

# Grant's 2022 + Q1 Plan

## 2022 Revenue - Projected

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

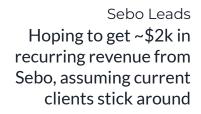
#### Q2

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





## 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