





Venezuela redenominated its currency on August 20, 2018, by replacing 100,000 bolivares Fuertes (VEF) with I bolivar Soberano (VES). Local currency data, including the historical data, for Venezuela are expressed in the new currency beginning with the October 2018 VEO database.



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developments at the global level, in major country groups and in many individual countries. The WEO is released in April and September/October each year.

Use this database to find data on national accounts, inflation, unemployment rates, balance of payments, fiscal indicators, trade for countries and country groups (aggregates), and commodity prices whose data are reported by the IMF.

Data are available from 1980 to the present, and projections are given for the next two years. Additionally, medium-term projections are available for selected indicators. For some countries, data are incomplete or unavailable for certain year. Due to the high level of uncertainty in current global economic conditions, the April 2020 WEO database and statistables contain only these indicators: real GDP growth, consumer price index, current account balance, unemployment capita GDP growth, and fiscal balance. Projections for these indicators are provided only through 2021.

The Timorese authorities have revised the compilation methodology of GDP and, under the new classification, or revenue before September 2019, which was previously classified as export in national accounts, is now classified income.

As of February 1, 2020 the United Kingdom is no longer part of the European Union. Data for the United no longer included in the European Union composites.

The COVID-19 pandemic is inflicting high and rising human costs worldwide, and the necessary protect severely impacting economic activity. As a result of the pandemic, the global economy is projected to —3 percent in 2020, much worse than during the 2008–09 financial crisis. In a baseline scenario—with pandemic fades in the second half of 2020 and containment efforts can be gradually unwound—projected to grow by 5.8 percent in 2021 as economic activity normalizes, helped by policy surmore severe outcomes, however, are substantial. Effective policies are essential to forestally outcomes, and the necessary measures to reduce contagion and protect lives are an important human and economic health. Because the economic fallout is acute in specific sectors, policy in the part of the pandemic is acute in specific sectors, policy in the pandemic is acute in specific sectors.

# GOOGLE G4

- Cookieless measurement
- Different forms of measurement
- App integration built in
- Merchant center
- Lots of customization options
- Measure marketing successes/failures (UTMs)
- Auto event tracking
- Custom conversions



# **CUSTOMIZE WHAT** YOU TRACK

#### **CLICKS**

Number of times customers clicked on your ads.

704

**±** 22.0%

# N/A

Previous Period

Previous Year

#### **IMPRESSIONS**

The number of times your ad appeared in front of customers.

11,610

**110.1%** 

★ N/A

Previous Period

Previous Year

#### CLICK-THROUGH-RATE

How often people who see your ad end up clicking it.

6.06%

COST-PER-CONVERSION

Cost of a customer completing a desired goal.

# -41.9%

Previous Period

# N/A

Previous Year

#### COST PER CLICK

The cost you pay for each click on your ads.

\$0.36

# -18.4%

Previous Period

# N/A

Previous Year

#### CONVERSIONS

The number of times customers completed a desired goal.

365.47

£ 67.1%

# N/A

Previous Period

Previous Year

\$0.70

# -40.4%

Previous Period

♠ N/A Previous Year

	Segment Conversion Type Name	All conv. ▼	% ∆
1.	Georgi's Waxing Studio - GA4 (web) Booked_Appointment	299.67	60.5% #
2.	Georgi's Waxing Studio - GA4 (web) Call_from_Site	44.18	194.5% t
3.	Calls from ads	15.62	4.1% t
4.	Georgi's Waxing Studio - GA4 (web) Email_Click	6	100.0% #

User sour	Conversions	Engaged sessions
google	2.1K	2.9K
(direct)	1.4K	1.8K
bing	51	70
yahoo	25	27
l.instagra	23	35
I.faceboo	13	11
yelp.com	12	20
duckduck	8	11
m.facebo	3	5



# SMALL BUSINESS CHALLENGES







### LOCAL SEARCH - THE NUMBERS

70%

OF SEARCH RESULTS SEND
CONSUMERS TO A PHYSICAL
STORE.

78%

OF LOCATION-BASED MOBILE SEARCHES RESULT IN AN OFFLINE PURCHASE. 46%

OF ALL GOOGLE SEARCHES
ARE LOOKING FOR LOCAL
INFORMATION.

86%

OF PEOPLE LOOK UP THE LOCATION OF A BUSINESS ON GOOGLE MAPS.

92%

OF SEARCHERS WILL PICK
BUSINESSES ON THE
FIRST PAGE OF LOCAL
SEARCH RESULTS.

9,000%

"NEAR ME" OR "CLOSE BY"

TYPE SEARCHES GREW BY

MORE THAN 900% OVER

TWO YEARS.

67%

OF SMARTPHONE USERS
WANT ADS THAT ARE
CUSTOMIZED TO THEIR
CITY OR ZIP CODE.



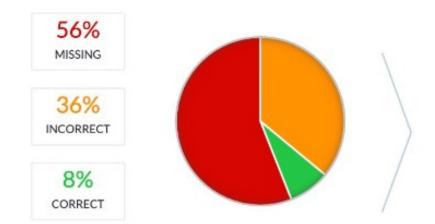
# LOCAL LISTING

- Basic Data (name, address, etc.)
- Rich data (social media, brands, payment options, etc.)
- Photo/Video
- Syndicated on apps and sites for local traffic
- Reviews, posted accurately on all relevant platforms

#### Your Online Presence Score for:

Chook, 1300 Pearl Street, 80210 CHANGE LOCATION

Quality of your location data online, out of 25 directories we searched successfully:



#### Results

Your online business listing visibility

Directory	Business Info	Hours	Photos
Google Search	Chook 1300 Pearl Street, Denver (303) 282-8399 http://www.chookchicken.com/	~	~
Google Maps	Chook 1300 Pearl Street, Denver (303) 282-8399 http://www.chookchicken.com/	~	~
<b>f</b> Facebook	Chook Chicken 1300 S Pearl St, Denver Not applicable Website missing	×	×
Bing	Listing not found		
•	Listing not found		

# LISTING SYNDICATED

10%-20%

INCREASE IN LOCAL TRAFFIC













# LOCAL SEARCH **GROWTH**

CASTALIA

MODERN NATURAL BABY

CHARTREUSE

#### TOTAL SEARCHES

The total number of direct, discovery, and branded searches.

49,842

**15.9%** 

Previous Period

#### INDIRECT SEARCHES

Searched for a product/ service and your listing appeared.

34,408

**1** 14.9%

Previous Period

#### DIRECT SEARCHES

Directly searched for your business name or address.

15,212

£ 17.4%

Previous Period

#### DIRECTION REQUESTS

A customer found your business via Google Search.

324

Previous Period

**1** 17.4%

#### CALLS

A customer calls your business from your GMB listing.

47

# -17.5%

Previous Period

#### TOTAL SEARCHES

The total number of direct, discovery, and branded searches.

33,835

-12.1% Since Last Month.

#### INDIRECT SEARCHES

Searched for a product/ service and your listing appeared.

29,786

# -15.1% Since Last Month.

#### DIRECT SEARCHES

Directly searched for your business name or address.

3,833

\$ 20.0% Since Last Month.

#### **DIRECTION REQUESTS**

A customer found your business via Google Search.

\$ 15.1% Since Last Month ..

#### CALLS

A customer calls your business from your GMB listing.

248

\$ 37.0% Since Last Month ...

#### **TOTAL SEARCHES**

The total number of direct, discovery, and branded searches.

215,555

**17.3%** 

Previous Period

#### INDIRECT SEARCHES

Searched for a product/ service and your listing appeared.

180,236

**1** 17.1%

Previous Period

#### **DIRECT SEARCHES**

Directly searched for your business name or address.

34,168

**1** 18.8%

Previous Period

#### **DIRECTION REQUESTS**

A customer found your business via Google Search.

1,082

**1** 21.3%

Previous Period

#### CALLS

A customer calls your business from your GMB listing.

390

**1** 16.8%

Previous Period

# ENGAGE AD + ANALYTICS PROGRAM

### **CUSTOMIZED ADS**



Above all else, we cherish delicious food, exemplary service, and great...

Ad Anita's Kitchen

Visit Site



#### Visit Us In Ferndale Today



Experience The Wonderful Tastes
Of Mediterranean Cuisine At Anita's
Kitchen





Example of your image ad at 728×90



AK

Visit Us In Ferndale Today Experience The Wonderful Tastes Of Mediterranean Cuisine At Anita's Kitchen



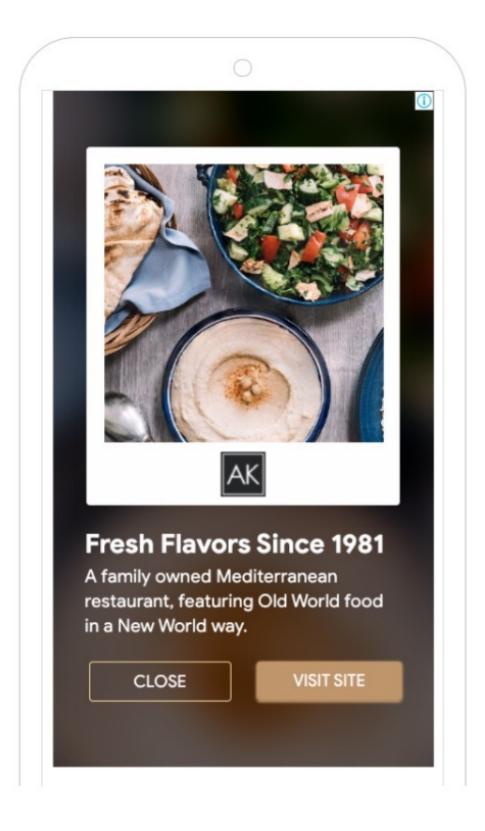
Example of your image ad at 160×600

#### Visit Us In Ferndale Today



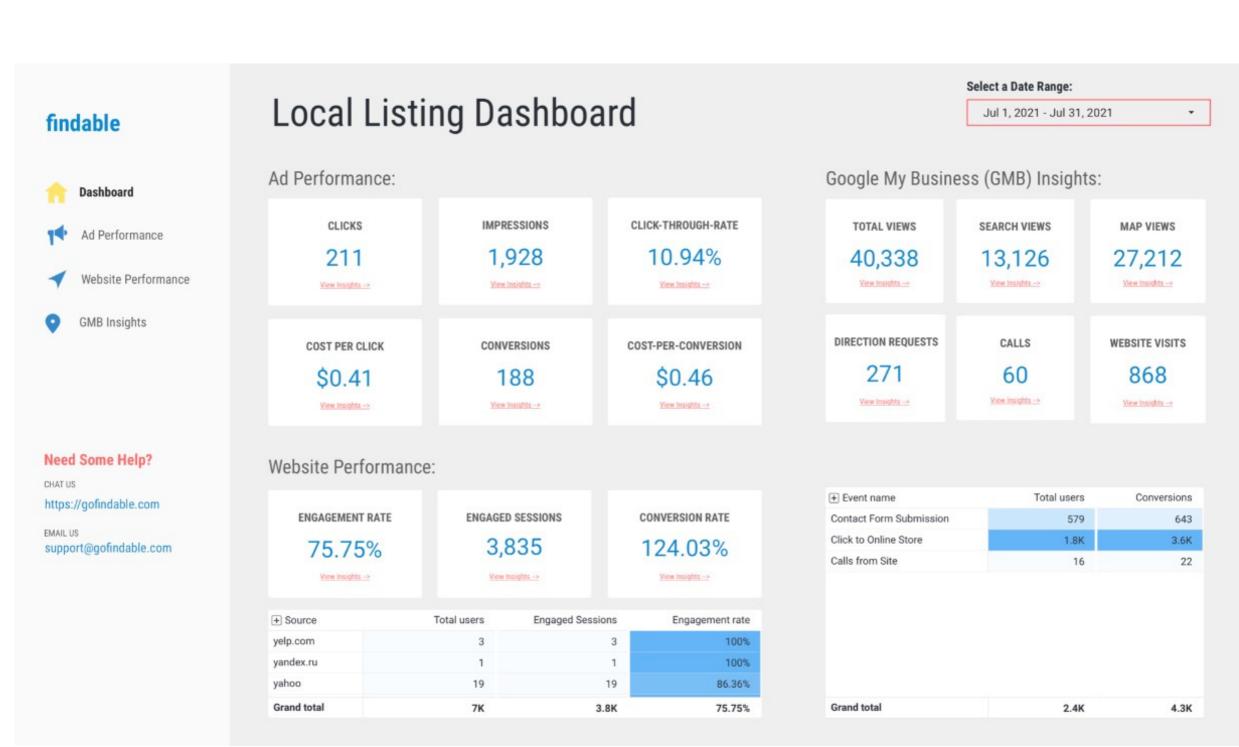
Experience The
Wonderful Tastes
Of Mediterranean
Cuisine At Anita's
Kitchen



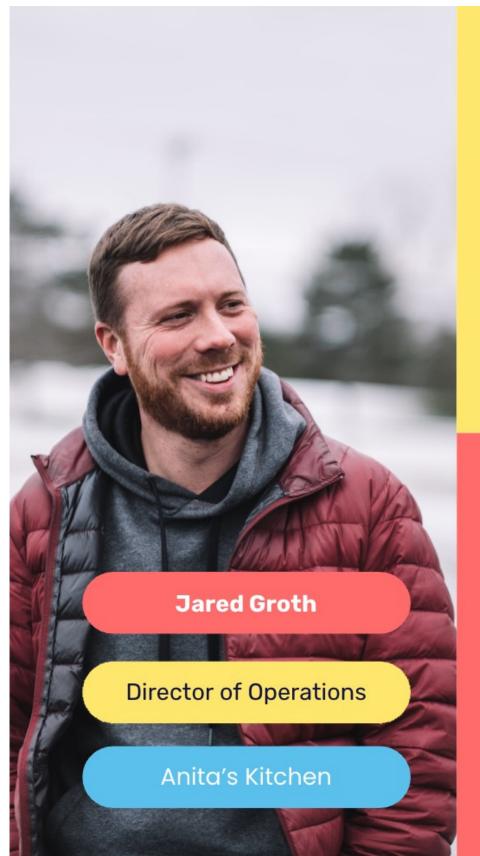


### FINDABLE DASHBOARD

- Overview of Online
   Presence
- Performance Insights
- Ad Efficiency
- Customer Insights
- Demographic Details
- Engagement Metrics



### **CUSTOMIZED ADS**



"The assistance of this program has enabled us to make the leap!"

What do you like most about findable?

SALES!!! SALES!!! SALES!!!

**Would you recommend** us to a friend?

**ABSOLUTELY!** 

#### What results do you get from findable?

"Increased sales, web traffic, and measurable/ noticeable conversions such as calls to the restaurant on behalf of guests discovering us through Google My Business and our digital ads. "

How are your results so far?

\$50K 3 \$200

take out orders

in months

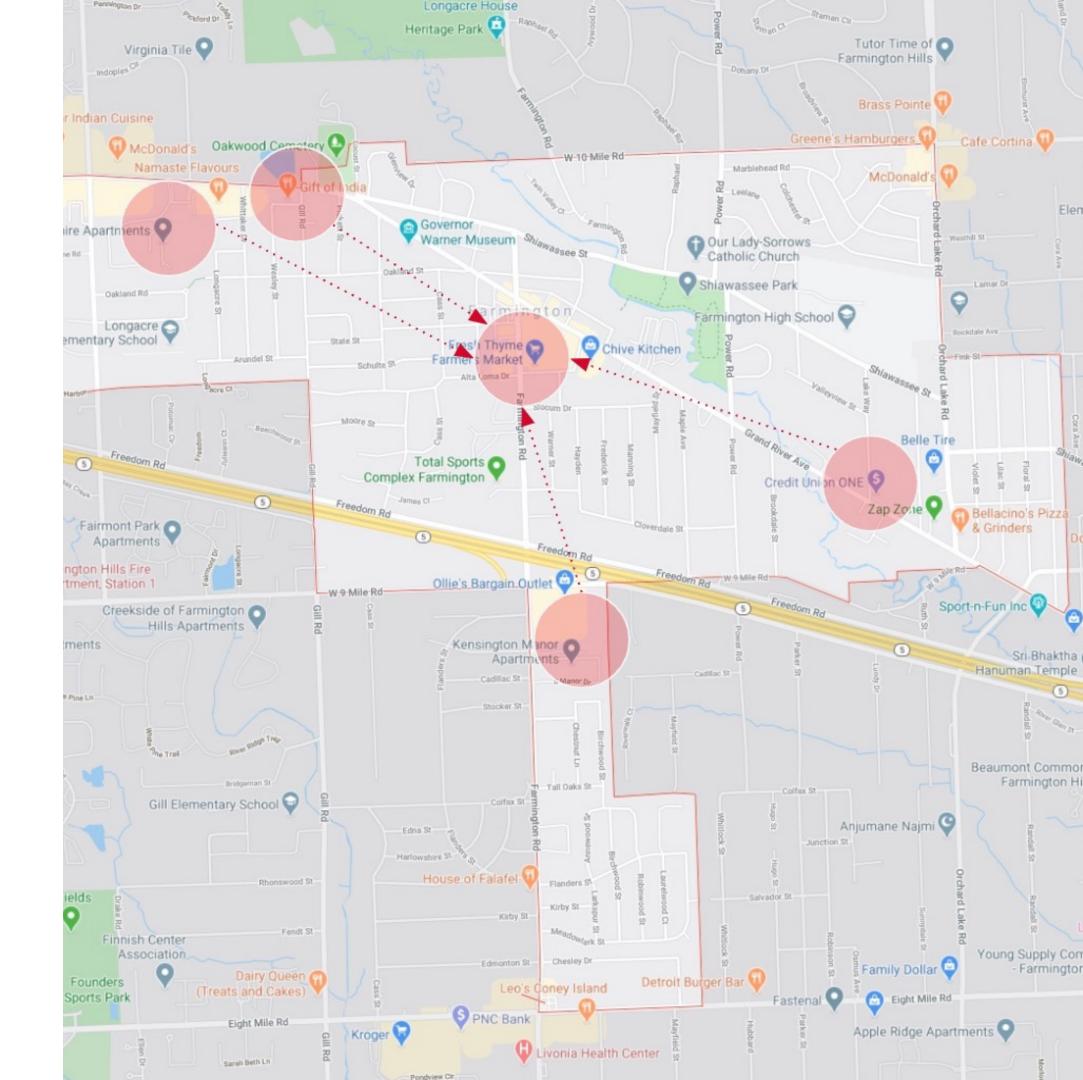
mo ad spend

#### What do you think of findable overall?

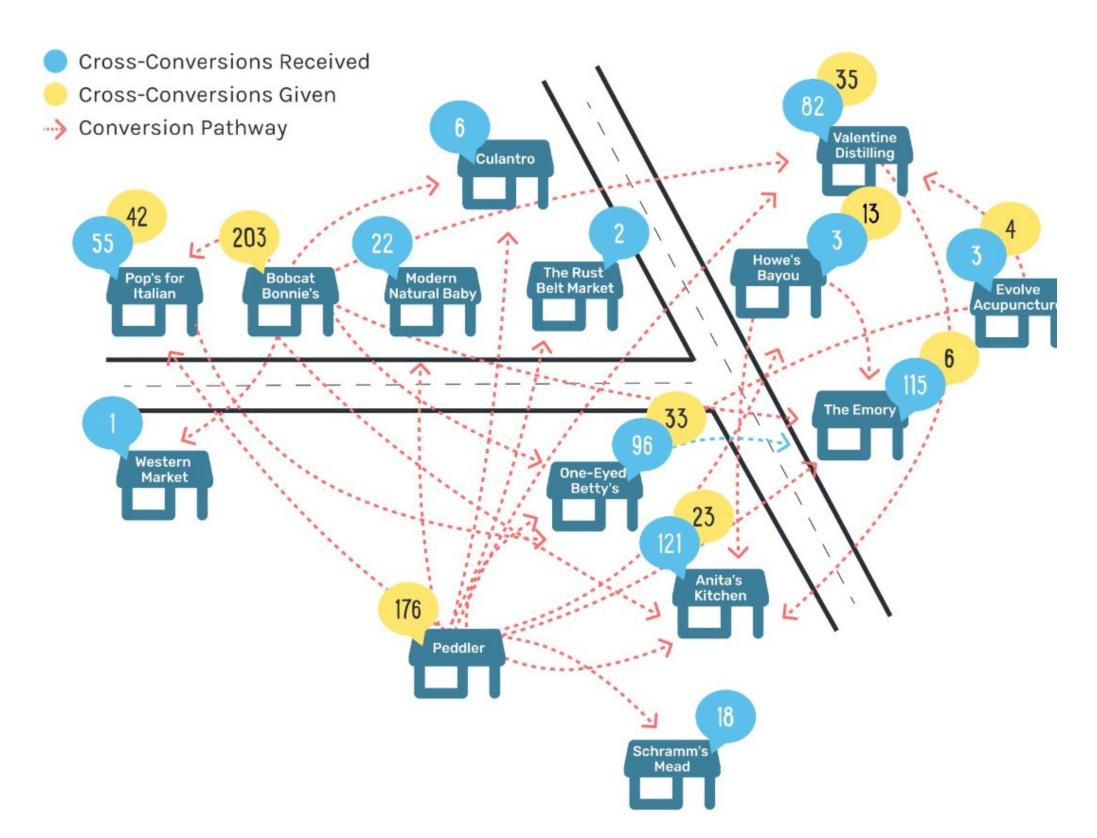
"Anita's Kitchen has been very pleased with the results. Despite January and February typically being our slowest months - and in lieu of the challenges and limitations Covid-19 has presented - we have thrived in a carryout capacity and we attribute this to our marketing efforts. By emphasizing GMB and digital ads, we have noticed an influx of phone calls generated from the campaign, and our website traffic has undoubtedly increased. We feel very fortunate to be thriving in this current climate. In fact, by January, we decided to double our advertising spend through the program, as we felt we still had room to grow/ maximize our ROI."

# LOVES MAIN STREET

- Shared consumer demographics
- Lookalike audience lists
- Multiple interest segments
- Development playbook
- Business openings
- Ad/promotion channels
- Cross business conversions



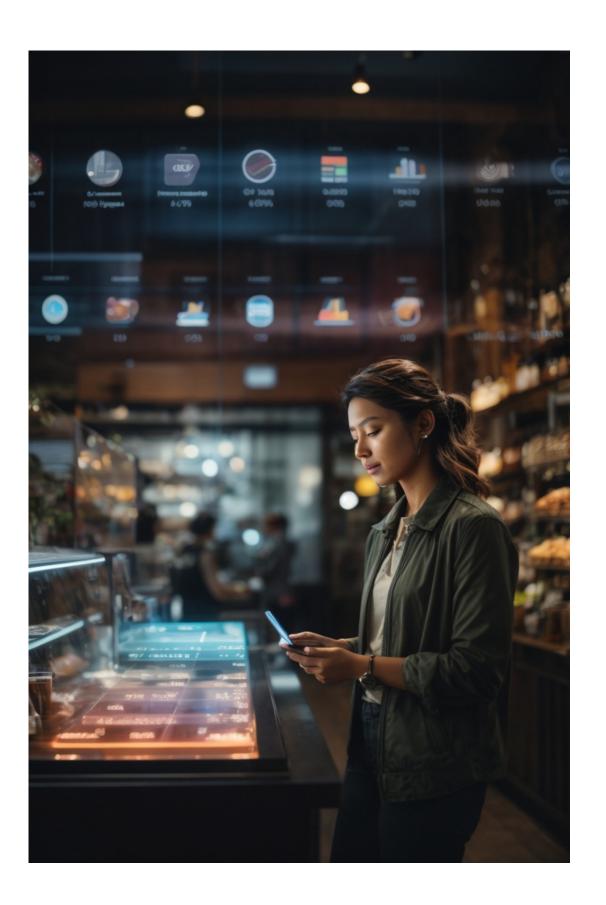
# FERNDALE - CROSS CONVERSIONS



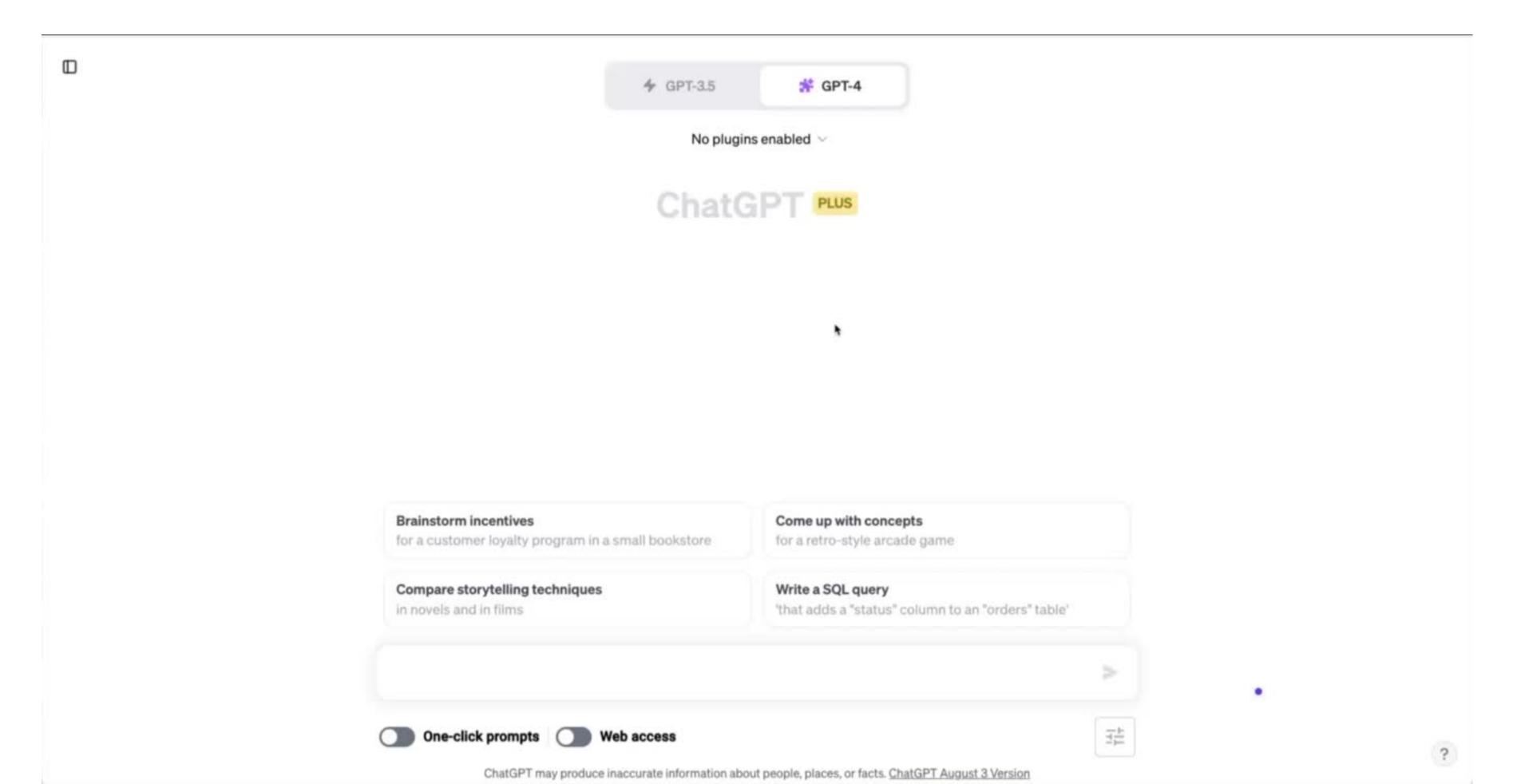


# AI FOR SMALL BUSINESSES

- Choosing a name for a business or product
- Creating a logo
- Setting up a website
- Google Business Profile optimization
- Content creation



# **BUSINESS NAME**

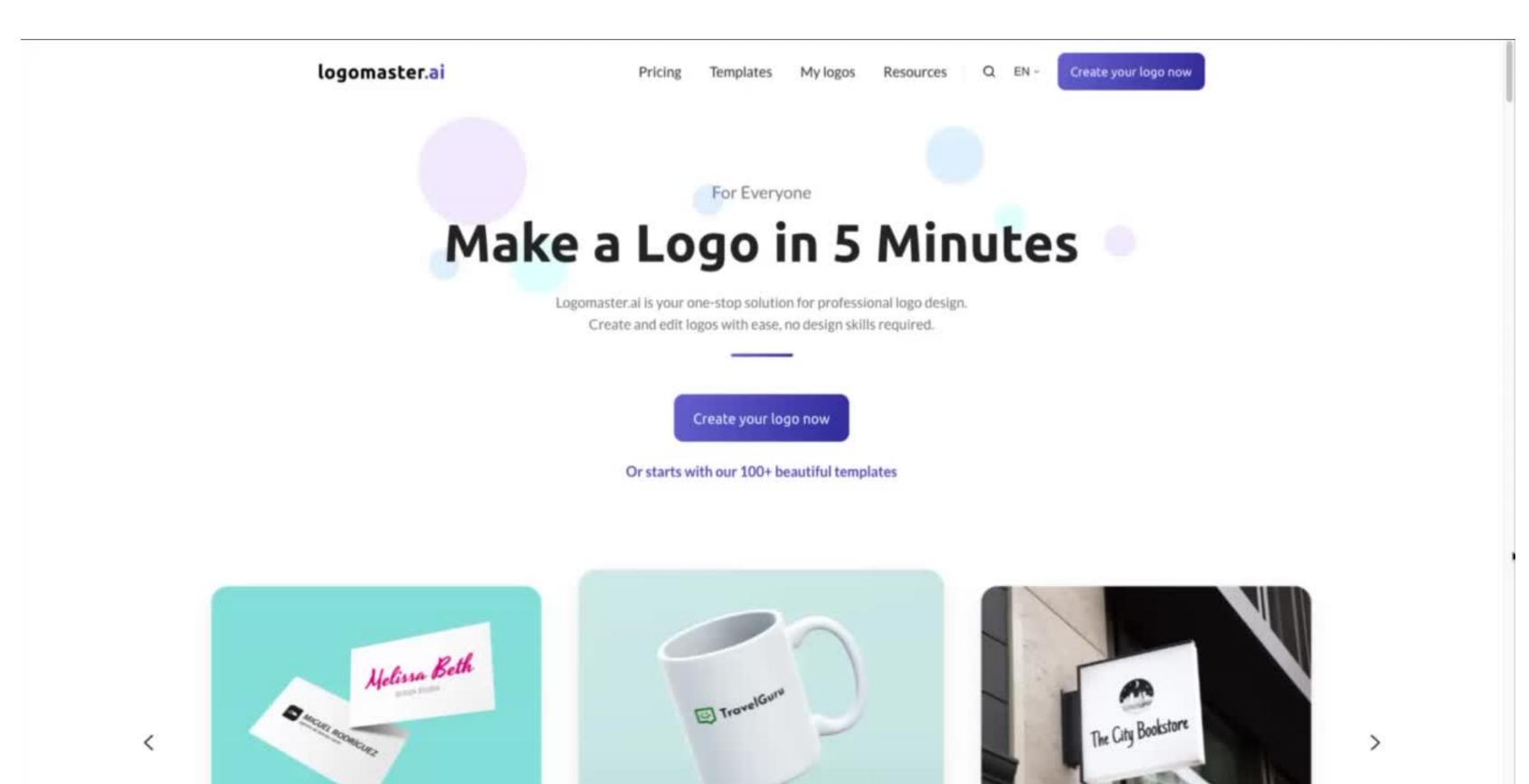


# LOGO BRAND AI

- Looka
- Logomaster.ai
- LogoAi



### CREATING A LOGO

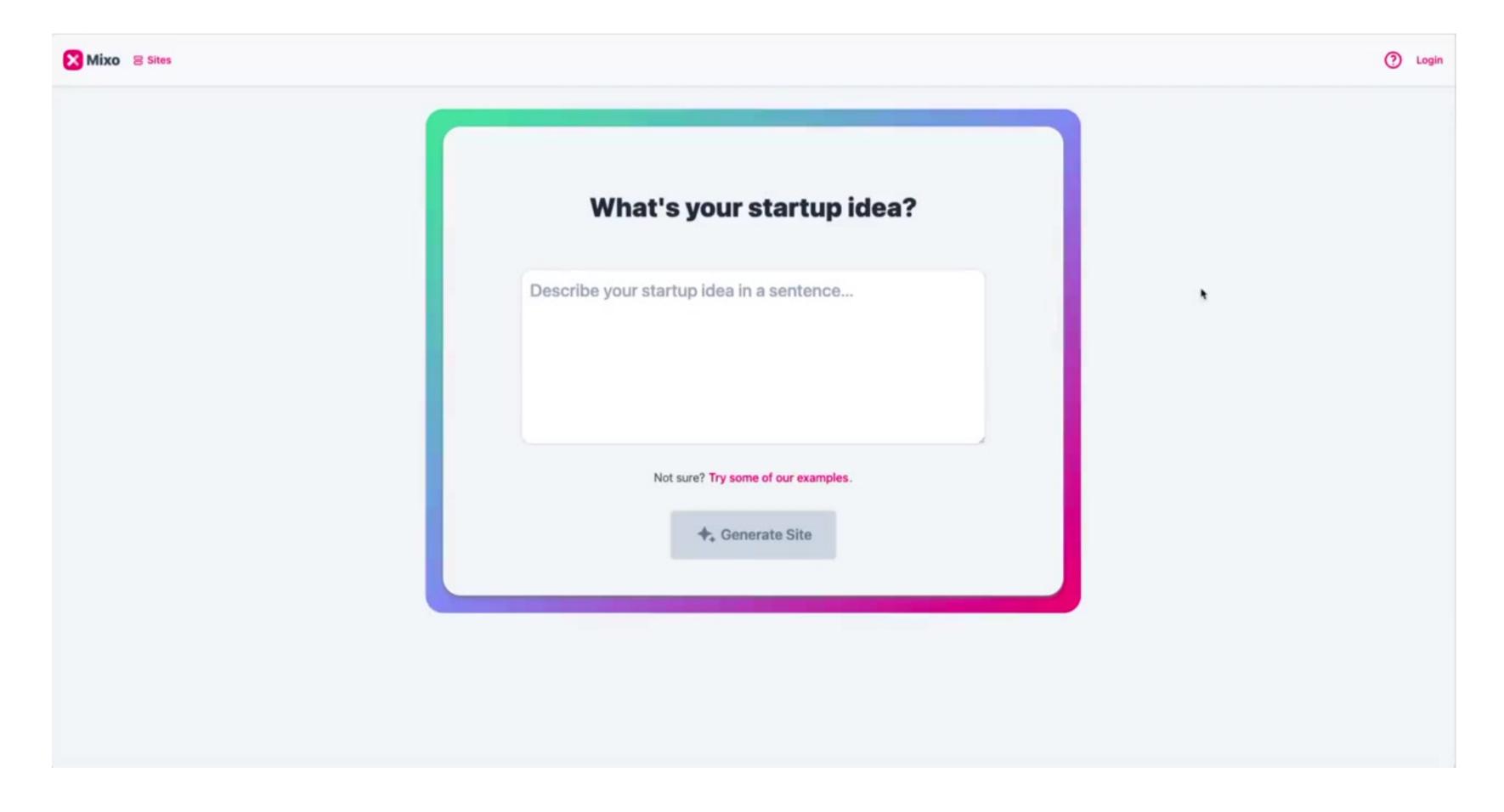


# WEBSITE BUILDER AI

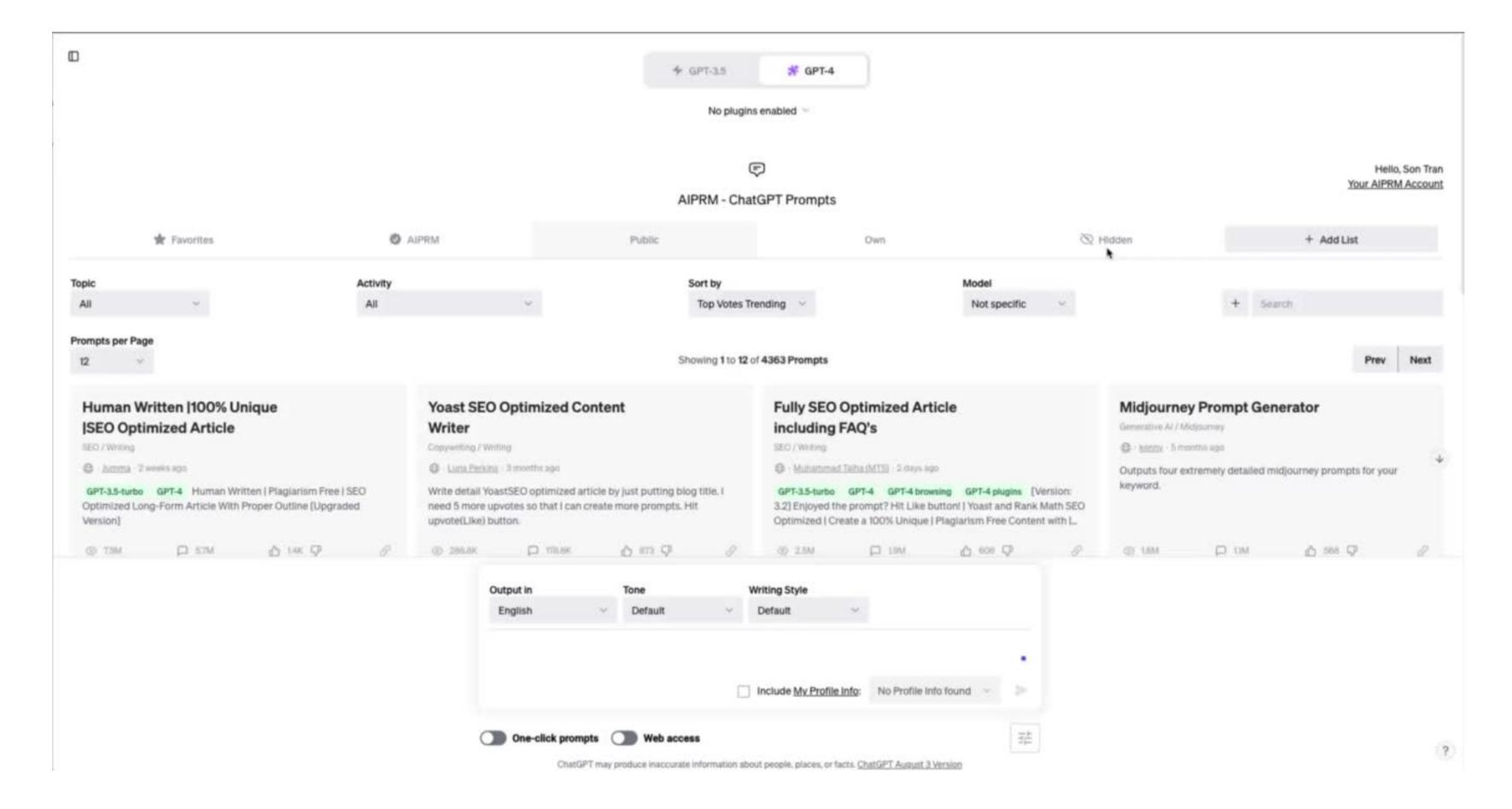
- Mixo.ai
- Wix.com
- 10web.io
- Hocoos.com
- Relume.io



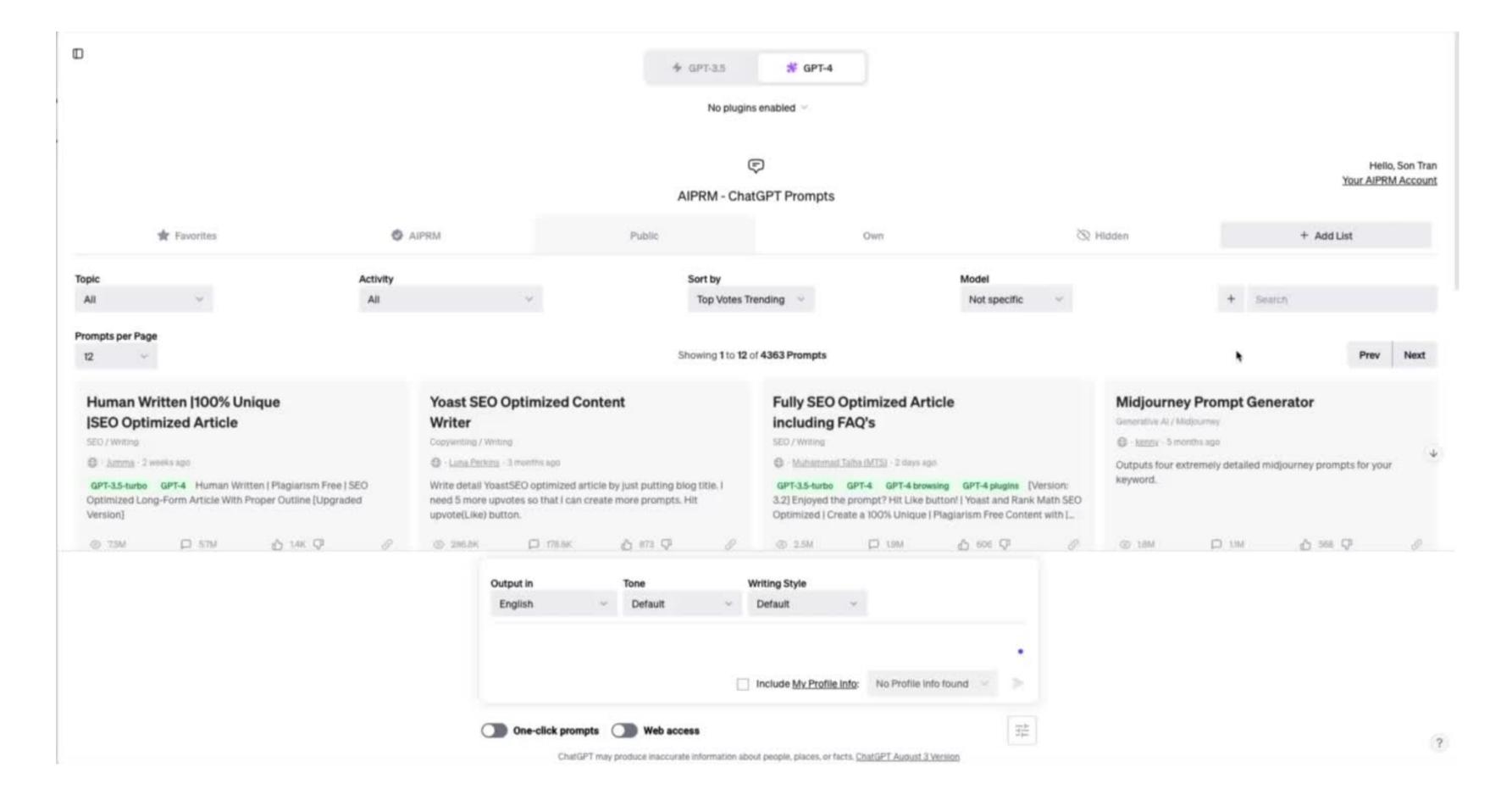
# SETTING UP A WEBSITE



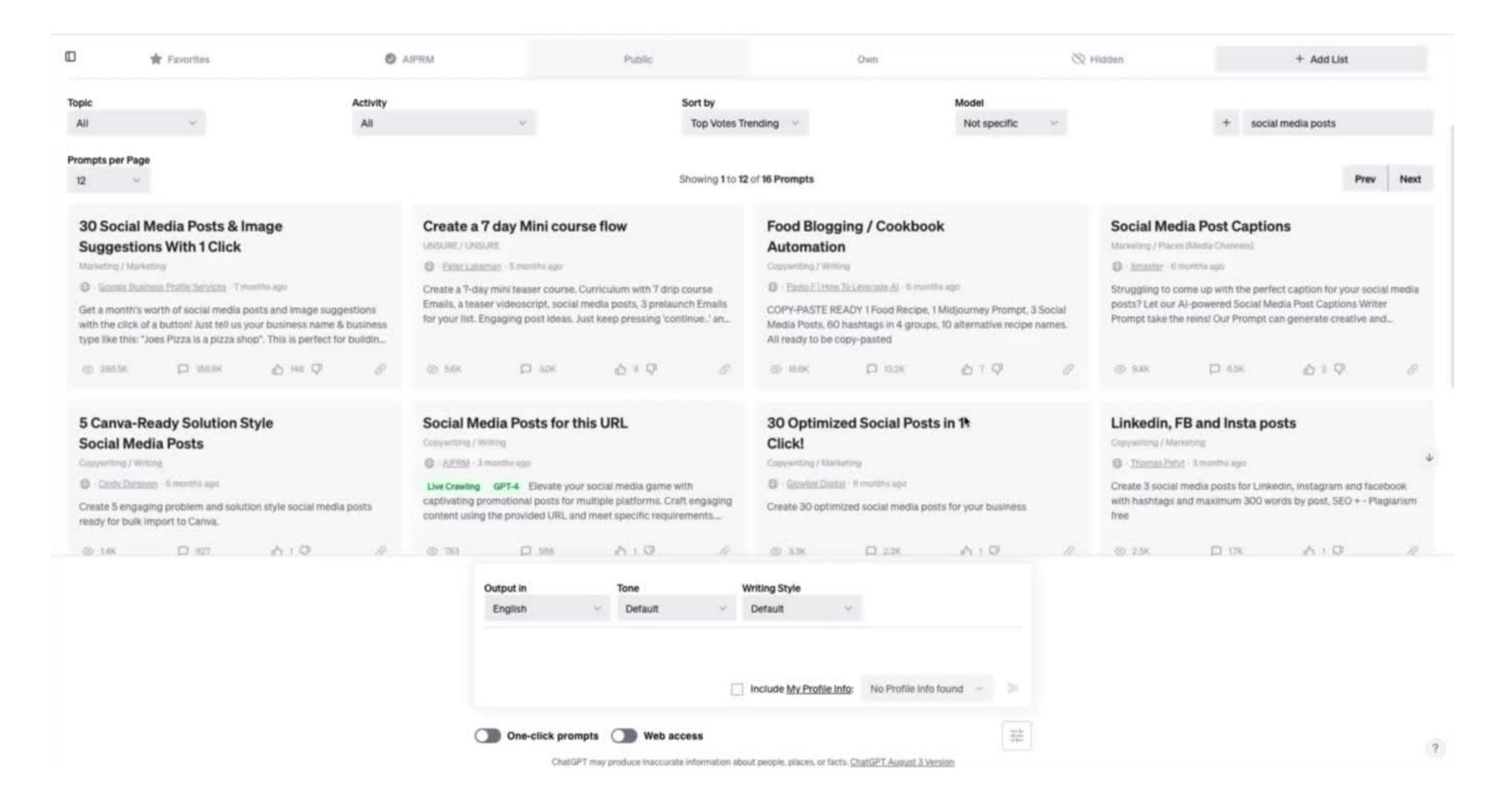
## **GBP OPTIMIZATION**



# **GBP POSTS**

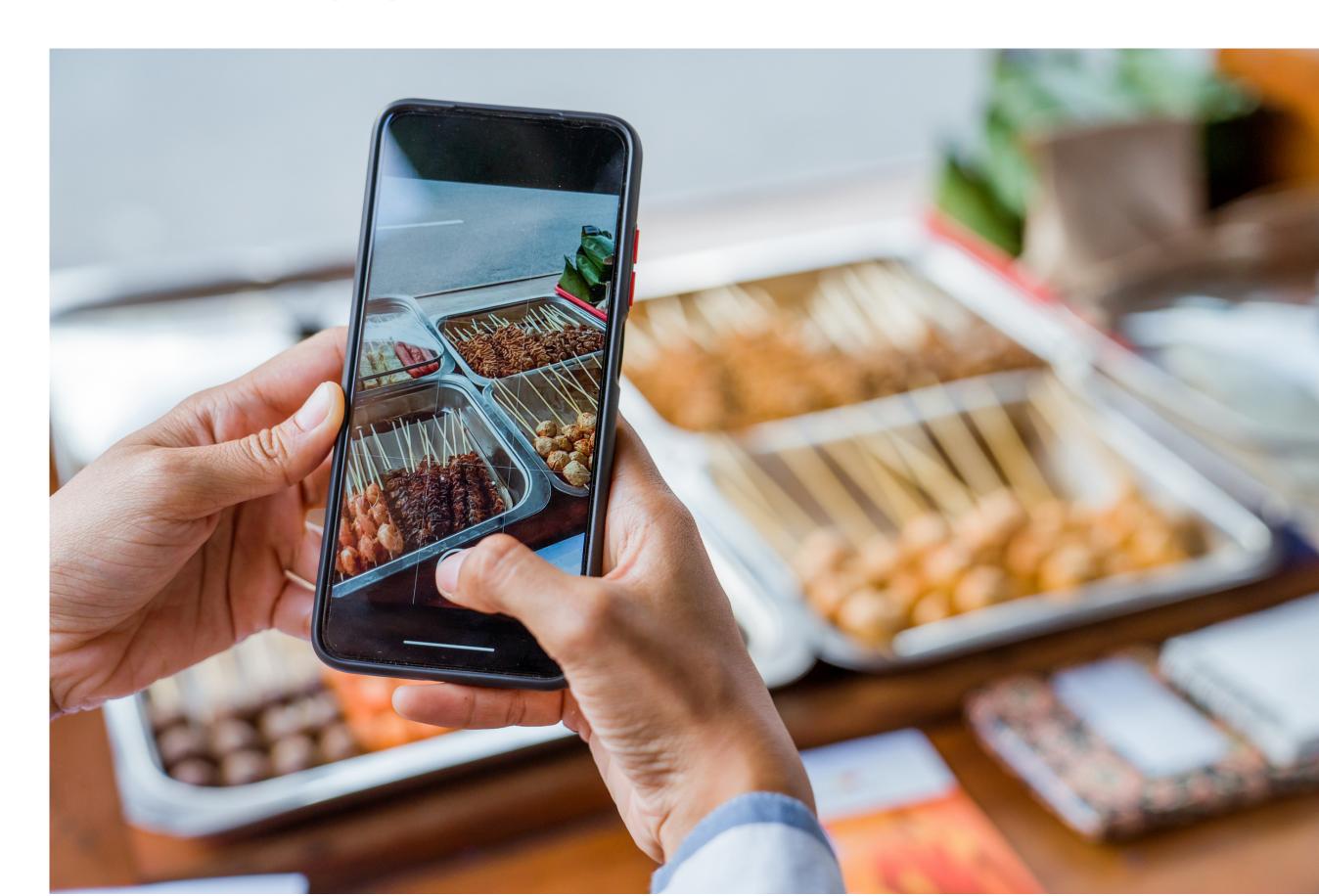


# SOCIAL MEDIA POSTS

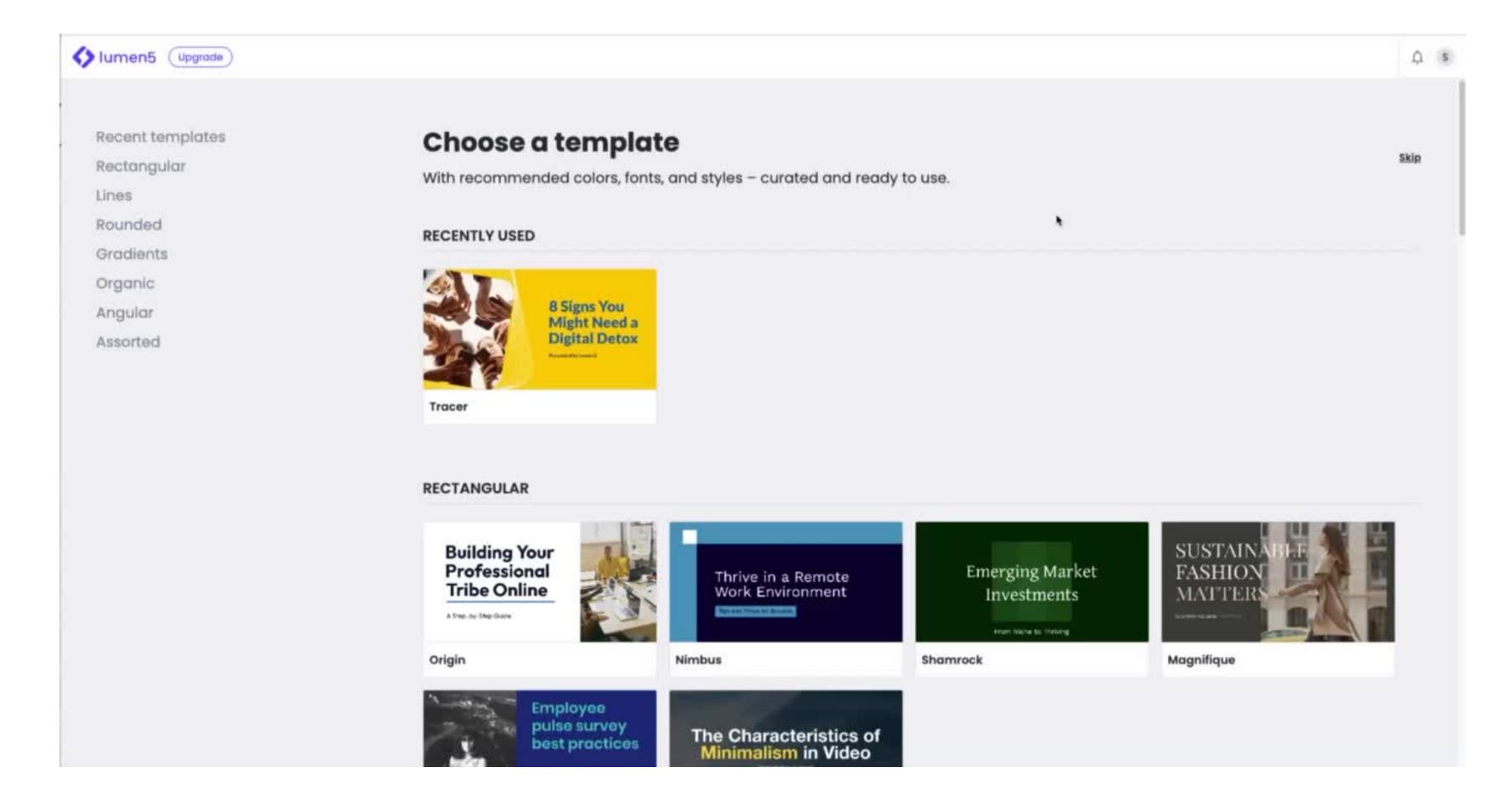


# PHOTOS AND VIDEOS

- Pictory
- MidJourney
- InVideo
- Lumen5



## **CONTENT CREATION**



# **CONTENT CREATION**



### MORE AI OPTIONS

- Customer Support
- Personalized Marketing
- Hiring and Recruitment
- Employee Training
- Product Recommendations
- Business Analytics
- Voice Search Optimization
- Email Campaign Optimization
- Language Translation
- Virtual Try-Ons

Q&A

**GET 20%** 

COUPON CODE: JOHNANDGEORGEROCK

