PHOTOBOMBZ

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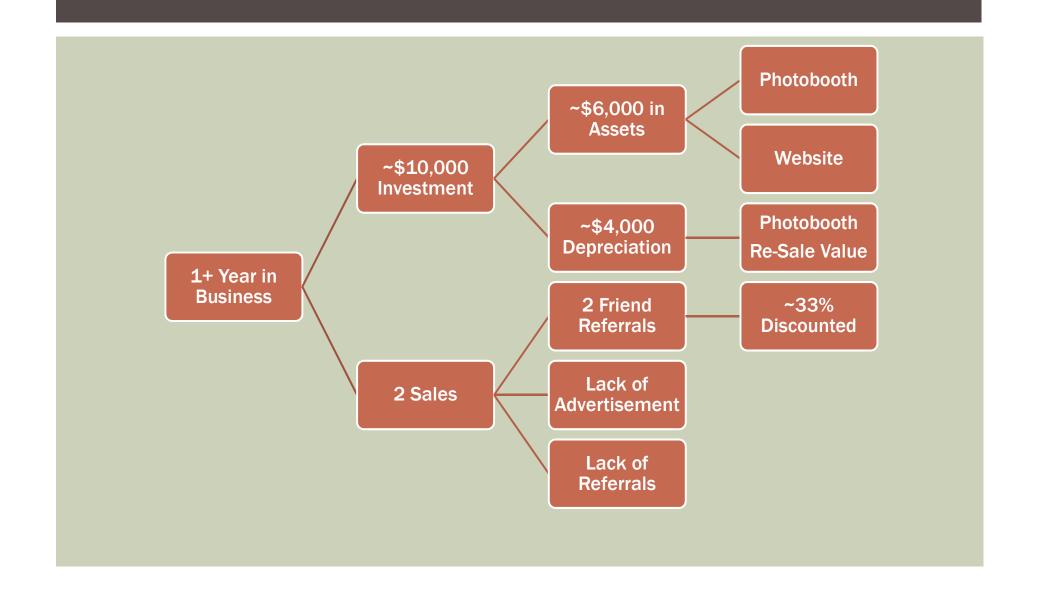
**RESERVATIONS** 

PROP



Scopo Digital Solutions

# WHERE YOU ARE

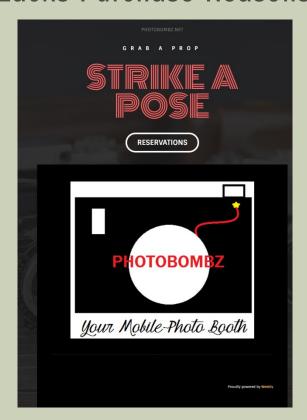


# **NOT YET COMPETITIVE**

# Can't Be Searched Can't Be Found



# Lacks Information Lacks Purchase Reasons



# **ASK YOURSELF**

Why did you start this business?

What would this business being successful mean to you?

# WITH SOME WORK YOU COULD HAVE...

Consistent Bookings

**Advertising** 

Referrals

Referral Pipelines

Event & Wedding Planners

**Event Venues** 

Digital Advertising

Google AdWords

**Facebook** 

# **OPTIONS**

#1
Exit Business

Sell Photobooth for ~\$5,000

**Guaranteed Loss** 

Pay Less Interest

#2 Advertise

Cost Per Click Advertising

Craigslist

Website Overhaul

#3 Partnerships

**Event Planners** 

**Wedding Planners** 

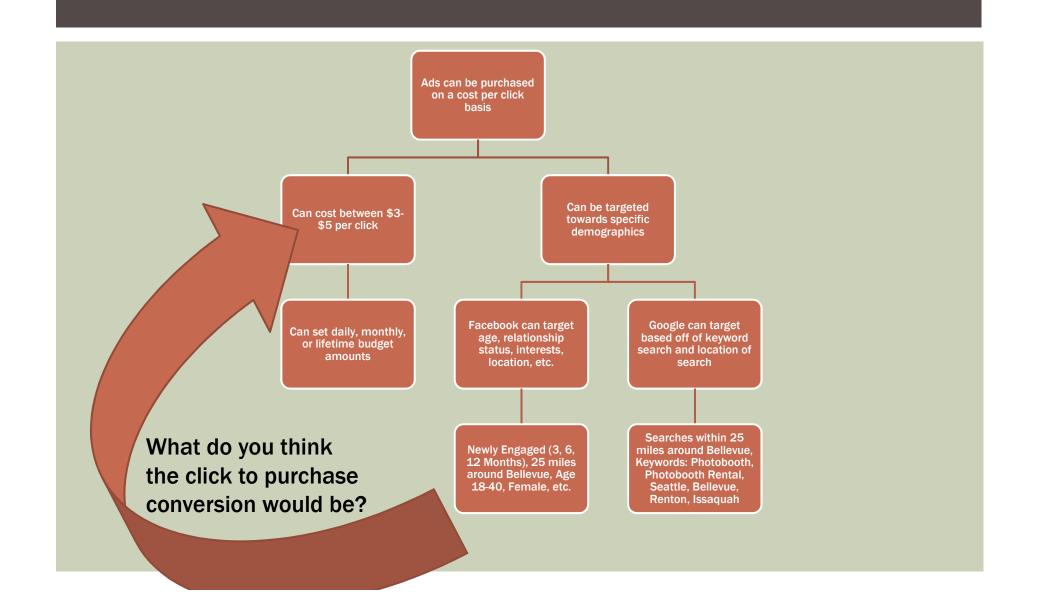
**Event Venues** 

# **#1 SELL PHOTOBOOTH**



~\$5,000 Loss Make Large Debt **Payment Reduce Total Cost of Loan and Interest** 

# #2 ADVERTISING: COST PER CLICK ADS



# **ADS IN ACTION**

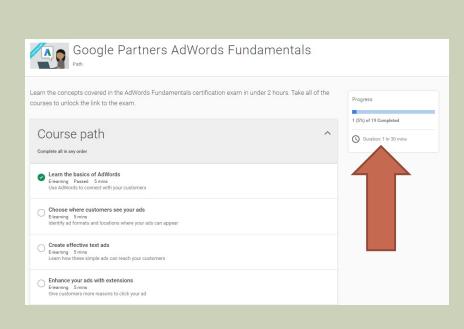
### Facebook In Feed

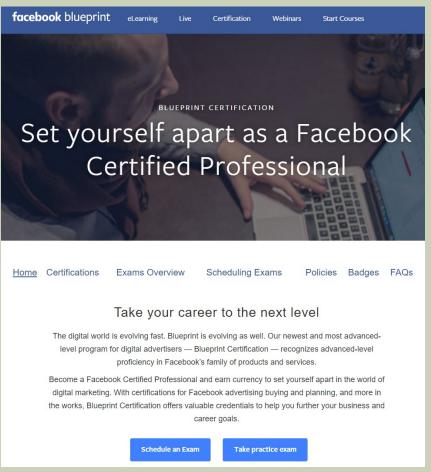




https://www.yetp.ca > Event Planning & Services > Party Equipment Rentals \* 未未未未 Rating: 5 - 16 reviews 16 reviews of Seattle Photo Booths "fun costumes and stick additions, high quality, and mos First
Results,
First Clicks,
First Sale
Opportunity

# FREE TRAINING: ADWORDS & FACEBOOK





# YOUR GOAL: 15% CONVERSION

\$100 Monthly Advertising Budget

Assume \$5 CPC

Goal 3 Bookings

20 Clicks

15% Click to Purchase

# COST PER CLICK BY THE NUMBERS

\$300 Profit Per Event

#### **\$3 CPC**

• 1% Click to Purchase Conversion to Break Even

#### **\$4 CPC**

• 1.33% Click to Purchase Conversion to Break Even

#### \$5 CPC

• 1.67% Click to Purchase Conversion to Break Even

\$200 Profit Per Event

#### \$3 CPC

• 1.5% Click to Purchase Conversion to Break Even

### **\$4 CPC**

• 2% Click to Purchase Conversion to Break Even

#### \$5 CPC

• 2.5% Click to Purchase Conversion to Break Even

\$100 Profit Per Event

#### **\$3 CPC**

• 3% Click to Purchase Conversion to Break Even

#### \$4 CPC

• 4% Click to Purchase Conversion to Break Even

#### \$5 CPC

• 5% Click to Purchase Conversion to Break Even

# 10% CONVERSION BY THE NUMBERS EXAMPLE: 10 CLICKS

\$300 Profit Per Event

**\$3 CPC** 

- •\$300 Profit Made
- •\$30 Ad Cost
- •+\$270 Net

\$4 CPC

- •\$300 Profit Made
- •\$40 Ad Cost
- •+\$260 Net

\$5 CPC

- •\$300 Profit Made
- •\$50 Ad Cost
- •+\$250 Net

\$200 Profit Per Event

\$3 CPC

- \$200 Profit Made
- •\$30 Ad Cost
- <u>+170 Net</u>

\$4 CPC

- •\$200 Profit Made
- •\$40 Ad Cost
- +\$160 Net

\$5 CPC

- •\$200 Profit Made
- •\$50 Ad Cost
- <u>+\$150 Net</u>

\$100 Profit Per Event

**\$3 CPC** 

- \$100 Profit Made
- •\$30 Ad Cost
- +\$70 Net

\$4 CPC

- \$100 Profit Made
- \$40 Ad Cost
- •+\$60 Net

\$5 CPC

- •\$100 Profit Made
- •\$50 Ad Cost
- +\$50 Net

Bottom Line

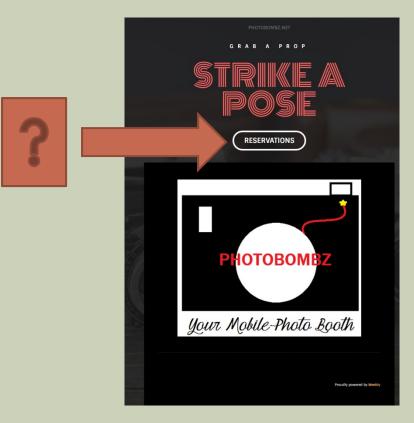
CPC is a cost effective way to advertise to qualified traffic

# HAVE AD TRAFFIC, NEED MORE

# Can't Be Searched Can't Be Found

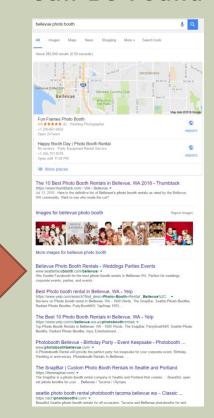


# Lacks Information Lacks Purchase Reasons

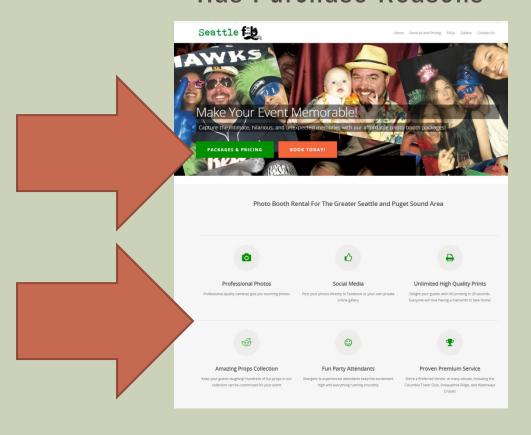


# THE COMPETITION

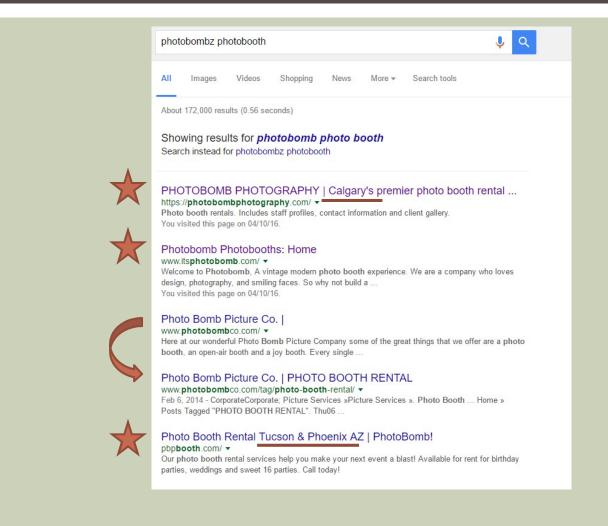
# Can Be Searched Can Be Found



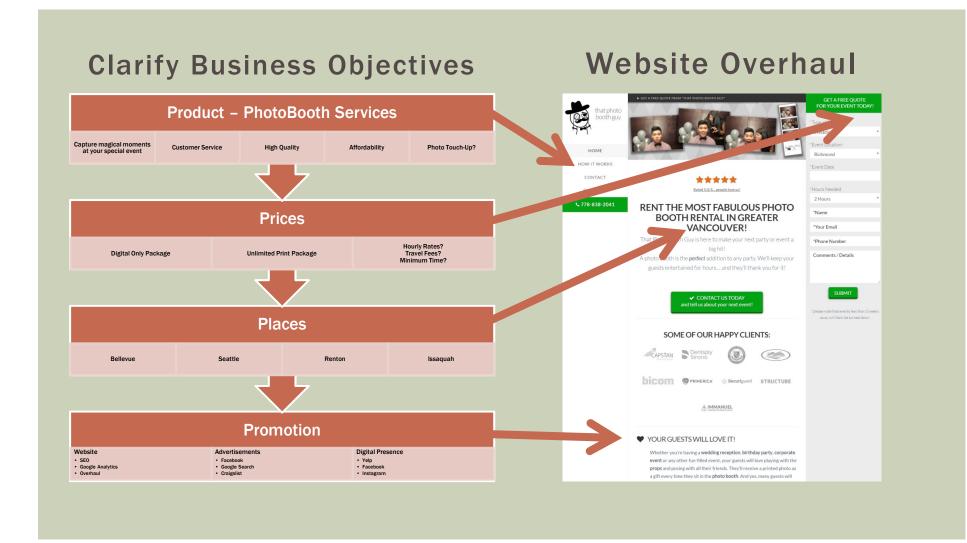
# Has Information Has Purchase Reasons



# PHOTOBOMBZ: POPULAR NAME



# **REBRAND: EASTSIDE PHOTOBOOTH**

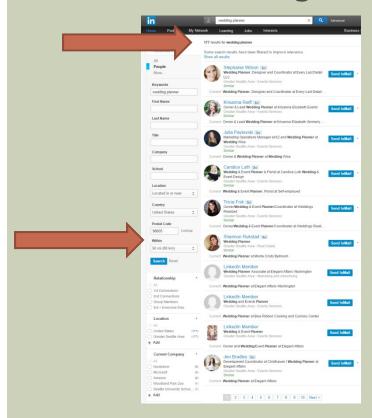


# **#3 PARTNERSHIPS**

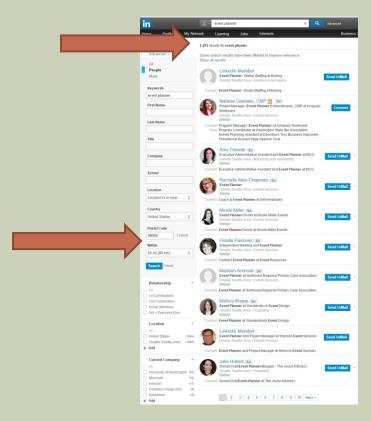
What's In It For Partners? **Know Your Business** Referrals **FAQ Phone Number Setup Time** No Cost Labor **End to End** No Risk Commitment Provided Service • Weekend/Weekday Rates Website Minimum Booking Time • Travel Fee? **Availability Referral Source? Referral Bonus?** Packages

# 1,000+ POTENTIAL PLANNER PARTNERSHIPS

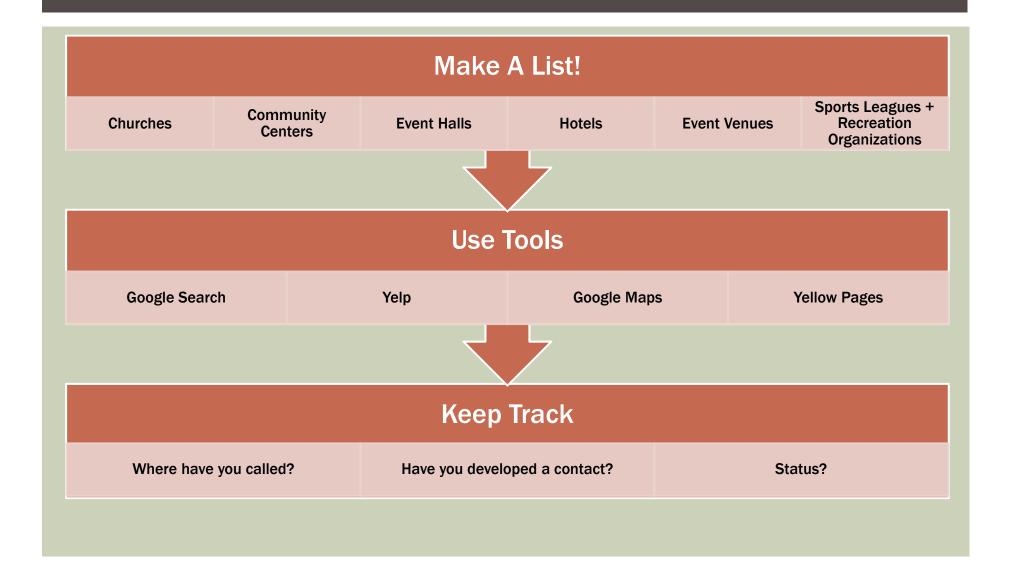
### LinkedIn Wedding Planners



### LinkedIn Event Planners



# **VENUE PARTNERSHIPS**



# SALES CALLS

### **Before Calling**

# Find Decision Maker Online (Website, LinkedIn, etc.)

 Owner, President, CEO – needs to be able to say yes

# Call - Ask to Speak to Decision Maker

- Confirm Who You're Speaking With
- Pitch!

### Start!

### Set A Call Volume Goal

• Start with 5 Calls A Day

### **Don't Get Discouraged**

 You're learning and applying new skills at the same time!

### Read Up!

- Getting To Yes
- \$10.22 (Amazon.com)

### YOU TO PARTNER PITCH!

Hi, I'm Berton from Eastside Photobooth. If you have a few minutes I'd like talk to you about how I can bring an additional revenue stream to your organization

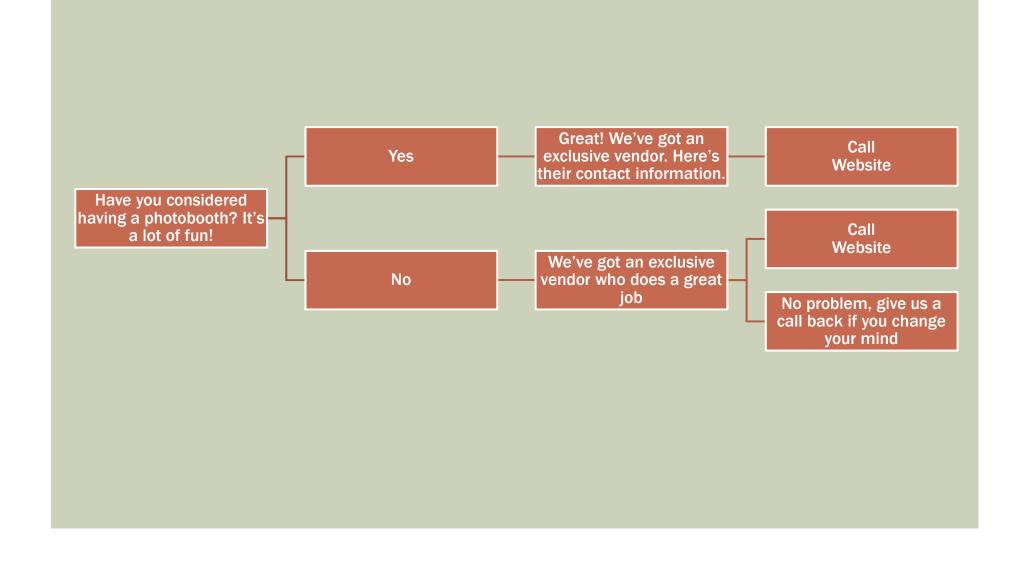
Yes

Great! By offering our photobooth services at your events, it would provide your organization with additional revenue and help to differentiate you from other venues. The photobooth would be fully managed by Eastside Photobooth, you would just need to let your clients know about our services. In return you'd get a referral bonus for successful booking. How does that sound?

No

Not a problem, is there a better time we can discuss how Eastside Photobooth can benefit your company?

# PARTNER TO CLIENT PITCH!



# **QUESTIONS? WHAT'S NEXT?**

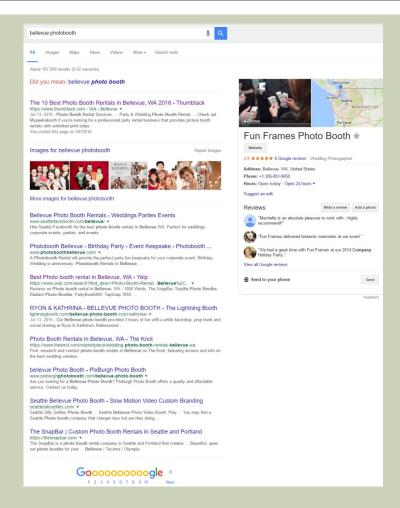
Feel free to call, text, or e-mail with questions about ANYTHING! Consider your options, what's best for you? **Get started!** Need help? Let me know!



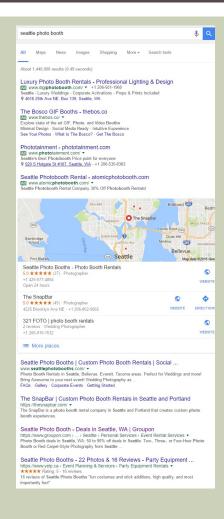
### CRAIGSLIST COMPETITOR

- LIMITED TIME SPECIAL OFFER from Vallimont Photography. Three hour Photo Booth rentals with premium props, photographer, magazine style lighting and custom color sparkle backdrop to match your wedding or event. "Glamour Editing" included on final digital images (smile brightening, blemish removal). DIGITAL PACKAGE (digital files delivered, you print and share online) for \$325 (normally \$499). GOLD PACKAGE (with UNLIMITED PRINTS) \$475 (normally \$595). Prices subject to tax. Limited time offer to fill remaining open dates! NOTE: the above image was compressed by Craigslist and does not represent the quality of the original. Visit VallimontPhotography.com
- http://seattle.craigslist.org/see/for/5824036786.html

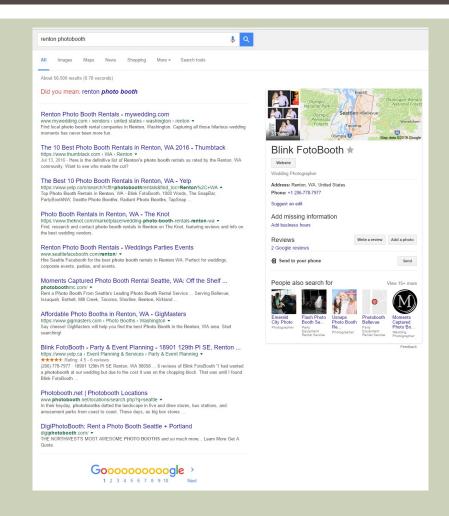
# **BELLEVUE PHOTOBOOTH**



# **SEATTLE PHOTOBOOTH**



# RENTON PHOTOBOOTH



# **ISSAQUAH PHOTOBOOTH**

