



Grant's 2022 + Q1 Plan



2022 Revenue - **Projected**

Jan - ~~\$43,000~~ **\$44,050**

Feb - ~~\$43,000~~ **\$48,860**

Mar- ~~\$43,000~~ **\$50,500**

Apr - \$44,000 **\$45,000**

May- \$44,000 **\$46,000**

Jun - \$44,000 **\$47,000**

Jul - \$45,000 **\$48,000**

Aug- \$45,000 **\$49,000**

Sep- \$45,000 **\$49,000**

Oct- \$45,000 **\$50,000**

Nov- \$45,000 **\$50,000**

Dec- \$42,000 **\$48,000**

Total ~~\$528,000~~ **\$575,000**



2022 Revenue - **90%**

Jan - \$42,000 \$44,050	Jul - \$45,000 \$47,000
Feb - \$41,000 \$48,860	Aug- \$45,000 \$47,000
Mar- \$43,000 \$50,500	Sep- \$45,000 \$47,000
Apr - \$45,000 \$45,000	Oct- \$45,000 \$47,000
May- \$45,000 \$46,000	Nov- \$45,000 \$46,000
Jun - \$45,000 \$47,000	Dec- \$42,000 \$46,000

Total ~~\$492,000~~ **\$561,000**



Top Priorities

Q1

Survive. Figure out how to grow, or don't grow anymore.
Pass off post-close seo audit

Q2

Now stable, grow a bit more. Continue with retention practices

Obstacles



Outsourced
Hours

Still have low trust for
fulfilment work, but
Kendall training helps
immensely



Time
Management

I'm doing far better than early
Q1. Getting less behind on
communication



Sebo Leads

Hoping to get ~\$2k in
recurring revenue from
Sebo, assuming current
clients stick around



Weekly Commitments

generate leads
close leads
strategies/expectations
retain/wow

- Move a client to a 7, or above a 7 (Sebo is willing to help me get these scores up)
- schedule meetings with clients under a 7
- follow up with cold potentials
- wow referral partner
- wow client
- Halfway through month - re-check hours first