(KFFM) **Denise Tepie** Call from a client **Consulting Service** Clients Request for Expected 3000K Actual Denise a proposal 1000K Bringing objective to decisions making process. Its important to understand timing and rhythm in order Context of goal and success to creating and sustaining factors in terms of and competitive advantage Get it right Risk & Profit the first Return 100% Steven Ted # of consultant eview the Business helping Grow a Strategy plan strategic Business This process is meant to plan determined Content Strategy reliable flow of leads that the cost. would allow us to & Implementation accelerate growth and put our client and our company on a faster tract to achieving 3000k by the end of 2022. Andy **Finance** Expected 3000K Actual 1000K

Key Functional Flow Map