OUTSOURCING
FOR PROFIT

SELLING REQUIRES TIME

MARKETING - Having a clear message that generates intrest creating leads.

SALES - Bringing in the right customers at the right time.

PRODUCTION - Finishing projects to collect revenue.

THE CAPTAIN'S LOG

WHERE IS YOUR TIME GOING?

DAY2DAY

ACTIVITIES TO LOG

Am I doing all the billing and invoicing?

Is email taking over my day?

Who’s responsible for what?

Can I clearly deliver our SOPs?

Do I have enough run way in case of a slow down?

How much time am I actually spending on Marketing & Selling?

BEFORE WE BEGIN

DO YOU REALLY NEED A SALES PERSON?

MARKETING CREATES > SALES SELLS

STANDARD
Operating Procedures

HIRING LADDER

WHEN TO START HIRING

CLARITY

ARE YOU READY

VIRTUAL ASSISTANTS

PRODUCTION

(Designers, Developers, Programmers)

CLIENT FACING

(Sales, Project Management, Support)

SPECIALISTS

(SEO, Paid Search, Social Media, Etc)

CLIENT FACING

SPECIALISTS

PRODUCTION

CLIENT FACING

SALES PERSON

SPECIALISTS

PRODUCTION

CLIENT FACING

SALES PERSON

SPECIALISTS

MARKETING PERSON

PRODUCTION

CLIENT FACING

SALES PERSON

SPECIALISTS

MARKETING PERSON

PRODUCTION

DEVELOPER / DESIGNER

CLIENT FACING

Sales Person $85k - $150k

SPECIALISTS

Managers $65k - $100k

PRODUCTION

Design/Dev $50k-$65k

CLIENT FACING

Sales Person $85k - $150k

SPECIALISTS

Managers $65k - $100k

PRODUCTION

Design/Dev $50k-$65k

Sales Person $85k
Managers $65k
Design/Dev $50k

$200,000 PER YEAR!

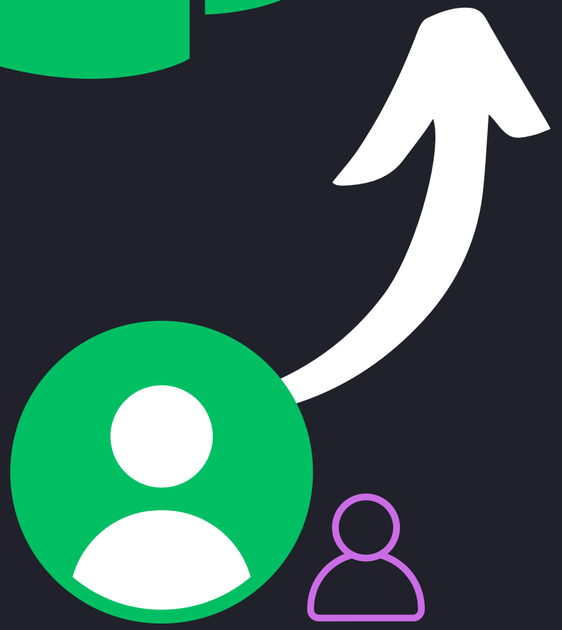
SPECIALISTS

PRODUCTION

CLIENT FACING

OUTSOURCE TEAM

$43,000/YR



VIRTUAL ASSISTANT

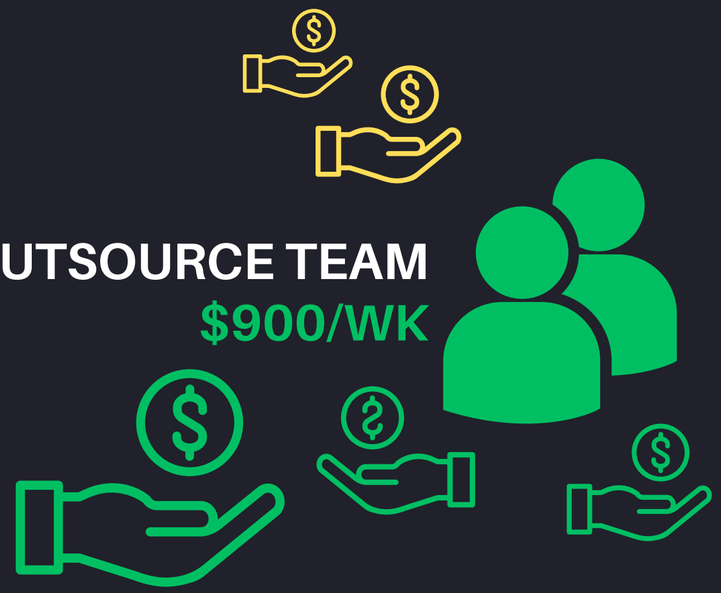
$33,600/YR

(PT @ $35/HR)

$200,000
PER YEAR!

VIRTUAL ASSISTANT
$700/WK

OUTSOURCE TEAM
$900/WK



ARE YOU WILLING
TO GIVE SOMETHING UP

BUY BACK

YOUR TIME

GET STARTED
TIME TO TAKE ACTION