

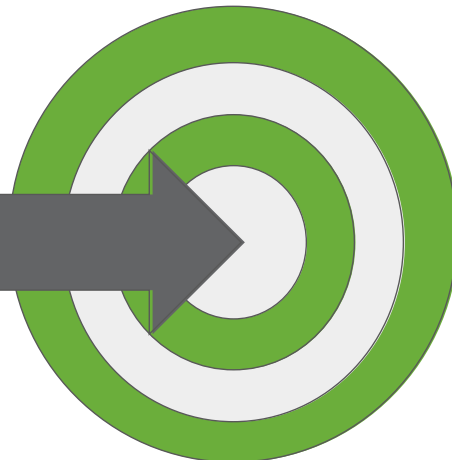
CENTRIWORKS REVENUE GROWTH WORKSHOP

JUNE 27, 2019

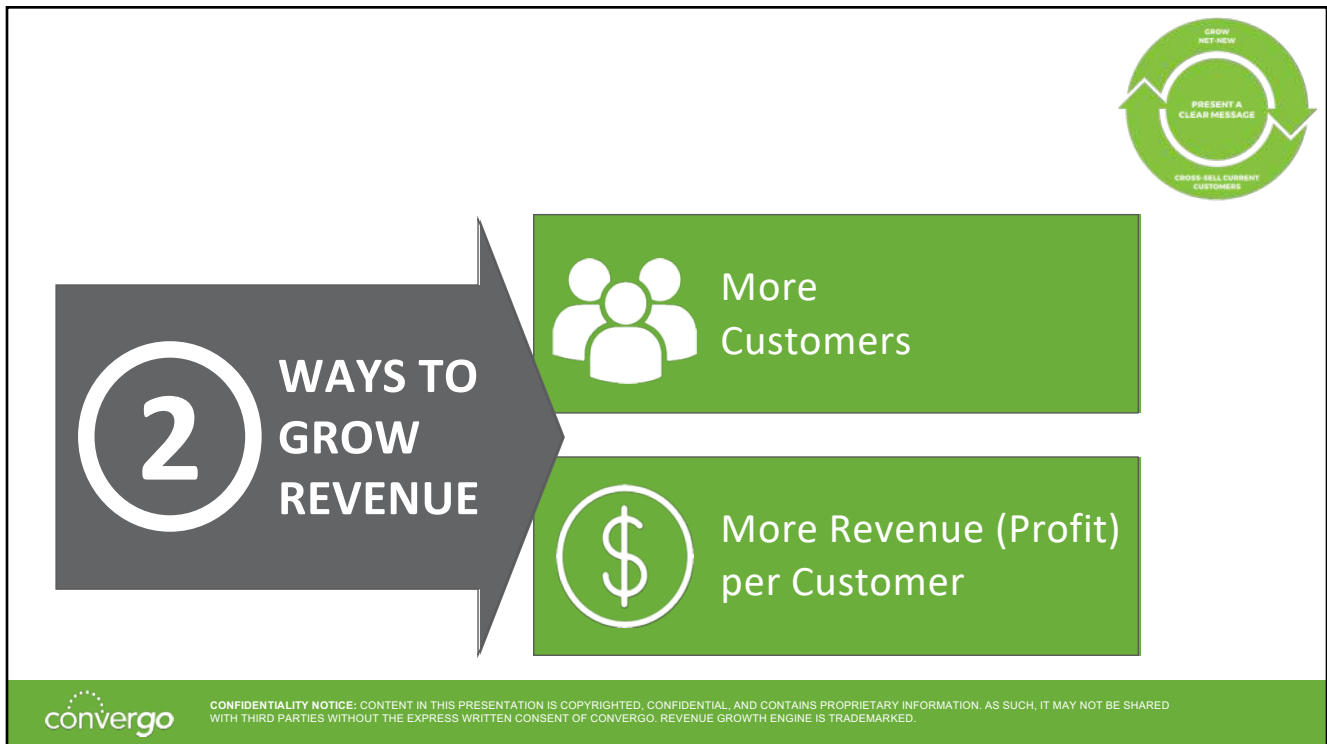


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WHAT IS THE GOAL?



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Revenue Growth Example

	Growth Rate	Now	Year 1	Year 2	Year 3
More Customers (Icon: Three people)	+15%	2,000	2,300	2,645	3,042
Higher Revenue and Profit per Customer (Icon: Dollar sign in a circle)	+15%	\$5,000	\$5,750	\$6,612	\$7,604
TOTAL REVENUE		\$10.0M	\$13.2M	\$17.5M	\$23.1M

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4

How Many Cylinders In Your Growth Engine?



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Two Ways To Grow



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Today's Panelists



Rob Hilyard
Owner
Hilyard's Business
Solutions



Samantha Lahey
Marketing Coordinator
Benchmark Business
Solutions



Harry Spaight
VP Sales
HGi Technologies



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Two Ways To Grow



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