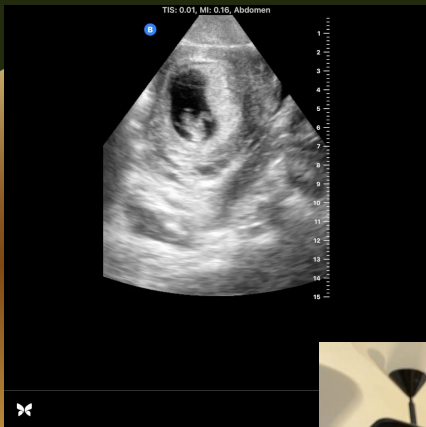
## Training

Update training material to match the tests

# Fulfillment Question.

What do you want me to do with situations where something should be done but requires MC input?





# THANKS

Do you have any questions?  
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[sebomarketing.com](http://sebomarketing.com)