

CASE STUDY – SERVICE BUSINESS 1

Service business in the legal industry doing \$56k in their first year, breaking even, which included the owner paying herself. No funds in reserves. Only getting clients through referrals. Not working a full week, and would like to grow. She has no systems or marketing strategy in her business. Expecting to do \$75k in her second year, all due to referrals.

We Uncovered:

- Implementing a simple marketing strategy with a compelling offer.
- Setting up joint venture partners.
- Creating a landing page with a drip campaign.
- Brought in some additional services and bundled them.

Keeping everything very conservative at a 5% growth rate in each area, we discovered that she is missing out on over \$32K in additional revenue, which would impact her profit by 68% in the first year. This would also double her business valuation.

Would you like to know the kind of results we can get for you in your business?

Then contact us today for an introduction call. <https://calendly.com/sfeld/30min>

QUOTE: “I never know how much money I was leaving on the table. Thinking I was doing OK for my first year. Now, I am in the position to make my second year a banner year. Steve showed me what I was missing in my business, which I never saw.”