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BUSINESS GROWTH STRATEGIES

Outline effective strategies for business growth, providing actionable insights and plans to drive expansion and success.



WEBSITE

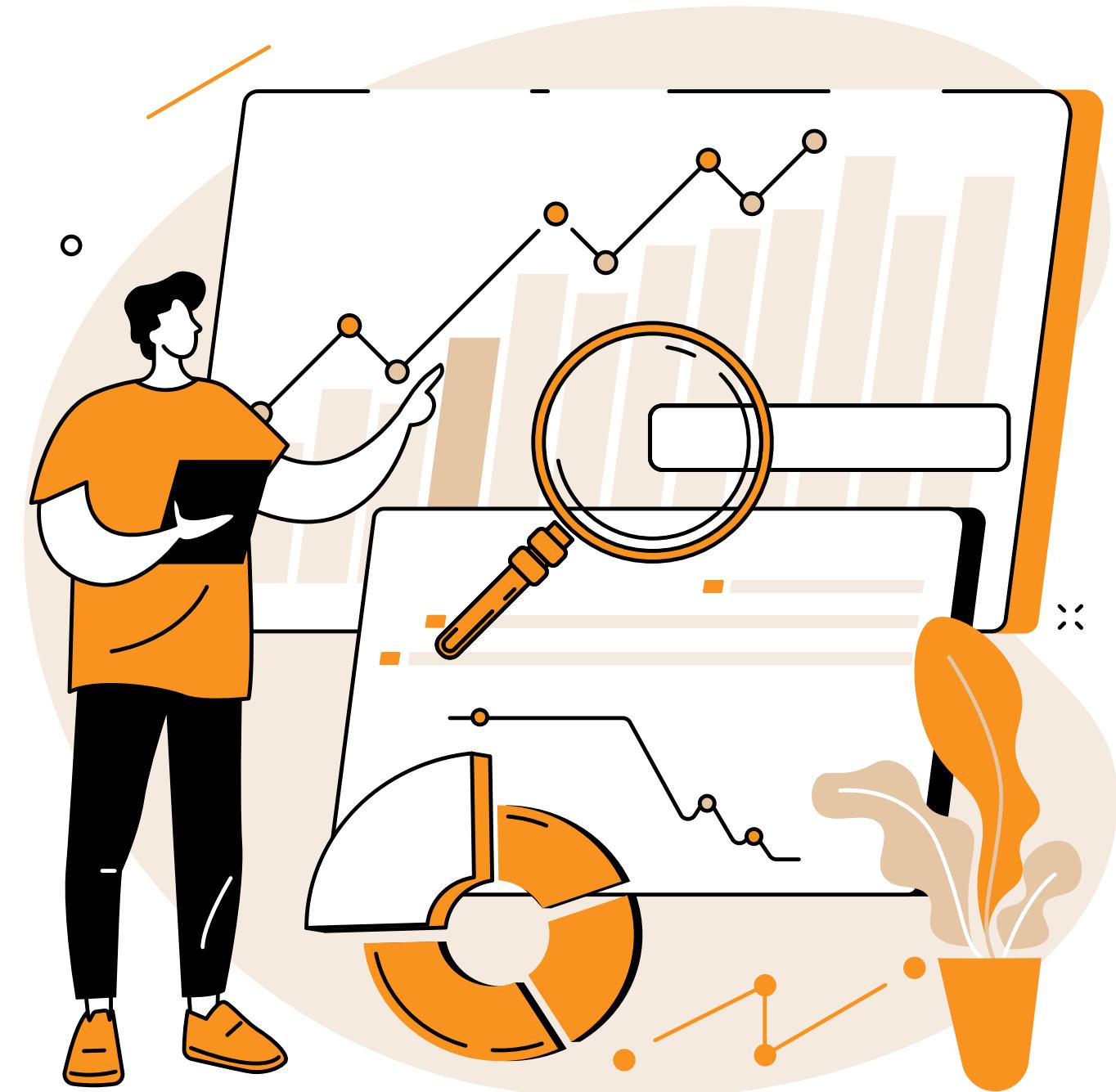
Professional Website For Professional Brand

Importance of a Website

1. Online presence – People can find you anytime, anywhere
2. Builds trust – A website makes your business look professional
3. Marketing tool – Show your products, services, offers
4. More customers – Helps get leads, orders, and inquiries
5. 24/7 open – Works even when you're sleeping

Cons of Not Having a Website

1. Less visibility – People can't find your business online
2. Low trust – Customers may think the business is not professional
3. Lost customers – People choose competitors who have websites
4. No 24/7 presence – Business stops when the shop is closed
5. Limited marketing – Hard to show menu, prices, offers, or reviews



Our Website Features

1.  Menu with prices – Easy to read, updated
2.  Location & map – Google Maps direction
3.  Opening hours – Clear timings
4.  Contact details – Phone, WhatsApp, email
5.  Online ordering – Order pickup or delivery
6.  Photos – Cafe, food, drinks
7.  Customer reviews – Builds trust
8.  Offers & loyalty programs – Attract repeat customers
9.  Mobile-friendly design – Works well on phones
10.  Social media links – Instagram, Facebook

Advance Features

Digital Menu

A digital menu QR code placed on tables lets customers scan with their phone and view the full cafe menu online. It improves customer experience, reduces costs, and helps cafes manage menus easily while looking modern and professional.

Benefits of Digital Menu

1. Contactless menu – Safe and hygienic for customers
2. Instant access – Scan and see the menu in seconds
3. Easy updates – Change prices or items anytime, no reprinting
4. Saves cost – No printing or lamination expenses
5. Better display – Photos of food & drinks look attractive
6. Faster ordering – Customers decide quickly
7. Eco-friendly – Less paper waste
8. Track views – See which items customers check most
9. Modern experience – Makes the cafe look premium
10. Show offers – Highlight combos, discounts, new items



Scan me!

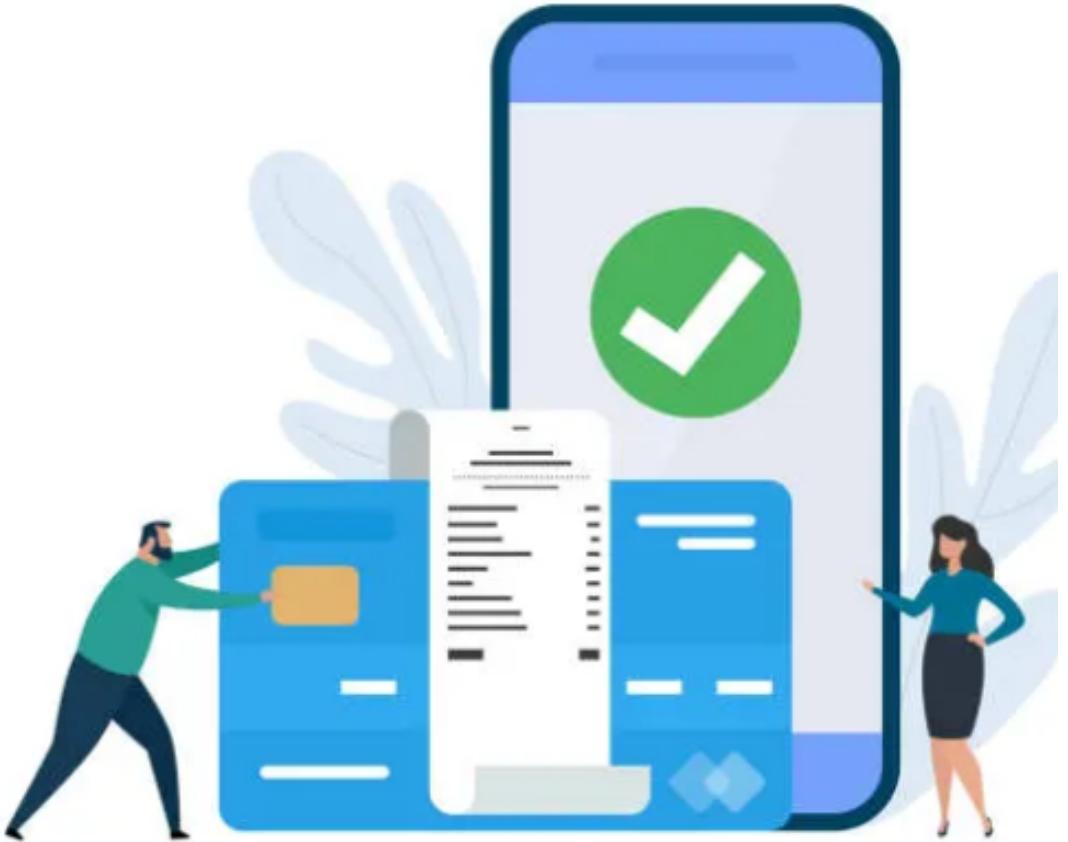
Advance Features

Online Purchase Through Our Website

Customers can view our menu with clear HD images, add items to their cart, and pay online securely. Once the payment is completed, a digital bill is generated and the kitchen is notified to start preparing the order. When the customer shows the bill, the items are delivered smoothly and efficiently.

Benefits

1.  Customer data for marketing – Collect customer name and phone number for offers, loyalty programs, and promotions
2.  Deep analytics – Get detailed insights on orders, popular items, and customer behavior
3.  Saves time – Faster ordering and quicker service
4.  Easy to use – Simple menu, clear images, smooth checkout
5.  Automatic billing – No manual bill errors
6.  Instant kitchen notification – Orders go directly to chefs
7.  Secure online payment – Cashless and safe transactions
8.  Fewer mistakes – No wrong orders or miscommunication
9.  Better order management – Track orders easily
10.  Better customer experience – Smooth, modern process
11.  Professional image – Makes the cafe look premium
12.  Increases sales – Easy ordering encourages more purchases



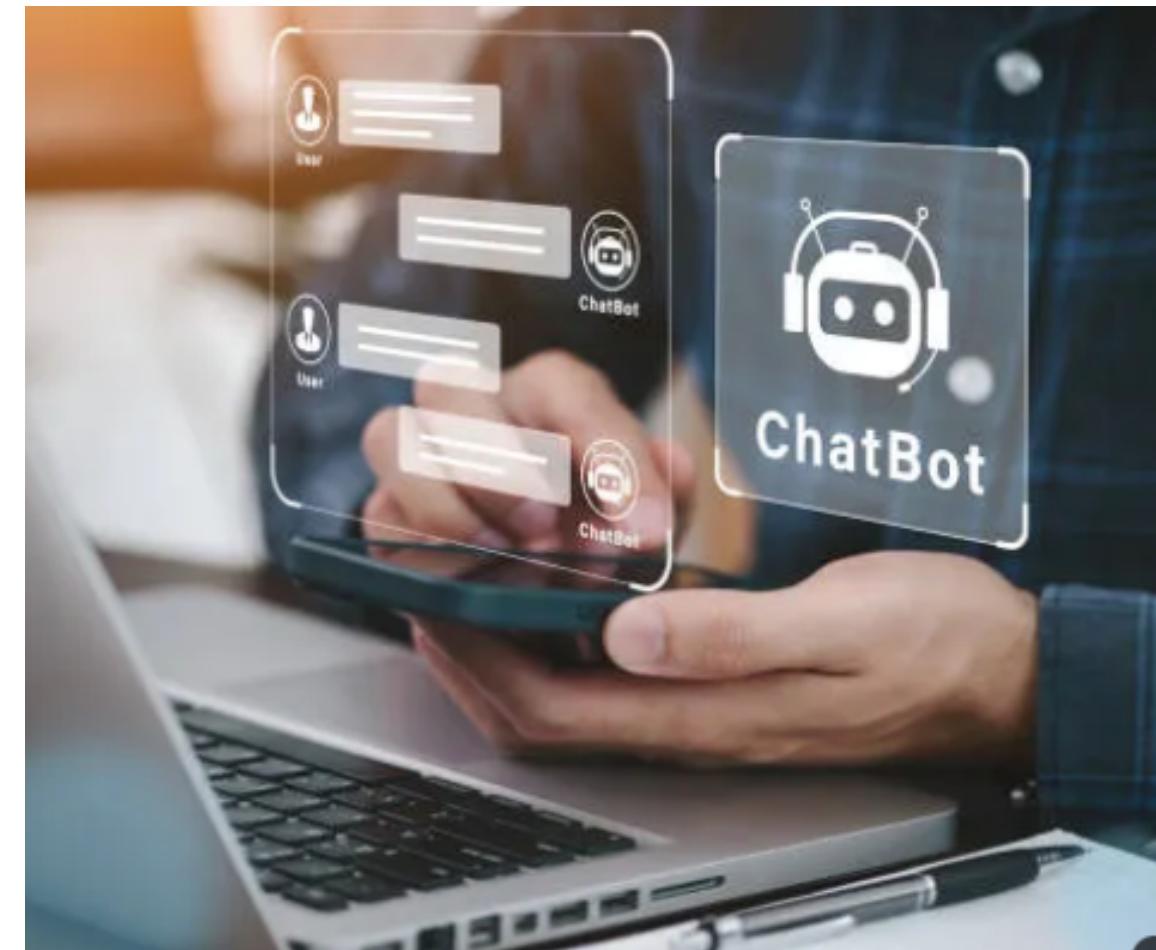
Advance Features

AI Chat & Voice System

An AI Chat & Voice System on a cafe website acts like a virtual staff member that helps customers 24/7. It allows customers to ask questions by typing or speaking and instantly get accurate answers about the menu, prices, offers, location, and timings. The system can also guide customers to place online orders, improving convenience and speed. By automating customer support, it reduces staff workload, improves customer experience, and gives the cafe a modern, professional online presence.

Uses

1. Answers customer questions instantly
2. Shows menu, prices, and special offers
3. Helps customers place online orders
4. Provides location, directions, and timings
5. Works 24/7 without staff
6. Reduces phone calls and staff effort
7. Improves customer satisfaction
8. Increases online orders and sales
9. Collects customer name and phone number for marketing
10. Makes the cafe website look modern and smart



Digital Marketing

Importance of Digital Marketing for Cafes

Digital marketing helps cafes grow by bringing more customers and building a strong brand online. Today, most people search on Google or Instagram before choosing a cafe. If your cafe is visible online, you get more footfall and more orders.

Why it's important

1. More visibility – People can find your cafe on Google, Instagram, and Maps
2. More customers – Online ads and posts attract new and repeat customers
3. Builds trust – Reviews, photos, and updates make your cafe look reliable
4. Cost-effective – Cheaper than newspaper or banner ads
5. Direct connection – Talk to customers through WhatsApp, DMs, and comments
6. Targeted marketing – Show ads to nearby people who love cafes
7. Track results – See what works and what doesn't
8. Brand building – Creates a strong and memorable cafe identity



Digital Marketing Through Google

Google Business Profile

A professional Google Business Profile helps a cafe get more customers and build trust. Add correct business details, choose the right category, upload clear photos of your cafe and menu, and write a short description about what you offer. Enable calls and messages, collect customer reviews, and keep the profile updated regularly. This makes your cafe look reliable, active, and easy to find online.

Google Maps

To set your café professionally on Google Maps, create or claim your café on Google Business Profile and fill in all details correctly, including name, address, phone number, hours, and category. Upload clear, real photos of your café and menu, add a short description of what you offer, enable calls and messages, and regularly collect and reply to customer reviews. This makes your café look professional and helps more nearby customers find you easily.

Run Google Search Ads

These ads show on top when people search for food.

Example searches

- Ice cream near me
- Cold coffee shop

How it helps

- Only people already hungry see your ad
- You pay only when someone clicks

Google Maps Ads

This pushes your café inside Google Maps when people are nearby.

Best for

- Walk-in customers
- People roaming nearby
- Families & couples searching places

Digital Marketing Through Meta & Youtube

Create & Set Up Accounts (Foundation)

First, you need a proper base.

- Create a Facebook Page for your cafe
- Create an Instagram Business Account
- Connect both to Meta Business Manager
- Create Youtube Channel For Your Cafe

Optimize Your Profiles (Trust Building)

Make your page look like a real brand, not a random account.

- Clear logo as profile picture
- Cafe interior / best items as cover photo
- Bio should include:
 - What you sell (coffee, ice creams, kulfi, waffles, etc.)
 - Location
 - WhatsApp or phone number
- Add Menu, Location, Timings, Order link

Content Strategy (Daily Growth Engine)

What to Post (Very Important)

- Ice cream scoops close-ups 
- Coffee making videos 
- Kulfi / falooda preparation
- Customer reactions
- Offers & combos
- Behind-the-scenes

Best Format

- Reels (MOST IMPORTANT)
- Stories (daily)
- Posts (2–3 per week)

Local Hashtags & Location Targeting

Use:

- #YourCityCafe
- #YourAreaFood
- #IceCreamLovers
- #CoffeeTime

Always tag:

- Your cafe location
- Nearby landmarks

Start Paid Ads (This Brings Real Customers)

Now the powerful part: Meta Ads Youtube Ads

Ad Objective (Choose Correctly)

For cafes, best objectives are:

- Reach – more people see you nearby
- Traffic – send people to WhatsApp / website
- Messages – people DM or WhatsApp you
- Sales – if online ordering is enabled



Audience Targeting (Don't Waste Money)

Target only nearby people.

Best Target Settings

- Location: 3–5 km around your cafe
- Age: 16–45
- Interests:
 - Coffee
 - Ice cream
 - Cafes
 - Desserts
 - Food lovers

Tip:

Never target whole city if your cafe is local.

Create Simple High-Converting Ads

You don't need fancy ads.

Best Ad Types for Cafes

- Short reel (5–10 seconds)
- One best product image
- Offer based ad

Example Ad Text (Simple)

"Feeling hot? ❄️

Try our fresh kulfi & cold coffee today!

📍 Near [Location Name]

Order on WhatsApp now"

Budget Planning (Start Small)

No need big money.

- Start with ₹200–₹300 per day
- Run ads for 5–7 days
- Check which ad gets:
 - More messages
 - More visits
 - More saves

Then scale slowly.

Retargeting (Smart Marketing)

Show ads again to people who:

- Visited your profile
- Liked your posts
- Messaged you before

Why this works:

People trust what they see repeatedly.



Track Results & Improve

Check weekly:

- Messages received
- Walk-in customers
- Online orders
- Best-selling items

Stop ads that don't work.

Increase budget on ads that bring customers.

Digital Marketing Through Whatsapp

Create WhatsApp Business Account

Use WhatsApp Business, not normal WhatsApp.

Do this:

- Download WhatsApp Business app
- Use cafe phone number
- Add:
 - Cafe name
 - Logo
 - Address
 - Timings
 - Short description (coffee, ice creams, kulfi, waffles, etc.)

Why important:

Customers trust business profiles more.



Set Up Business Tools (Very Important)

Inside WhatsApp Business, enable these:

Catalog

- Add menu items with:
 - Photo
 - Price
 - Description

Benefit:

Customers can see menu without asking.

Quick Replies

Examples:

- “MENU” → sends menu link
- “LOCATION” → sends Google Maps link
- “OFFERS” → sends today’s deals

Greeting Message

Auto message when someone texts first:

“Hi 🙌 Welcome to ABC Cafe ☕️🍦

Here’s our menu. How can we help you today?”



Collect Customer Numbers (Legally & Smartly)

This step decides success.

Ways to collect numbers:

- QR code at counter: “Scan to get offers”
- While billing: “Get offers on WhatsApp?”
- Online orders (name + phone)
- Instagram / Facebook bio WhatsApp button

⚠ Important rule:

Only message people who gave permission.

Create Customer Lists (Organization)

Create Broadcast Lists or Labels:

Examples:

- Regular Customers
- Ice Cream Lovers
- Coffee Customers
- Online Order Customers

Why this matters:

You send the right message to the right people.

Content to Send on WhatsApp (Keep It Light)

What to Send

- Today's offer 
- New item launch
- Combo deals
- Festival offers
- Weekend specials
- Rainy day coffee offer 

What NOT to Send

- ✗ Daily spam
- ✗ Long paragraphs
- ✗ Too many images

Best frequency:

2–3 messages per week

WhatsApp + Business = More Business

Use WhatsApp Broadcast (Best Feature)

Broadcast sends one message to many people privately.

Simple example message:

"Today Special 😍

Buy 1 Waffle + Cold Coffee @ ₹149

Valid till 9 PM

📍 Near Charminar"

Looks like a personal message, not a group.

Enable Orders Through WhatsApp

Make ordering easy.

How:

- “Reply 1 to order”
- Send menu catalog
- Customer selects item
- Confirm order
- Share payment QR
- Order prepared

Result:

More impulse orders, less calling.



Use Status for Daily Promotion (Free Marketing)

Post daily WhatsApp Status.

Post:

- Fresh ice cream pics
- Coffee shots
- Customer reviews
- Offers
- Behind-the-scenes
- Tip:
- Most customers see status even if they don't reply.

Festival & Event Campaigns

Plan WhatsApp campaigns for:

- Eid
- Ramzan
- Summer season
- Weekends
- Rainy days

Example:

“Ramzan Special Falooda
Flat 10% OFF after Iftar
Order on WhatsApp now”

Track & Improve

Every week, check:

- Replies received
- Orders from WhatsApp
- Best offer response
- Customer repeat orders

Stop what doesn't work.

Repeat what brings sales.

Track & Improve Create a “VIP Customers” List (Gold Mine)

Not all customers are equal.

Who goes in VIP list:

- Orders frequently
- High bill amount
- Regular walk-ins

What to send them:

- Early access to offers
- Secret discounts
- “Only for you” combos

Ask for Reviews on WhatsApp (Easy & Powerful)

Reviews bring new customers.

After order delivery, send:

“Hope you enjoyed your order 😊

If you liked it, please leave us a Google review ⭐

It helps us grow 🙏”

Send Google review link.

Result:

More reviews = more trust = more footfall.



Example:

“VIP Special ❤️

Flat 15% OFF for our regular
customers

Valid today only”

People love feeling special.

Use Click-to-WhatsApp Ads

Run ads that open WhatsApp directly.

Platforms:

- Facebook
- Instagram

Ad button: "Send Message"

Why this works:

- No website needed
- Direct conversation
- Higher conversion

Create Fixed Weekly Offers (Habit Building)

Same offers on same days.

Examples:

- Monday: Coffee Day ☕
- Wednesday: Waffle Combo 🧇
- Friday: Ice Cream Night 🍦
- Sunday: Family Combo 👪

People start remembering your cafe.



Auto-Replies for Busy Hours

During rush time, don't lose customers.

Set auto-reply:

"Thanks for messaging ☕
We're preparing fresh orders right now.
We'll reply in 5–10 minutes 🙏"

This keeps customers calm and waiting



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Examples:

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- Friday: Ice Cream Night 🍦
- Sunday: Family Combo 👪

People start remembering your cafe.

Recover Lost Customers (Very Important)

Message customers who haven't ordered in 30–45 days.

Example:

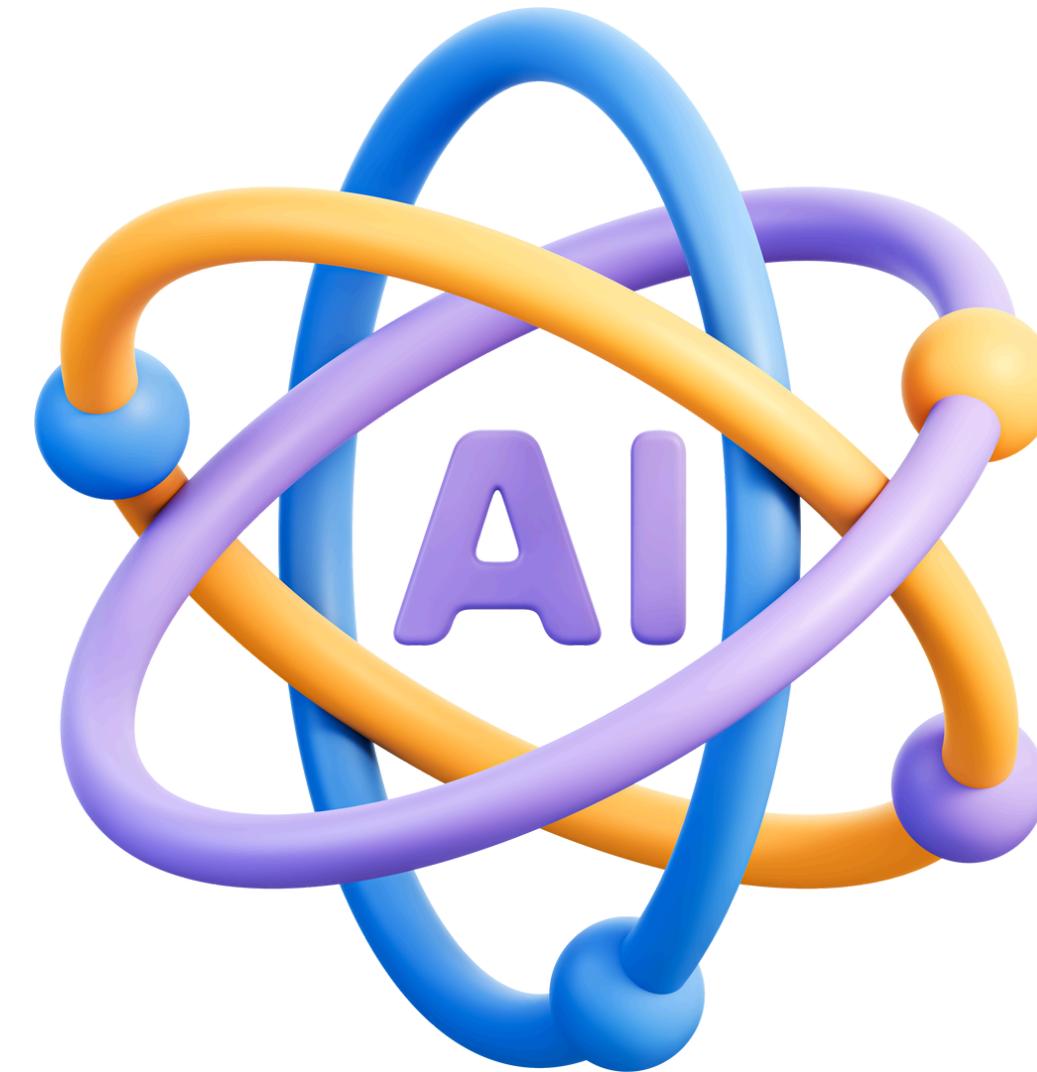
"We miss you 😊
Enjoy ₹50 OFF on your next visit
Just show this message at counter"
This alone can increase sales 15–20%.

AI WhatsApp Bot for a Cafe

An AI WhatsApp bot for a cafe automatically chats with customers on WhatsApp and replies instantly, 24/7. It can share the menu, show offers, take orders, confirm payments, and answer common questions without human help. This saves staff time, reduces mistakes, and gives customers a fast, smooth experience, which leads to more orders and happy customers.

Uses

1. 📋 Sends digital menu with prices and images
2. 🍦 Takes orders directly on WhatsApp
3. 💳 Shares payment links and confirms payment
4. ⏰ Answers common questions (timings, location, offers)
5. 🎗️ Notifies staff/kitchen about new orders
6. 📝 Sends order confirmation & bill
7. 🎯 Collects customer name & phone number for marketing
8. 🔄 Shares offers, discounts & new items automatically
9. ⭐ Collects feedback & reviews
10. ⏳ Works 24/7, even when the cafe is busy
- 11.



Top Strategies

Subscription Model

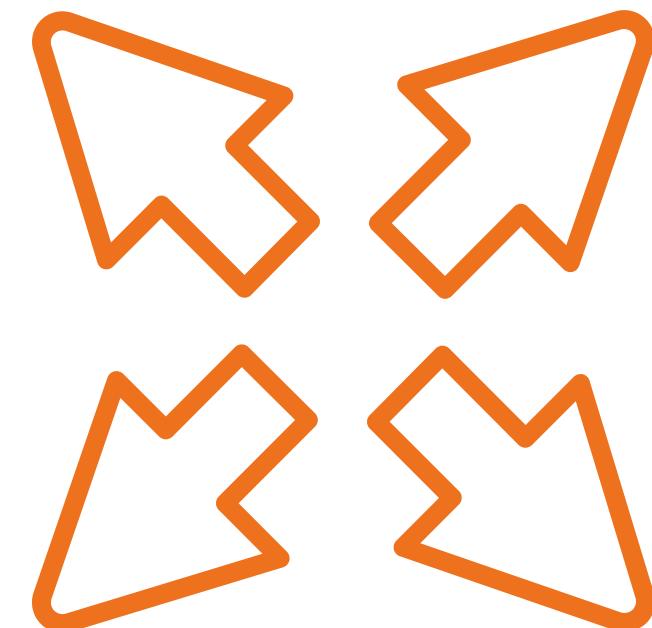
A subscription model for a cafe lets customers pay a fixed amount monthly or weekly and enjoy special benefits like free or discounted coffee, ice creams, or desserts. This gives customers regular value and convenience, while the cafe gets steady income, loyal customers, and predictable sales. It also increases repeat visits and helps the cafe plan stock and offers better.

"Mini" Everything

Mini Everything is a 2026 food trend where customers prefer mini desserts instead of one big portion. A taster concept lets people try 3–6 small portions of different desserts in one plate — like mini ice creams, mini waffles, mini kulfi, or mini falooda. It feels fun, affordable, and perfect for sharing, while helping cafes sell more variety in a single order and reduce food waste.

Expansion Tactics

- **Catering services:** *Birthday parties, corporate events*
- **Subscription model:** *"30 days of ice cream" package*
- **Dark kitchen:** *If orders grow, consider delivery-only second location*
- **Bulk/wholesale:** *Supply to other restaurants, events*



Loyalty Card Program

A loyalty card rewards customers for repeat orders by filling one stamp or box each time they purchase. The card has 5 empty areas, and with every order, 1 area is filled. When all areas are completed, the customer receives a free item, discount, or special offer. This simple system encourages customers to come back more often and helps increase overall sales.

Benefits of a Loyalty Card

-  Encourages repeat visits
-  Increases overall sales
-  Builds customer loyalty
-  Motivates customers with rewards
-  Keeps your cafe top of mind
-  Lower marketing cost than ads
-  Turns new customers into regulars



One-Item-Per-Week Video Ad Strategy

This strategy focuses on creating a high-quality video ad for one item every week, choosing the most profitable item and showing smart pricing psychology. For example, show the price as ₹499 and offer it at ₹299 for this week only. The video is posted on social media and promoted with ads, creating urgency and excitement. By repeating this weekly and tracking results, the cafe can clearly see which items performed best by the end of the year and focus more on those winning products.

Benefits of This Strategy

- Highlights one hero product at a time
- Uses price psychology to increase conversions
- Creates urgency with limited-time offers
- Boosts weekly sales consistently
- Helps identify best-performing items
- Improves brand visibility with regular videos
- Maximizes profit by pushing high-margin items
- Makes marketing simple and planned



Backend Business Development

Digital POS System (Core of Everything)

Problem: Manual billing, no data, mistakes

Tech Solution: Cloud-based POS

What it solves with tech

- Digital billing (no calculation errors)
- Tracks every sale automatically
- Shows best-selling & low-selling items
- Works on mobile/tablet

Backend benefit

👉 You know exactly what sells, when, and how much profit you make.



Inventory Management Software

Problem: Stock wastage, missing items, overbuying

Tech Solution: Inventory + POS integration

What it solves

- Auto-deducts stock after every bill
- Alerts when stock is low
- Tracks daily usage of milk, fruits, ice cream base
- FIFO tracking

Backend benefit

👉 Less waste, controlled costs, higher profit.

Recipe & Portion Control via Tech

Problem: Inconsistent taste, profit loss

Tech Solution: Digital recipe & costing sheet

What it solves

- Fixed recipe quantities
- Auto cost per item calculation
- Alerts if food cost crosses limit

Backend benefit

👉 Same taste + same profit every day.



Staff Management Software

Problem: Attendance issues, low productivity

Tech Solution: Staff & shift tracking tools

What it solves

- Attendance & shift logs
- Sales per staff tracking
- Performance-based incentives

Backend benefit

👉 Staff becomes measurable, not emotional.



Customer Data Collection & CRM

Problem: Customers come once and disappear

Tech Solution: CRM + POS integration

What it solves

- Stores name & phone number
- Tracks repeat customers
- Segments loyal vs new customers

Backend benefit

👉 You build a customer database = long-term asset.

Expense & Profit Tracking Dashboard

Problem: You don't know real profit

Tech Solution: Expense + revenue dashboard

What it solves

- Monthly profit calculation
- Expense category analysis
- Utility cost tracking

Backend benefit

👉 You control money leaks before they grow.

Data-Based Decision Making

Problem: Guess-based decisions

Tech Solution: Analytics & reports

What it solves

- Best item of the month
- Best offer performance
- Peak sales time analysis

Backend benefit

👉 Decisions are based on facts, not feelings.

Scale-Ready Tech Stack

Problem: Difficult to expand

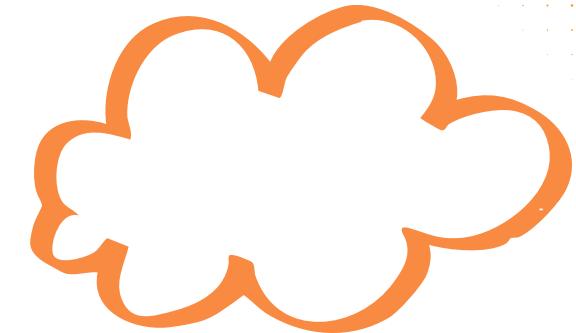
Tech Solution: Cloud systems

What it solves

- Easy second outlet setup
- Central control
- Same menu, same quality

Backend benefit

👉 Your cafe becomes scalable & franchise-ready.



Market Expansion Strategies

Expanding Into New Markets

Expanding into new markets opens doors to new customers and revenue streams.



Strategic Partnerships

Promoting your product more aggressively to existing customers.

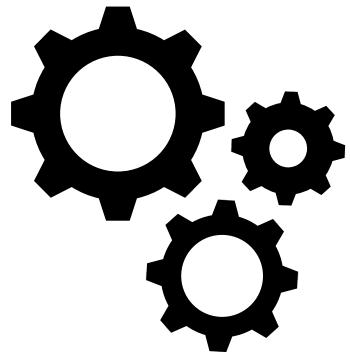


Digital Expansion

Encouraging repeat business through discounts or rewards.

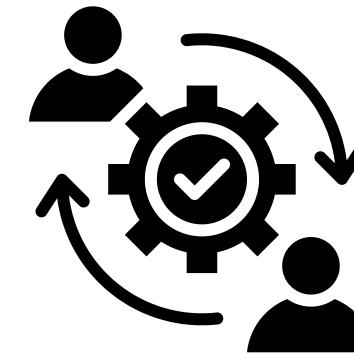


Improving Operational Efficiency



Process Automation

Using technology to automate repetitive tasks.



Lean Management

Eliminating waste and improving workflow efficiency.



Outsourcing

Delegating non-core activities to specialized firms for cost savings.

Customer Retention and Loyalty

Loyalty Programs

Rewarding repeat customers with discounts or perks.

Follow-Up Services

Checking in with customers to ensure satisfaction and resolve any issues.

Customer Support

Providing exceptional service to foster loyalty.

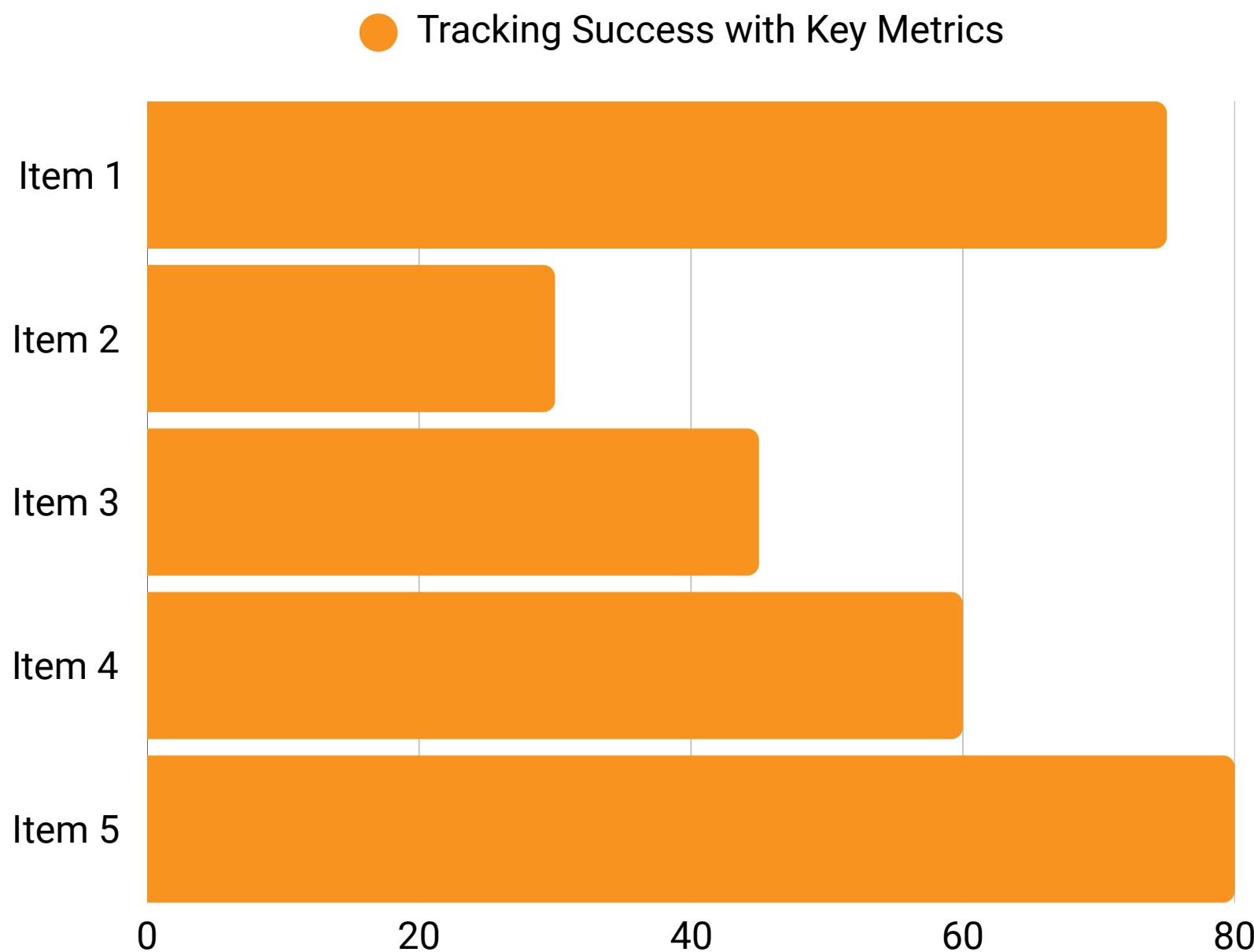
Personalization

Offering personalized products and experiences to engage customers.



Measuring Growth and Success

To gauge the effectiveness of growth strategies, businesses need to measure their performance. This slide covers key performance indicators (KPIs) and metrics that businesses should track to ensure they are on the right path.



Discovering Smart Solutions Through Business Insight

When you clearly explain your core operations, daily activities, business challenges, growth so far, expected results, and definition of success, we can design the right solution for you. By understanding the complete picture, we identify opportunities to improve performance and solve problems using modern technology, AI, and data-driven marketing. This approach ensures every strategy is practical, measurable, and aligned with your business goals—leading to sustainable and scalable growth.

THANKS FOR WATCHING!

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