

Thank you for submitting our form!

Here are the details you sent us:

**First name:** Cynthia

**Last name:** Hammond

**Organization Name:** Own The Room Enterprises LLC

**Address:** 416 Crestmont Avenue NE Canton, Ohio 44704

**Enter your email address:** [becomplete2021@gmail.com](mailto:becomplete2021@gmail.com)

**Phone Number:** [3302243591](tel:3302243591)

**Assistant's Name:**

**Assistant's Email:**

**Assistant's Phone:**

**How would you paint success for your company in the next 6 -12 months?:** I paint success for my company in the next 6-12 months by having a monthly revenue of \$25,000, the ability to hire 2 employees, and paying myself a salary from profits while still reinvesting back into my company

**What type of products or services do you offer?:** Business coaching, business entity registration, and pricing strategies for products/services

**Who are your clients, customers or audience?:** Startups, entrepreneurs and SMB owners

**What is their geography?:** Canton, Ohio

**What are their preferences?:** full service delivery - once my clients have identified their need they want it solved/ taken care with little involved from them so they can concentrate on building their business.

**What mode of product or service delivery do they prefer?:** Virtual delivery and 1:1 for coaching

**How have you tried to reach/market to them?:** Word of mouth mainly.

**What new changes do you want to make to your marketing strategy?:** I want to have a defined marketing strategy that targets my audience and helps me expand my brand.

**What are your unique abilities, services, products, and remarkable offerings in comparison to your competitors?:** I develop relationships with my clients that include their business needs and help them identify their personal cycles that act as blocks to their moving forward then I present available options that will solve their problems without pressure tactics to just get them to spend money.

**What weaknesses of your company culture and marketing are negatively impacting your client acquisition and retention?:** The weaknesses are not having a specific brand image or marketing plan that really isolates my voice and is built around my ideal customer.

**Years In Business :** 2-5

**Who are your competitors?:** Business consultants and business development agencies

**1st Competitor Website?:**

<http://www.change-leaders.com/Executive-Coach-Canton-Ohio.html>

**2nd Competitor Website?:** <https://legacybizleaders.com/>

**Website in your industry that you like?:** <https://www.everblaze.co/>

**OPTIONAL: Another website in your industry that you like?:**

<https://www.theepiphanyexperience.com/>

**What do you like about these websites?:** I like the colors, the ease of moving around the site, the fact its not overwhelming with use of words and the graphics

**Your Company Marketing Budget for next 12 Months?:** \$1K - \$5K

**What marketing services are you interested in trying?:** Linkedin B2B Lead Generation, Google My Business, Facebook Marketplace, Instagram Ads