

THE DIGITAL ERA AFTER COVID

A new business model on the rise

 GrowthRocks





Theodore Moulos

Entrepreneur / Advisor / Growth Hacker / Investor
t.moulos@gmail.com

Entrepreneur

Co-Founder & CEO, [Growthrocks.com](https://www.growthrocks.com)

Co-founder [growth.university](https://www.growthuniversity.com)

Co-founder [growthhackingacademy.gr](https://www.growthhackingacademy.gr)

Co-founder [contentmarketingacademy.gr](https://www.contentmarketingacademy.gr)

Co-Founder of [viral-loops.com](https://www.viral-loops.com)

Co-Founder of [vitrinabox.com](https://www.vitrinabox.com)

Co-Founder [search-in-a-box.com](https://www.search-in-a-box.com)

Advisor/Speaker

Advisor and board member in numerous companies

Speaker in [growthMarketingConference.com](https://www.growthmarketingconference.com)

Guest Lecturer in NYU Stern School of Business

Guest Lecturer in Alba Business School

Lecturer in growthAcademy

Lecturer in growthX Academy (SF)

I have studied Psychology, Accounting, Computer Science and Management. As an ex accountant and ex CTO I'm good with numbers and technical issues.

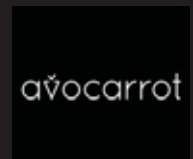
In total, I have have a 20+ year experience in running successful and profitable software products. For the last three years, I'm the Group CEO of GrowthRocks (Ranked #1 for Growth Hacking worldwide). My career includes managerial roles for companies around the globe and I have significant skills in intrapreneurship and entrepreneurship.

In my free time I assist Startups to achieve growth and product-market-fit.





39+ Customers (concurrent)
 Finland, UK, US, Singapore, France, Netherlands, Malta



36

Months
on Growth

47

GrowthRocks
team

16

Serving
Countries

An aerial, grayscale photograph of a dense city skyline, likely New York City, featuring numerous skyscrapers. The Empire State Building is prominent in the center. A faint, light-colored line graph with circular nodes is overlaid on the left side of the image, extending from the top left towards the bottom center. The text is centered horizontally and partially overlaps the graph and the city buildings.

Today, we will learn why some companies
succeed and some companies **fail**

We educate the world



Pepsico



We educate the world



Marketing Agency @ Rome (Viterbo)



We educate the world



Airport AIA



We educate the world



MasterClass In Turin



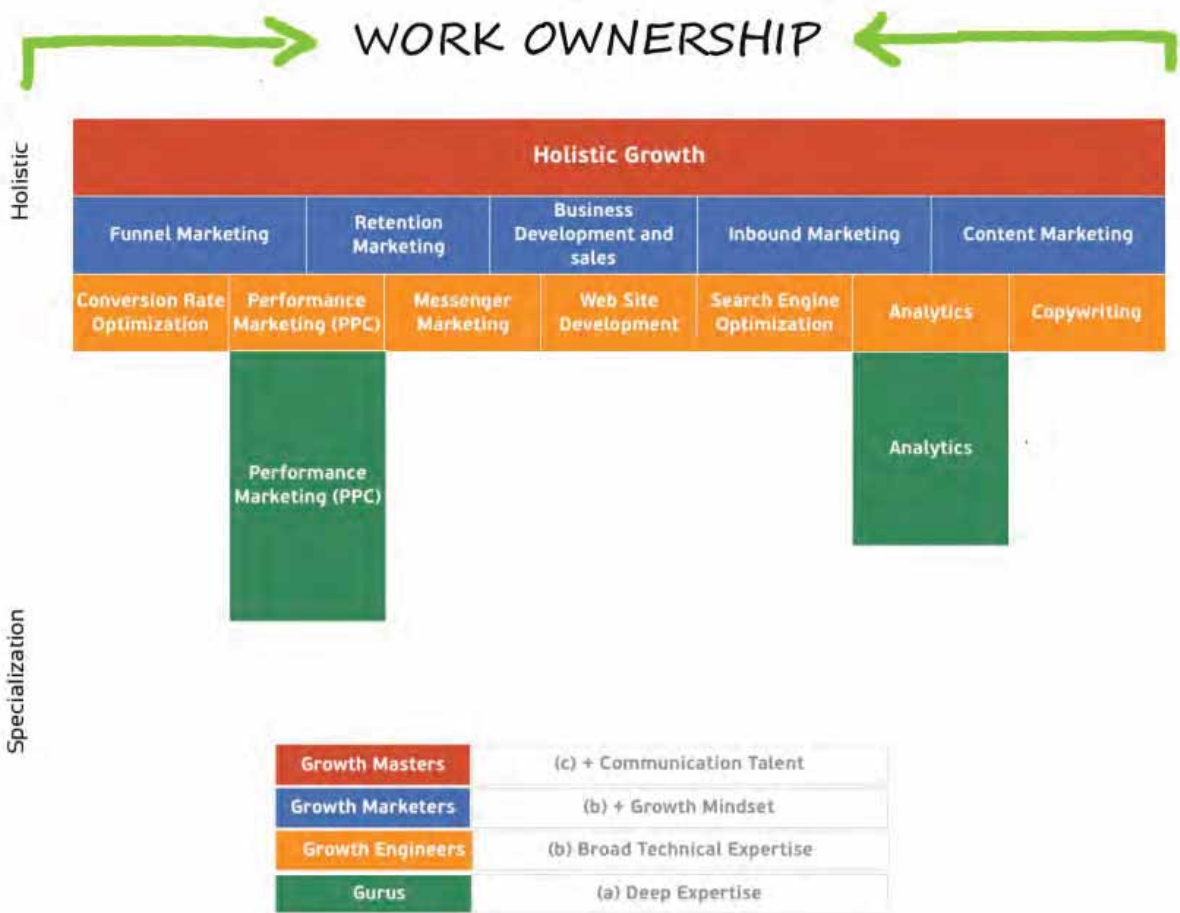
We educate the world



Lottery Provider @ Morocco

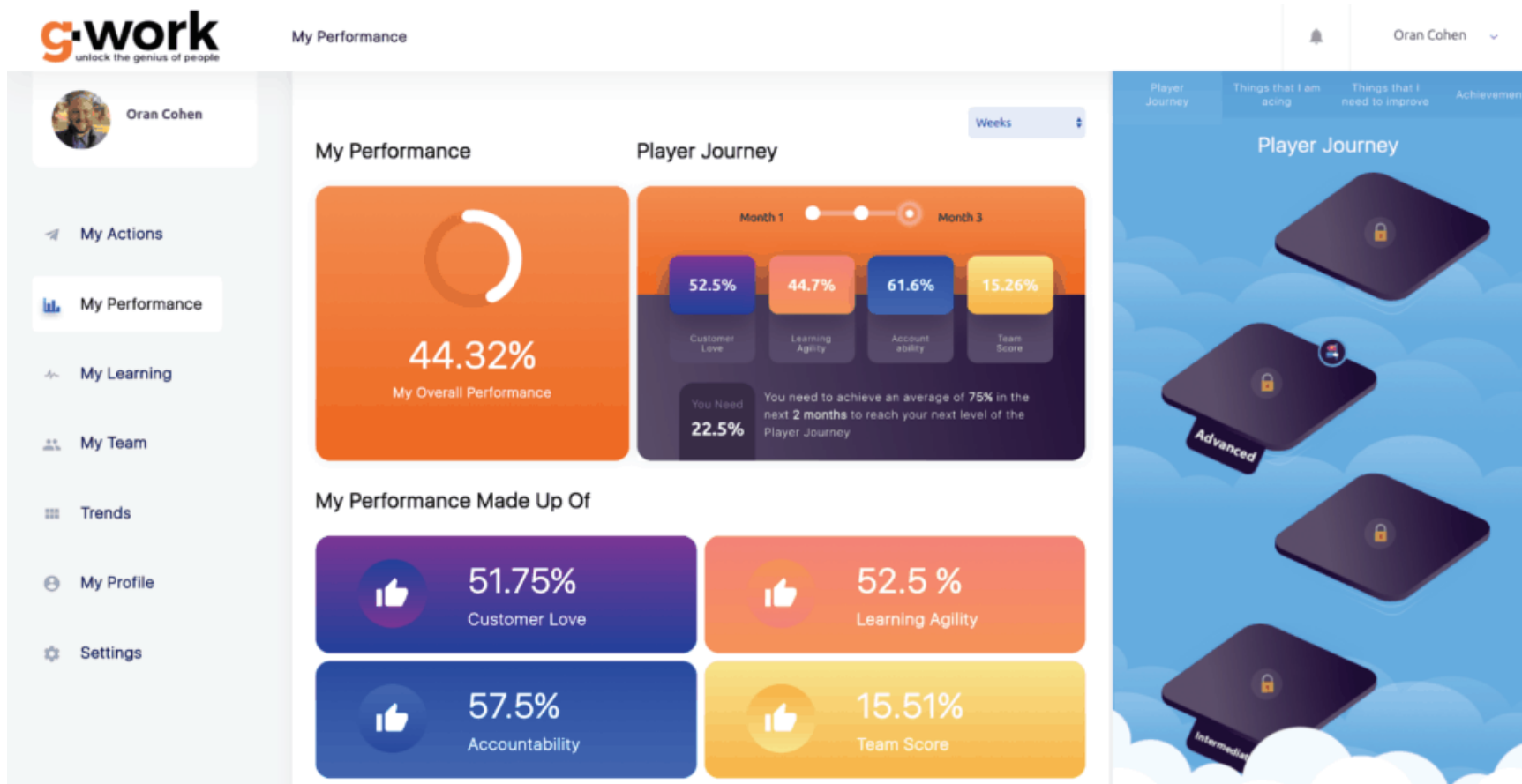
Remote Working Challenges





Performance.

Productivity boost (gwork.io)



ToolFree Forwarding.

TOLLFREE FORWARDING.COM

CALL 1-888-452-1505 [Click to Call Us](#) [Outside USA?](#) [LOG IN](#)

VIRTUAL NUMBER INVENTORY ▾ SERVICES ▾ LEARN MORE ▾ VIDEOS ▾ PRICING ▾ ABOUT ▾ CONTACT

Get A Smart International Phone Number

USA ▾

USA/Canada Toll Free (888, 877, 866, 855, 844) ▾

1 (855) 790-0784 ▾

FREE TRIAL

[About USA/Canada Toll Free](#) [Skip Trial - Buy Now](#)

- ✓ Get A Smart International Phone Number
- ✓ Toll Free & Local Numbers in 120+ Countries
- ✓ Activate Now! - Start Receiving Calls in 3 Minutes
- ✓ Answer Calls Anywhere
- ✓ No Set-up fees
- ✓ Cancel Anytime

Excellent 3 days ago
Based on **811 reviews**

Best service 3 days ago
Best service, honest peoples & polite staff...
OMAR ANSARI

Great support 3 days ago
The floathosting staff have been very helpful, and very quick, when I've needed...
Cindy Thompson

Great Service! 3 days ago
Works Well - Helpful staff - Good functional flexibility
Peter Kingston

Some time voice is not clear. 3 days ago
Some time voice is not clear.
Vinay S



Standup Meetings (via slack).



The three daily questions:

*What you did yesterday

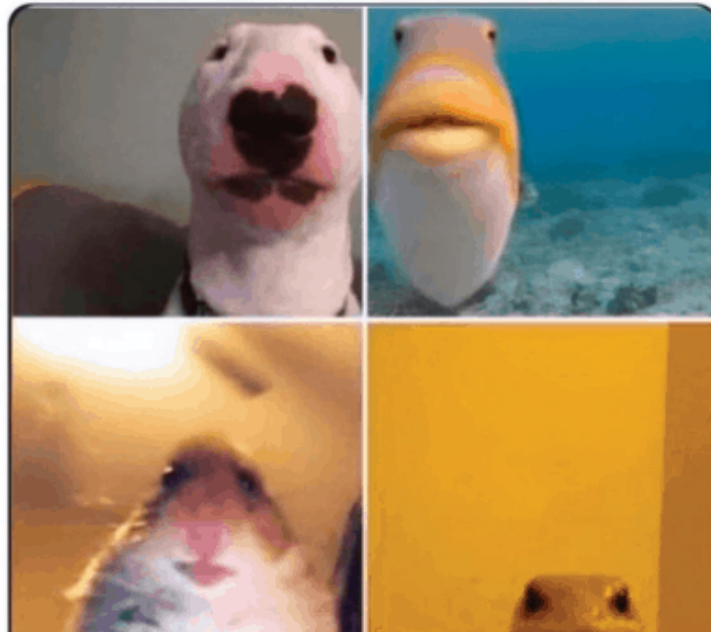
*What you will do today

*What is stopping you from today's tasks



Remote Meetings.

me and my coworkers logging into all of our meetings remotely for the next couple of weeks



Tasks.



Time Control.

The screenshot shows a time zone comparison interface. At the top, there is a search bar with the text "+ Place or timezone", a calendar icon, and the date "30 May 1" with days 2, 3, 4, 5, 6. To the right are "Settings" and "LINK TO THIS VIEW" buttons. Below the search bar, four time zones are listed with their respective times for "Fri, May 1":

- EDT / EST** (Eastern Daylight Time (US)): 8:31a
- Athens** (EEST, Greece): 3:31p
- London** (BST, United Kingdom, England): 1:31p
- Riyadh** (GMT+3, Saudi Arabia): 3:31p

Each time zone entry includes a horizontal timeline of days from May 1st to May 11th. A vertical dashed line is positioned at the 8:31a mark for EDT/EST, which aligns with the 3:31p mark for Athens, the 1:31p mark for London, and the 3:31p mark for Riyadh. The days are color-coded: blue for the current day (May 1st) and light blue for subsequent days.



Growth Clapping.

Clap your favorite Growth-FUCKEN-rocker

Week: 2019-11-18 23:59:59 - 2019-11-25 00:00:00

Name	Votes	You gave
Theodoros Moulos	74	AK VS TC AA AK AH PH SP
Adrian Vlastu	14	TH
Alex Karampelas	54	K VS AV AB PH VS
Alexandros Vlachopoulos	42	AA PH VS AA SP TH
Andreas Karavafas	60	VS AA AK AH PH TH
Anna Miraghi	79	AK K VS AV AA PH PH SP TH
anna anastasiopoulou	114	AA TH AV AA AK PH K AV TH
Antonia Deligiorgi		
Apostolis Mengoulis	428	TC AA AA AV VS AK SP
Apostolis Vassilogiannakopoulos	88	AK K VS AA AA AH PH SP TH
Apostolos Boulet	240	AA AK TH PH TC AV PH AH AA VS
Ioannis Kiskipelis	30	K TC AA AV AA PH VS
Ioannis Mourgis	10	AA AK PH SP
John Foundis	8	PH PH
Konstantinos Kalyvas	74	TC AA AA PH VS VS AV
Nicolas Kouiniotis	72	AK TC AA PH AA PH AV AV
Nikolaos Anagnostopoulos	39	AA AA PH VS TH
Nikolas Lekkas	10	AK PH
rontas karavias		

Leaderboard

TOP 5 Growthrockers

Apostolis Vassilogiannakopoulos	240
Ioannis Kiskipelis	122
Vassilis Stathopoulos	114
anna anastasiopoulou	88
Apostolos Boulet	

TOP 5 Clappers

Thanasis Chrisovergis	304
Viviane Bourmi	179
Nicolas Kouiniotis	137
Alex Karampelas	117
Ioannis Kiskipelis	113

Gave 0 Votes this week

Vicky Dalas , Antonia Deligiorgi , Konstantinos Kalyvas , Sochi Kontogianni , Apostolis Mengoulis , Savvas Zirikis , Yiannis Koutzoupekis , rontas karavias , Nicolas Lekkas , John Foundis , Adrian Vlastu , Steliana Silva ,

GrowthClaps.com



Remote Working

Opportunities



Webinars, trainers, educators

Training





Your Info Product



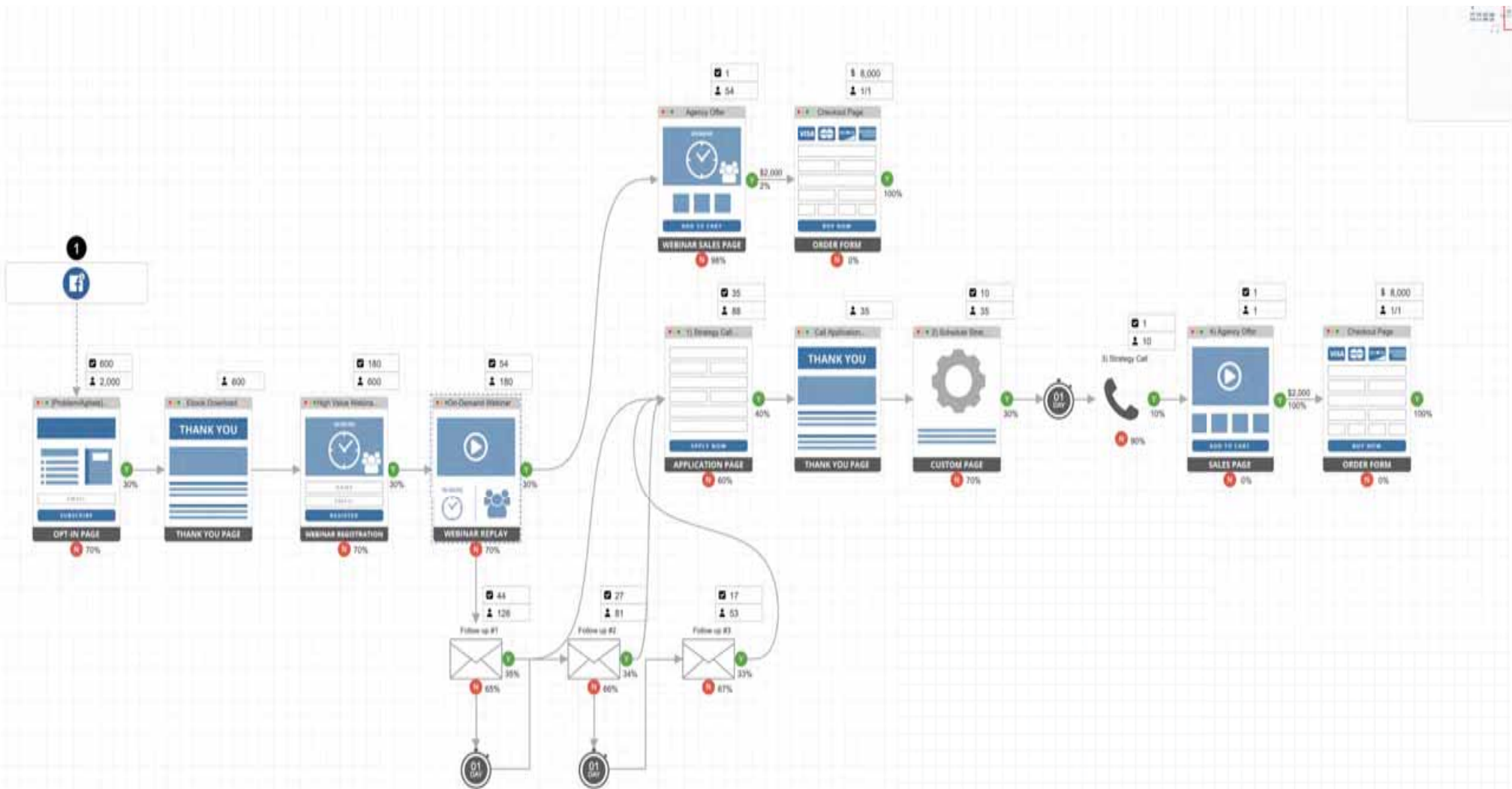
Free e-book



Free Price teaser



Low Ticket teasers



Imagine Follow-up via chatbot + Personalised Ads

<https://app.geru.com>



Blockchain 2.0: Welcome To The Future

...An Inside Look At A NEW, Lucrative Career Path For Developers and Programmers

Details [HERE](#)



Have Questions? Let's Talk.

Feel free to contact an Advisor directly at the phone number below:
(888) 689-8285

<https://kingslanduniversity.com/thank-you-devs>



Welcome inside Kingsland University, the only accredited School of Blockchain in the world...

We've received your request for more information and we are excited you're here! What we are about to share with you could **revolutionize** your career as a Developer and catapult you into a whole new income class in just the next few short years. Blockchain development is now among the most sought-after skills in hiring suites globally. You could be next!

We invite you to book a complimentary **Discovery Session** with a Kingsland University Enrollment Advisors right below to learn more and to get your questions answered. Space is limited. We look forward to meeting you...

"Blockchain could slash the cost of transactions and reshape the entire economy."

– Harvard Business Review

[Schedule My Discovery Session](#)

NOTE: Scheduling a Discovery Session by phone with a Kingsland University Advisor is free and doesn't oblige you in any way to enroll. It's simply to give you an idea as to whether you're ready and eligible to upskill your coding arsenal for Blockchain, and to dramatically increase your demand (and salary).

SPECIAL WEBCAST FOR DEVELOPERS

BLOCKCHAIN 2.0:

Welcome To The Future

An Inside Look At A **NEW** Lucrative Career Path
For Software Developers & Programmers...

RESERVE MY SPOT

(Even if you cannot make the live webcast, be sure to register anyway so that you receive the replay. The replay will be emailed only to those registered.)



*"Blockchain could slash the cost of transactions
and reshape the economy."*



<https://www.toppaiddeveloper.com/free-report>



Just imagine to do all these ...



**...for the
wrong
product**

A photograph of a person standing on a sandy beach, looking out at a massive, dark blue wave. The wave is towering and appears to be breaking, with white foam visible at the top. The person is standing with their arms raised, looking up at the wave. The sky is overcast and grey. The overall scene is dramatic and somewhat ominous.

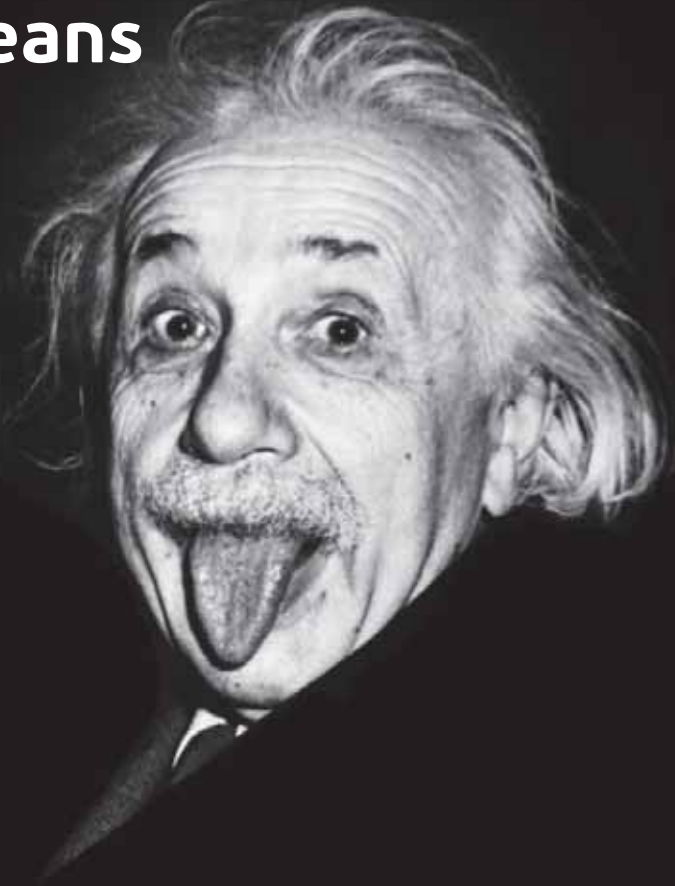
Do I see a tsunami ?

A wide-angle photograph of a beach scene. In the foreground, a person stands on the sand with their arms raised, looking towards the ocean. The ocean is filled with a massive, towering wave that is curling over, creating a thick layer of white foam at the top. The water is a deep, dark blue-green color. The sky is bright and clear. The overall mood is one of awe and natural power.

Let's see what that means

12' video result means

1. 60' scripting and testing scripting for time
2. 30' shooting
3. 180' post production (aligning slides with video, adding animations, cutting scenes)
4. 60' creating supportive material
5. 30' intro-outro
6. 30' exporting, converting, rendering, uploading
7. 30' video visuals, graphs, animations, titles



7 hours for 12' video

Have Discipline

Repeating that in intervals i.e. on a weekly basis



Navy Seal Admiral Shares Reasons to Make Bed Everyday



Intro / outro

reevio.com

Animation

Adobe's after effects



Skillset for the video part

1. Video editor
2. Designer (for ebook covers, green screen background, landing pages design etc)
3. Animator
4. Technical Delivery (encoding, hosting, serving)
5. Photographer, stylist (?)



Tools / Apps

1. Ad(s) - facebook, Google
2. Landing Page(s)
3. Email(s) for following-up
4. Automation (to glue them all)
5. LMS system to host them
6. (Optional) chatbot-ing



Skillset for the rest

1. Paid Ads
2. SEO
3. Copywriting
4. Aesthetics
5. Technical (scripting, hosting, serving)
6. Marketing/Sales !!!



27 different tools / apps

1. Adobe's premiere
2. Adobe's after effects
3. Vimeo
4. Reevio
5. Bitable
6. Wordpress
7. LearnDash
8. Active Campaign
9. Google Ads
10. Facebook Ads
11. Manychat
12. Adobe's Photoshop
13. Adobe's Illustrator
14. Zapier
15. Elementor
16. Slack
17. Webhooks
18. DataStudio (Reporting)
19. Google Analytics (events)
20. Google Tag Manager
21. Handbrake (compression)
22. Geru app
23. Subtitles Creator
24. Go Pro Animator
25. Woocommerce
26. Stripe/paypal/bank
27. Pixels... And more





2.000 euro

1. Envato Elements for images and more assets
2. Motionarray for titles and music and animations
3. Wordpress' elementor pro
4. learnDash Elementor + Pro Panel Reporting
5. Geru for visualisation
6. Active Campaign
7. Manychat

Acquiring new users

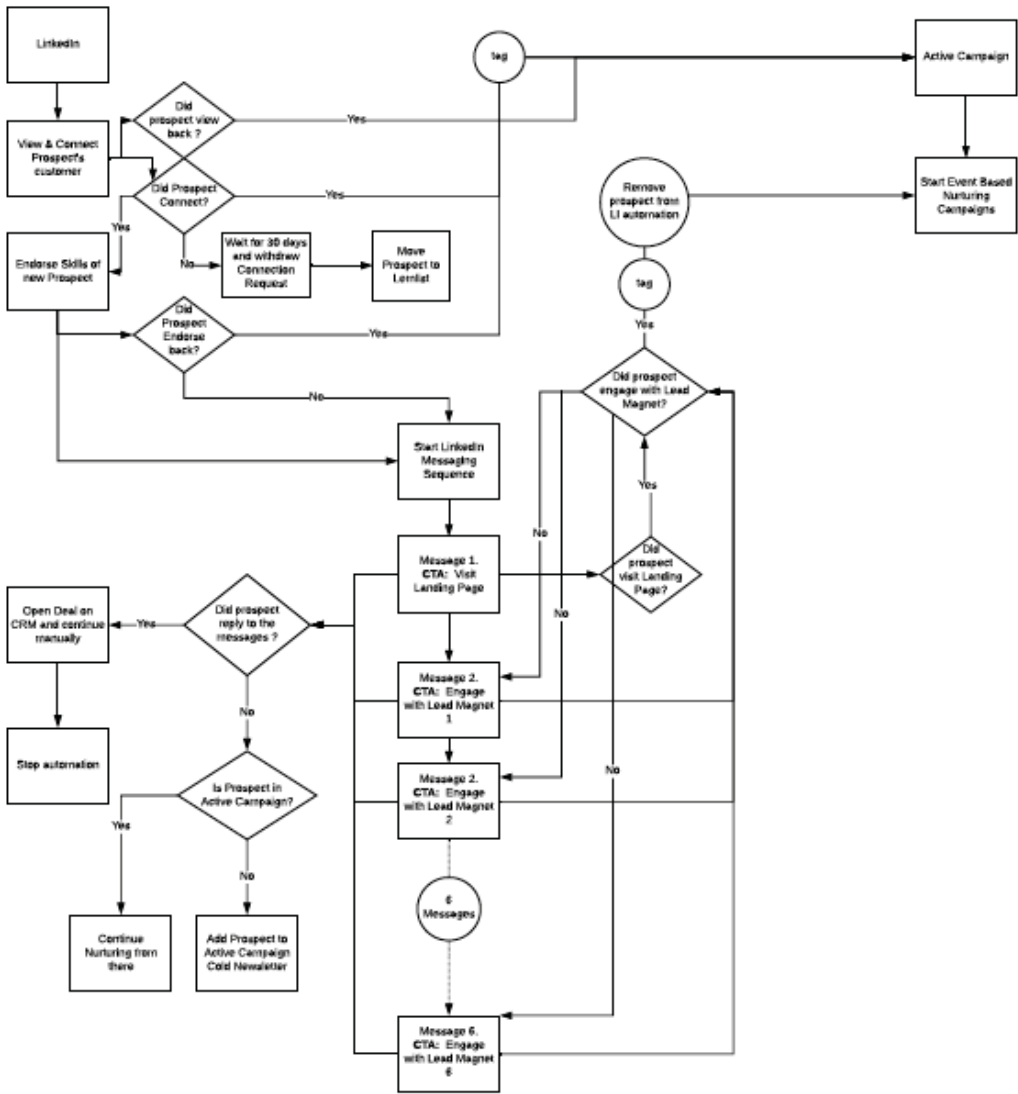
Freelancers



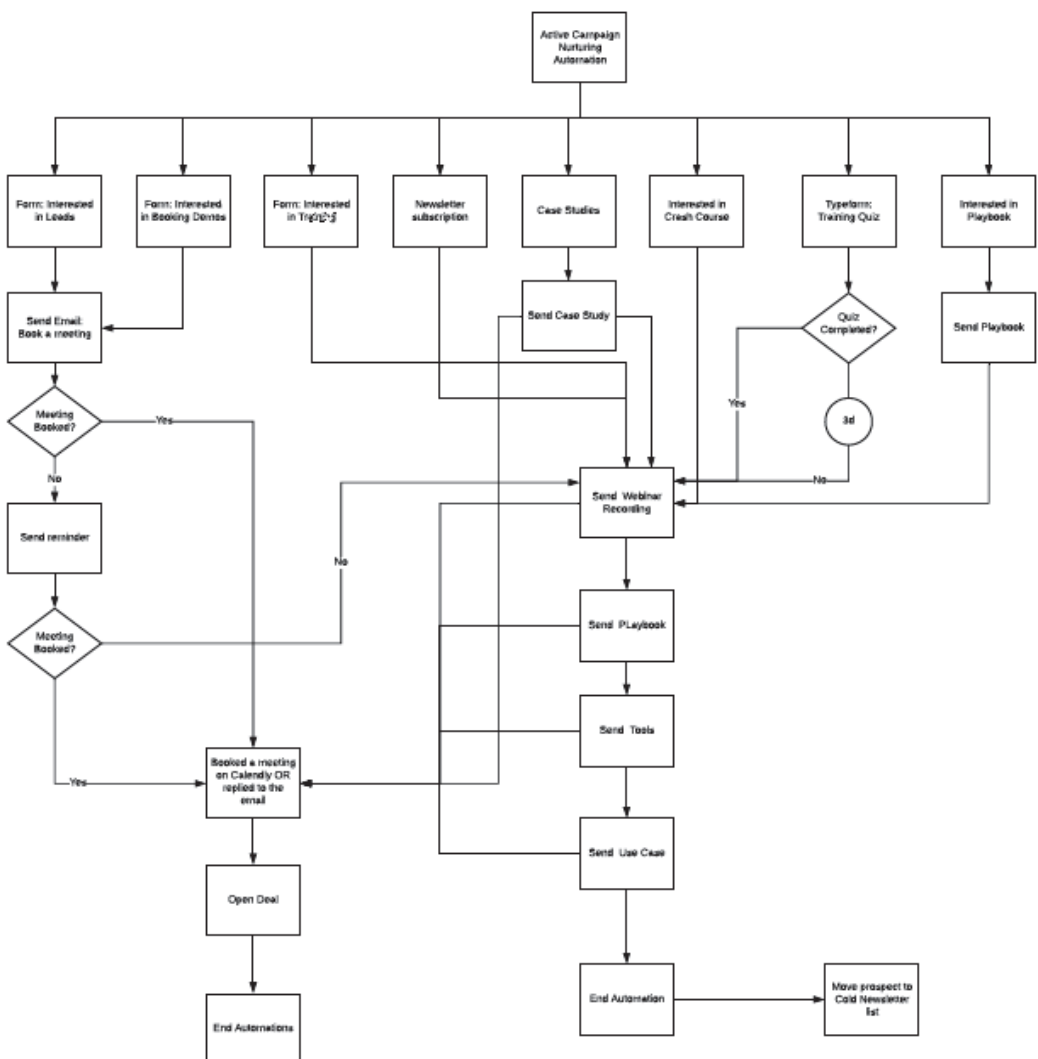
Finding new
customer via word-
of-mouth has
reached to its limit



Prospecting.



Outreaching.



Virtual Reality (VR)

It's a new world





VR ACADEMY
THE VR EXPERIENCE CENTER

An immersive
education you will
remember!



SOMNIUM SPACE
IS A
NEW VIRTUAL
REALITY
WORLD
Open, Social &
Persistent



The first live "VR" conference Travis Scott - Fortnite



Virtual Walkthrough

Walk me in!



New channels popping-up

e-commerce is not the same any more



Traditional e-shop



Instagram Checkout



Whatsapp shopping



Marketplaces, AI, VR
Google's rich Snippets



A Real Example

IKEA in many countries

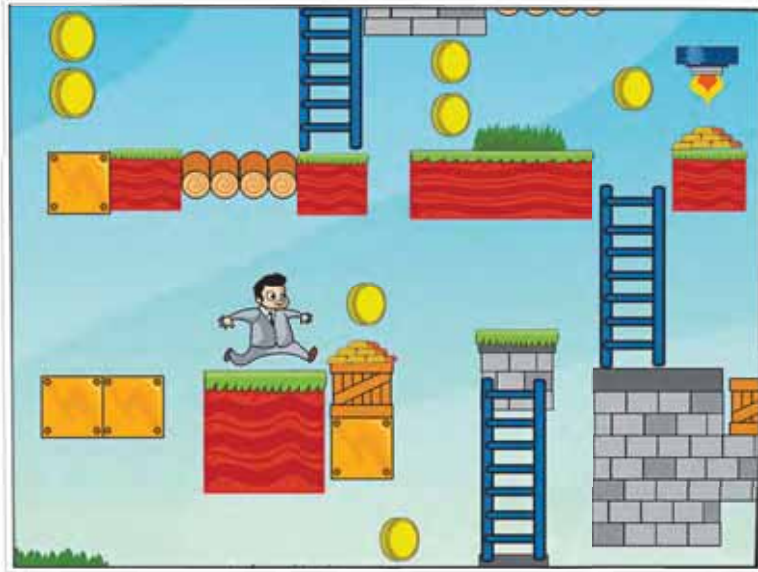


vitrinabox.com



Walkthrough Virtual Shopping

What's coming Next



Gamification i.e. treasure hunt



Loyalty program while "walking"



Conversational Marketing for everyone

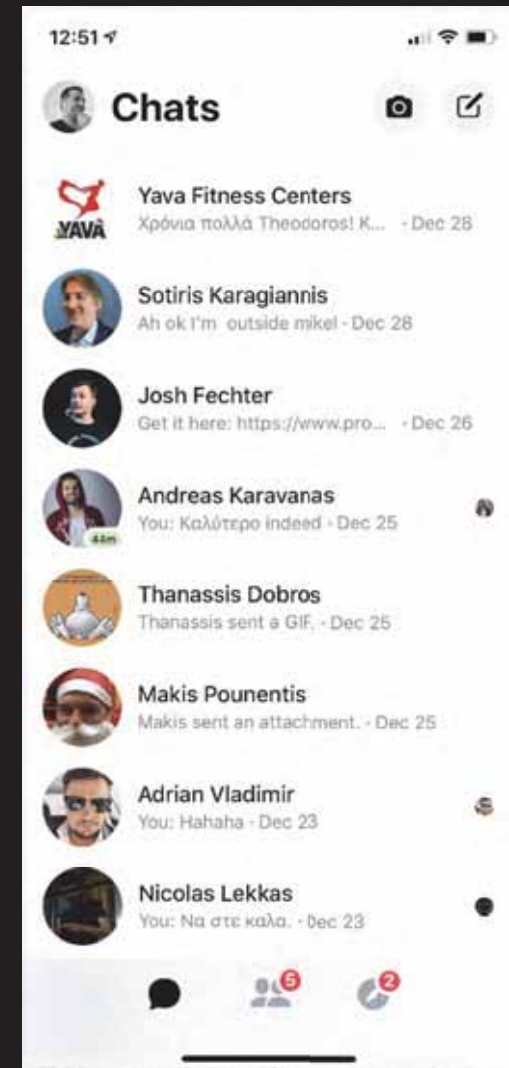
Building Top-of-Mind is vital

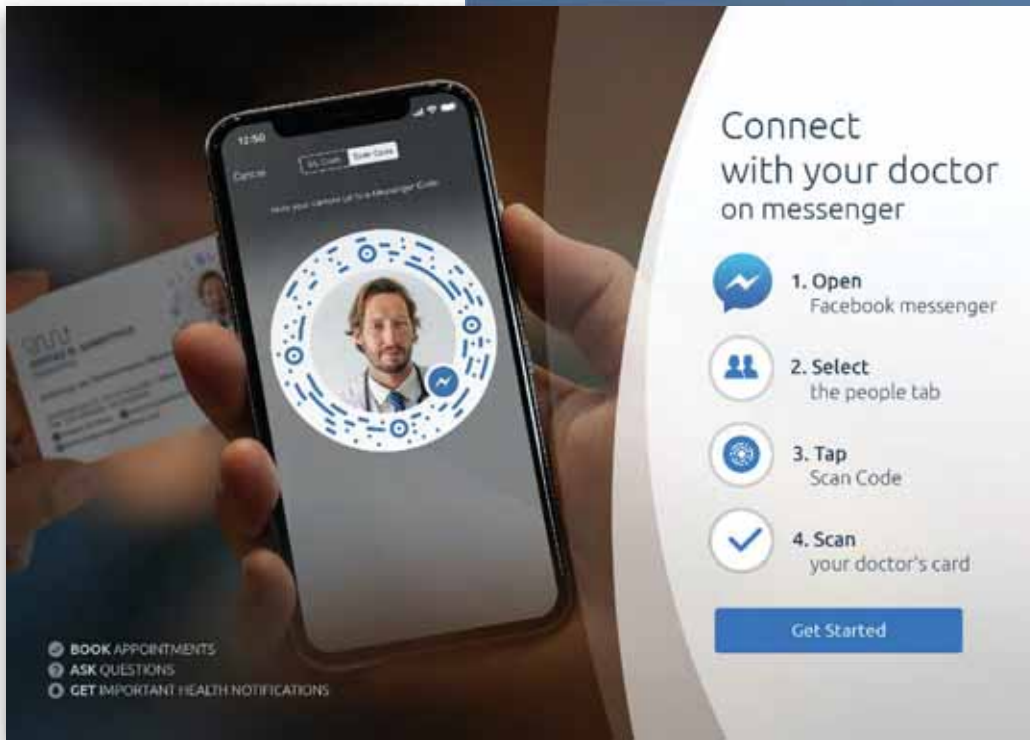


Building Top-of-Mind

Every brand wishes to be where our friends and family is, thus on messenger(s)

Conversational marketing or **conversation marketing** is a one-to-one approach to **marketing** that companies use to shorten their sales cycle, learn about their customers, and create a more human buying experience





Connect
with your doctor
on messenger

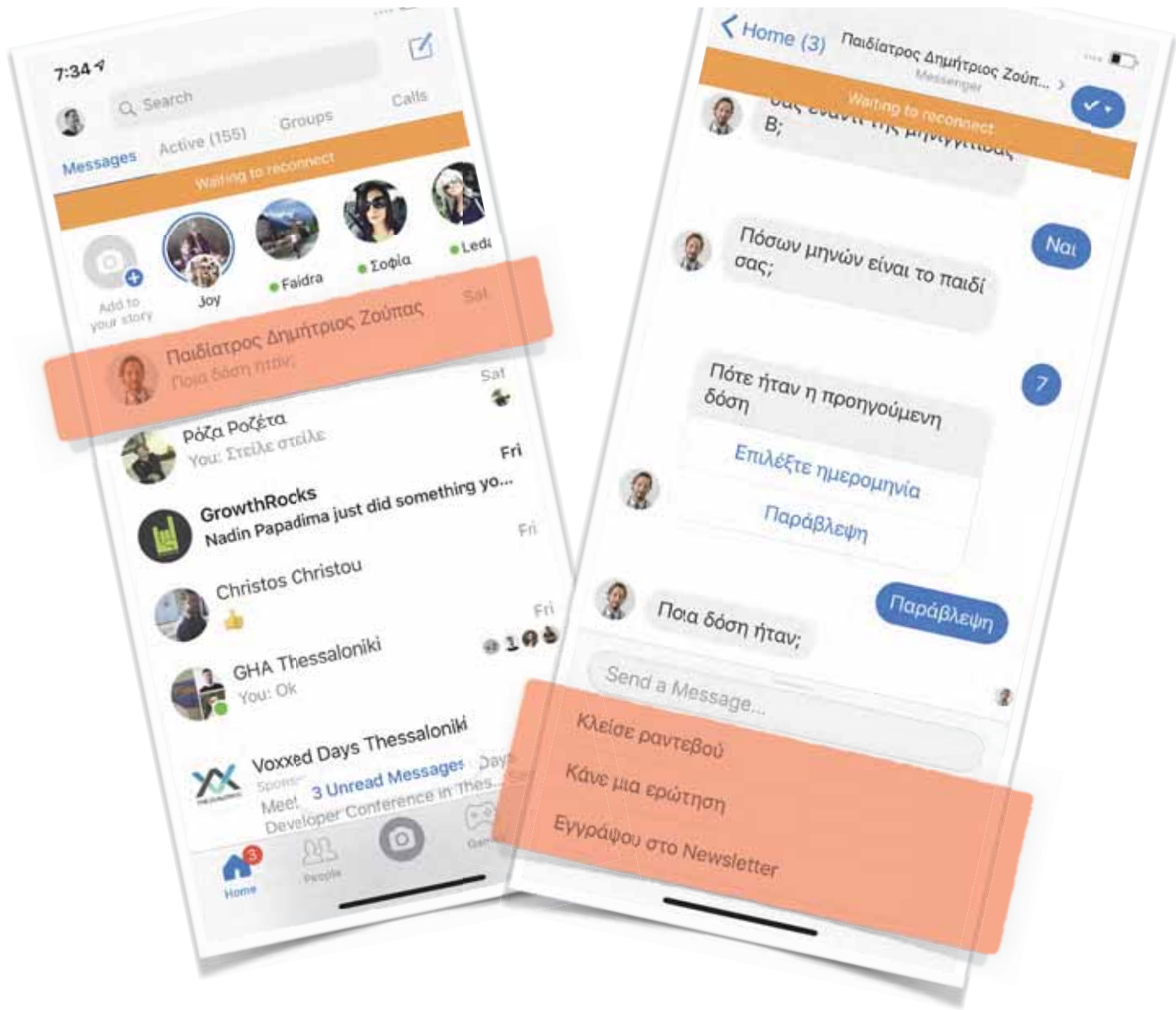
1. Open
Facebook messenger
2. Select
the people tab
3. Tap
Scan Code
4. Scan
your doctor's card

Get Started



mydoctortoday.com





Building Communities around your brand

Because even happy customers won't always use word-of-mouth to talk about you.

Ambassador Programs
Affiliate Programs
Referral Programs



Referral Marketing Programs

Is the epitome of viral sales and Low CPA


A referral program is simply a process in which you prime and reward customers for spreading the word about you.





tripadvisor®

#1



"I realize what it is: the appointments, lack of address and general exclusivity of this place is so alluring that people can't see sense. They're looking at photos of the sole of my foot, drooling. Over the coming months, the Shed's phone rings incessantly.

"I realize what it is: the appointments, lack of address and general exclusivity of this place is so alluring that people can't see sense. They're looking at photos of the sole of my foot,

gamification

"I realize what it is: the appointments, lack of address and general **exclusivity** of this place is so alluring that people can't see sense. They're looking at photos of the sole of my foot,

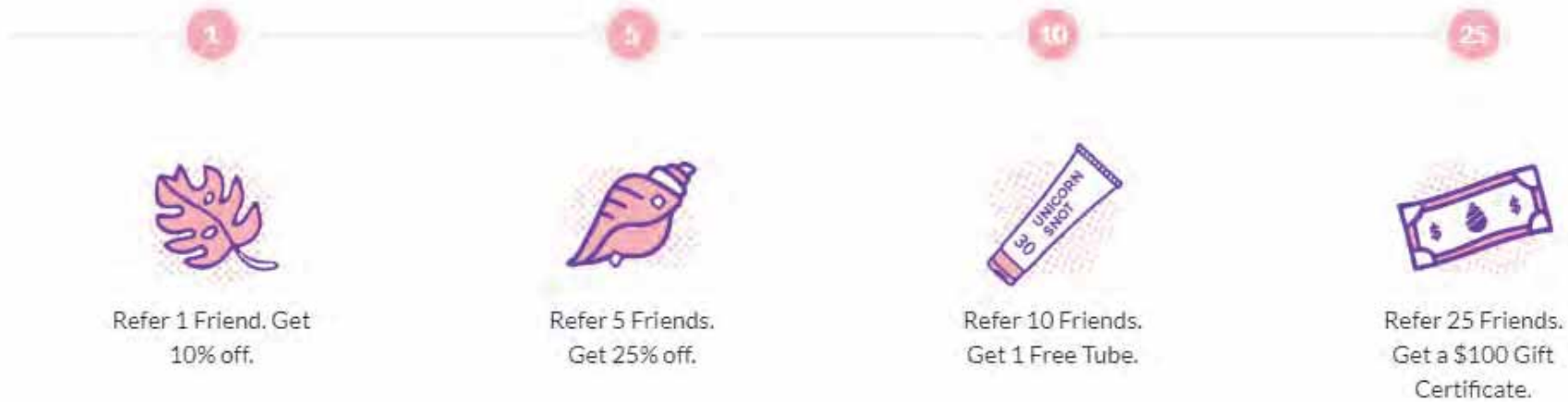
exclusivity

"I realize what it is: the appointments, lack of address and general exclusivity of this place is so alluring that people can't see sense. They're looking at photos of the sole of my foot,

remarkable

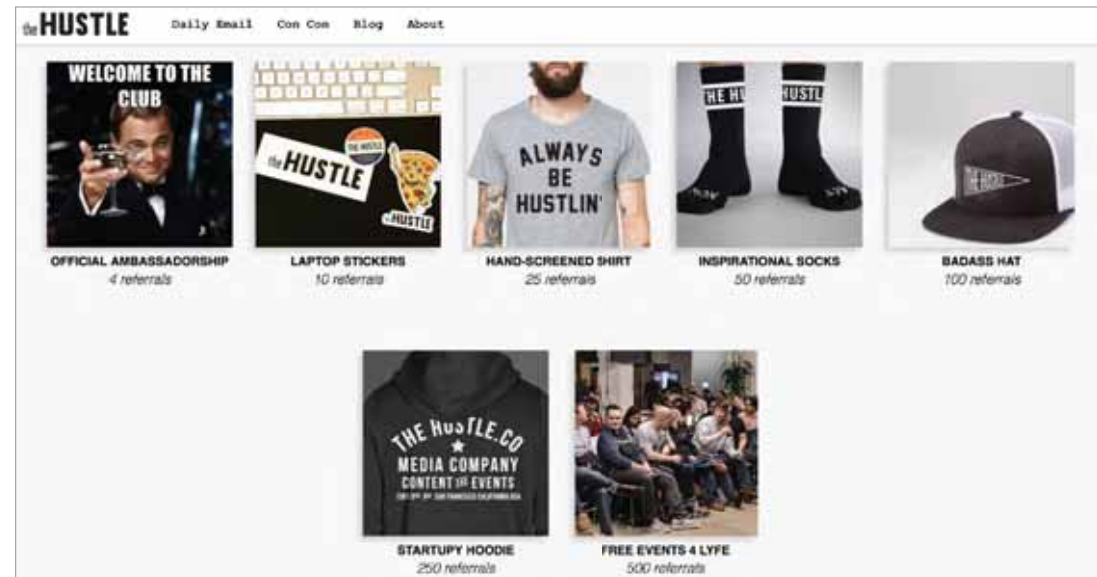
the milestone concept

Refer Friends = Free Products



Ambassador program .

- Perfect for **brands** and **eCommerce Stores**. The rewards can be your own products 😊
- Suitable both for prelaunch campaigns, **referral** and **ambassador programs**.
- You can use it for **email list building** and give merchandise, like stickers, t-shirts, etc.
- Don't just put the name of your brand. Make something people will love to wear 😎
- Simple referral links/codes for more vitality and offline word of mouth.
- Messaging apps as sharing channels.





#goviral
or go home



Differentiate or Die



 GrowthRocks

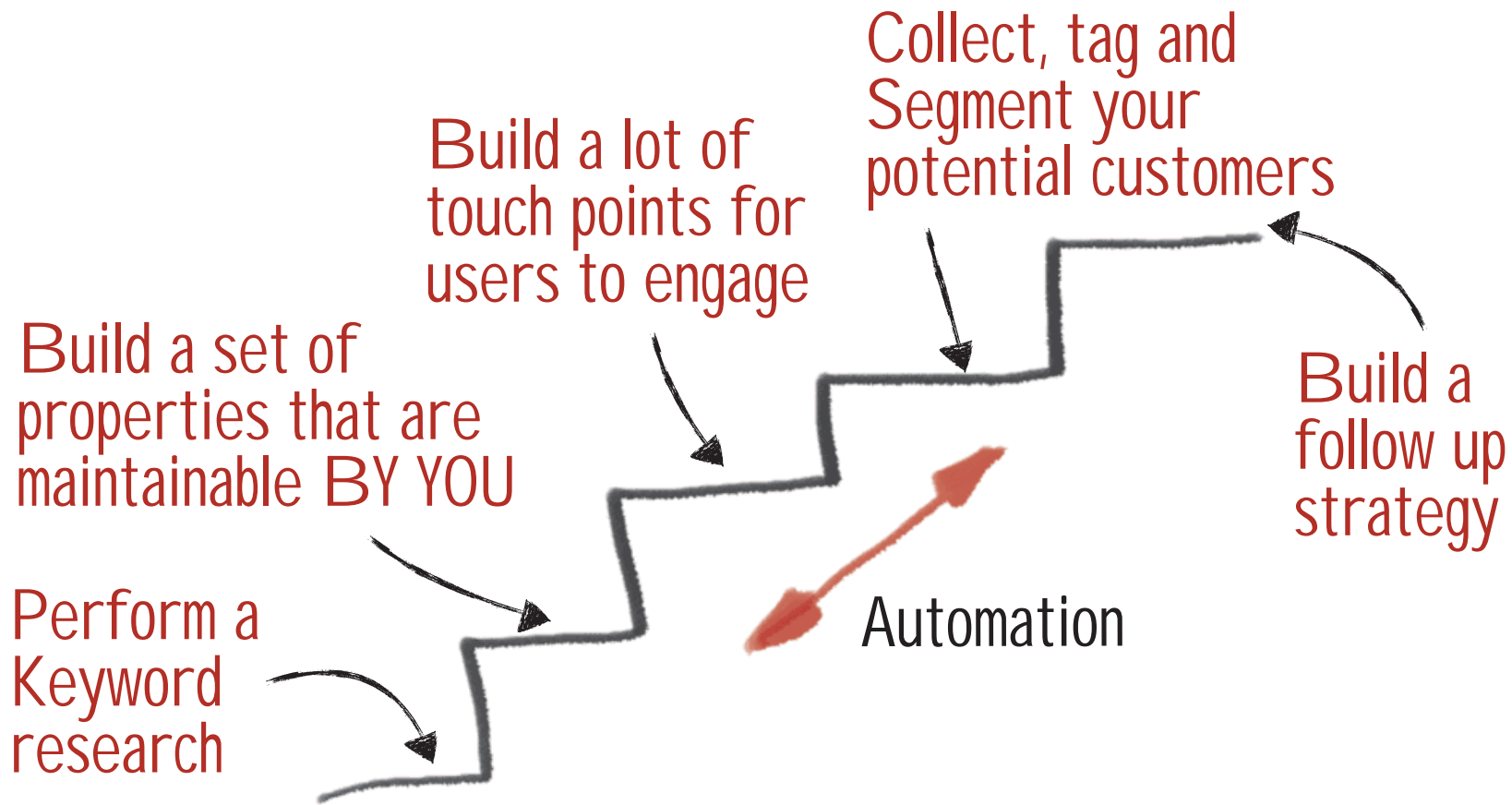


Differentiation Strategy

DO THE OBVIOUS



The 5-steps success ladder



Growth Hacking (or Marketing) At rescue



What is Growth Hacking #1

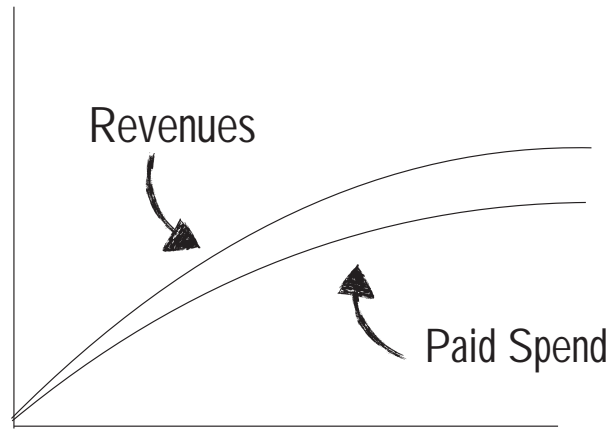
Growth hacking is a marketing technique developed by technology startups which uses **creativity, analytical thinking, new technological options** and social metrics to sell products and gain exposure.

Marketing for the poor

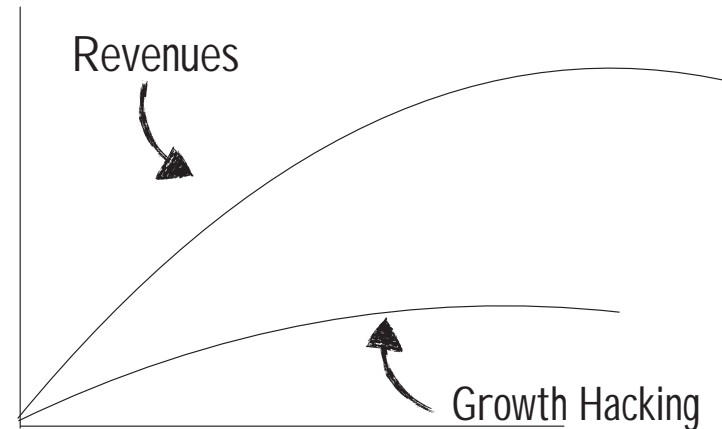


What is Growth Hacking in one word

“Cheap #NOT”



“The PPC Way”



“The GH Way”



What is Growth Hacking #2

growth hacking marketing is a combination of **mindset**, **process** and **tactics** to achieve sustainable growth for your company quickly, **taking into account budget constraints**



SEO

Performance Marketing

Content Marketing

Copywriting

Google Analytics

Social Media

Social Selling

Influencer Marketing





Digital Marketing Services



They run separately



"Marketing doesn't run in Silos"
SEO | PPC | WEB DEVELOPMENT | SOCIAL MEDIA

How about **combining** those together?

How about **deciding** upon them?

How about **orchestrating** those?

How about **Implementing** them?

How about **Systemising** them?

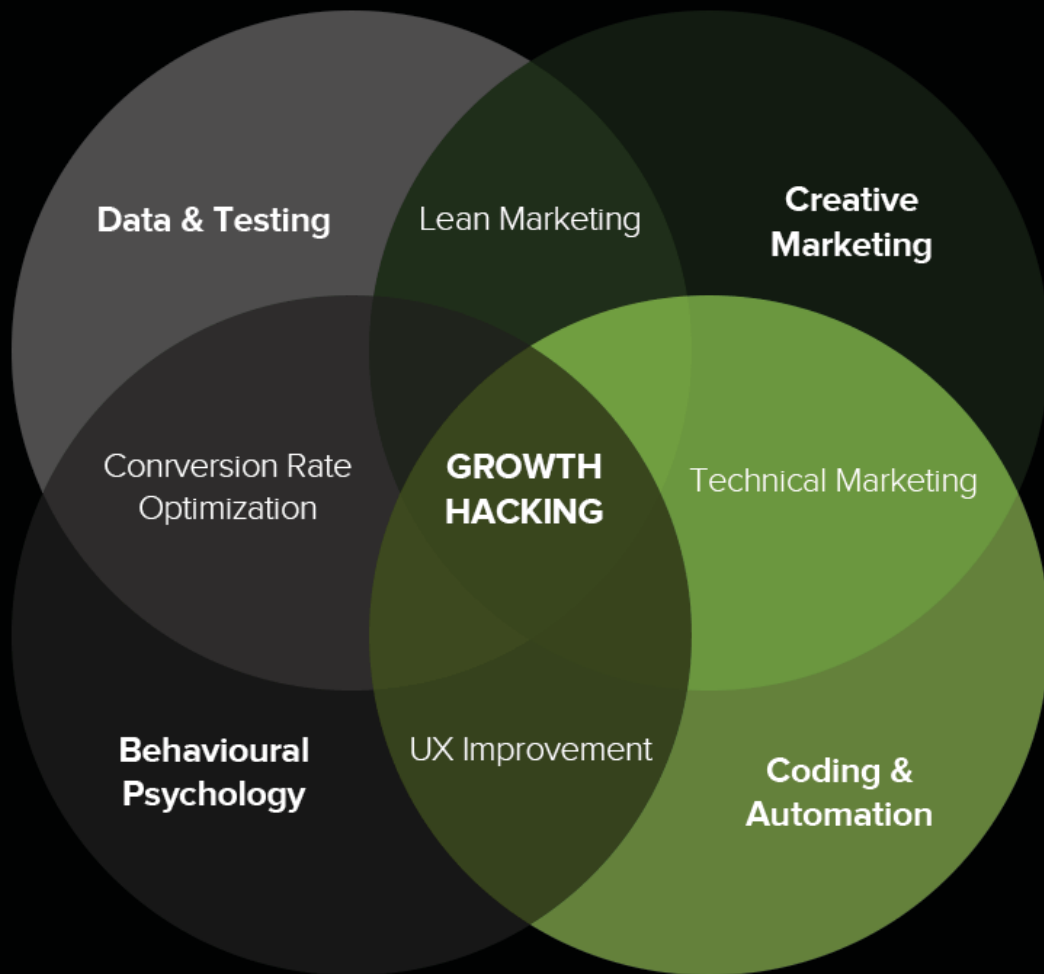




why?

no choice

skills



skills



Marketing

Web & Mobile Analytics, A/B Testing, Marketing Automation, Conversion Optimization, SEO, SEM & PPC, Copywriting, Email Marketing, Social Media

Data Analysis

Spreadsheets, Statistics, SQL, NoSQL, BI, Cohorts

Coding/Engineering

HTML, CSS, JS, jQuery, Macros, PHP, Python, APIs

Designing

Photoshop, Illustrator, Sketch, Video Editing





Digital Marketing → Awareness
Growth Marketing → Sales

Growth Hacking IS NOT about Digital Marketing

It's about

*CRM

*Business Intelligence

*Operational excellence

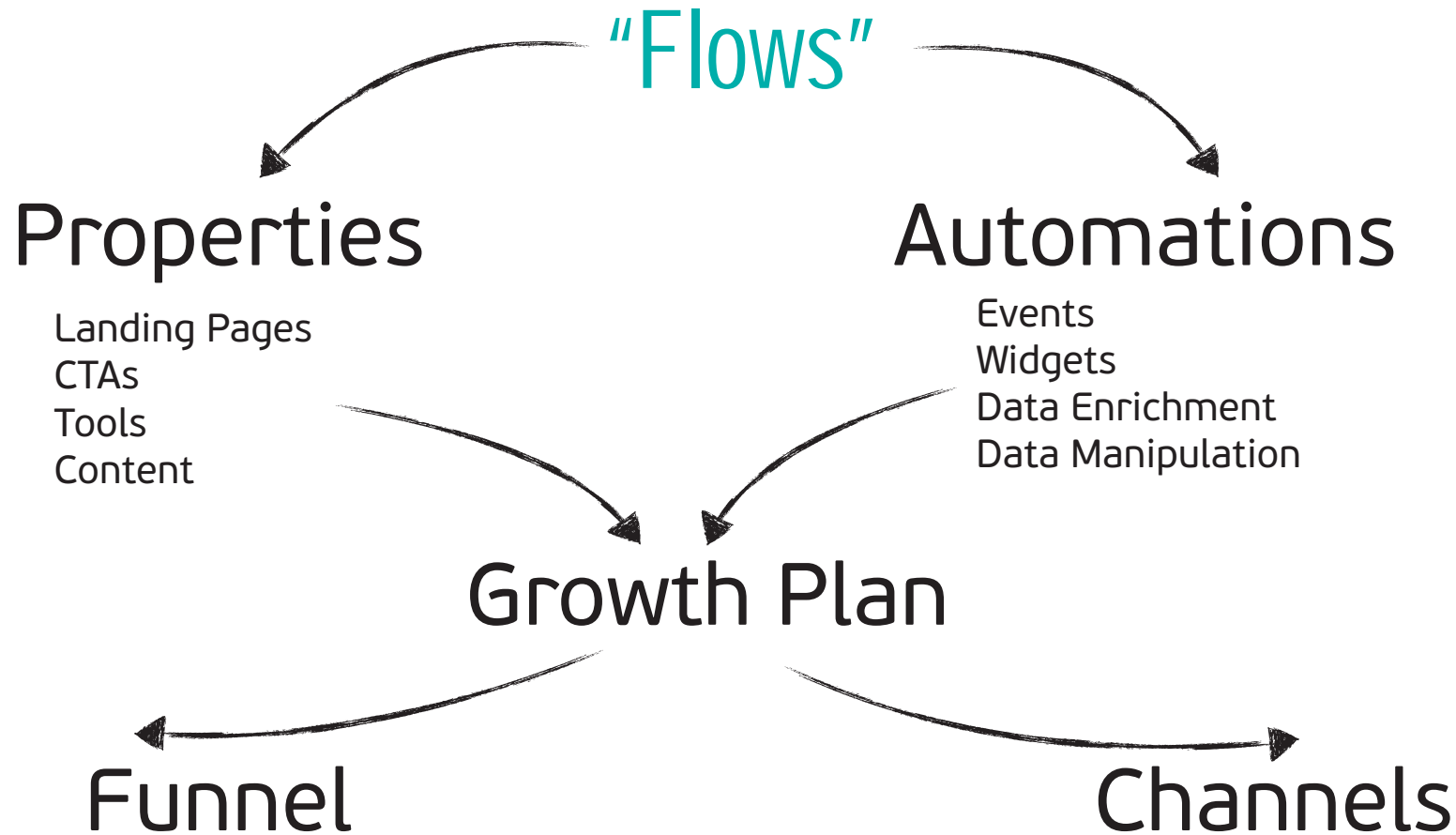
*Business Development

*ERP and Sales and Invoices

*All kind of automations (for operational
excellence)



What is Growth Hacking in one word



Digital Marketing



Traffic and Funnels



Growth Marketing





Multiple Properties



[BREAKING NEWS] Two Results Max For Most Queries

Google said they generally won't show more than two results from the same domain in the top Google search results. Google may still show more than two results if they determine a searcher would benefit from it and it is relevant for the query.



It's all about A LOT of Web Properties

- *Full blown websites,
- *Landing Pages,
- *Power Pages,
- *Engineering-as-marketing Pages or apps
- *Mobile apps
- *BOTs
- *Pre-launch Pages and
- *Other specialized pages.



**IF YOU DON'T HAVE
ENOUGH WEB PROPERTIES
THE ONLY OPTION IS
PPC***

* Paid Advertising





Building Funnels



“
Do we need one?”

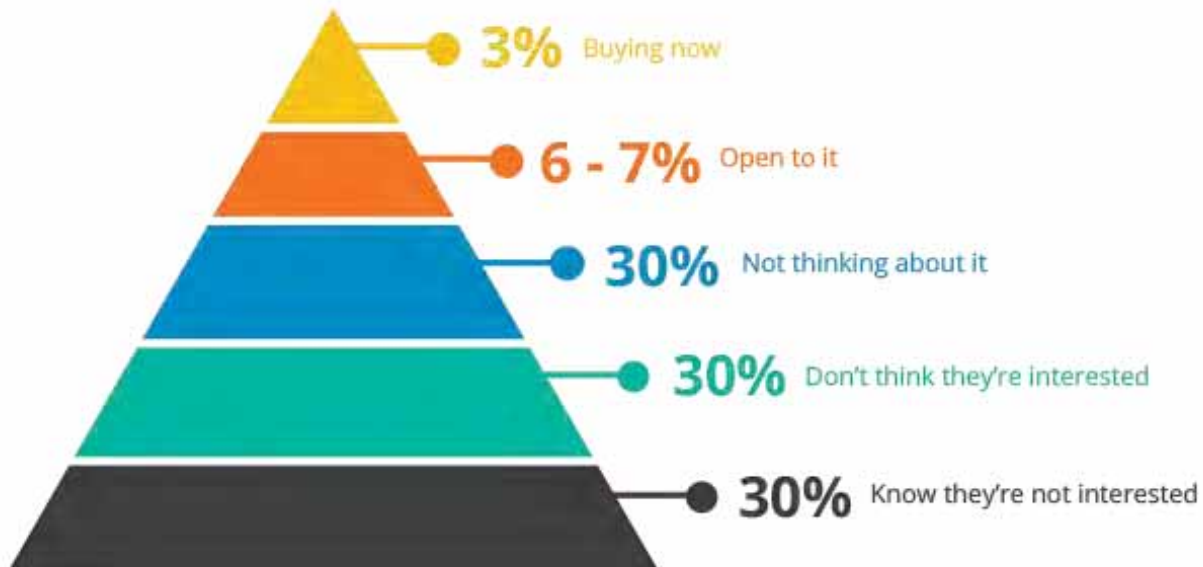


Remember

**It takes 5-13 touches to generate a
Sales Qualified Lead**

Sources: Salesforce.com, InsideSales, Hubspot Data & Marketing Association

Do we need one? YES!



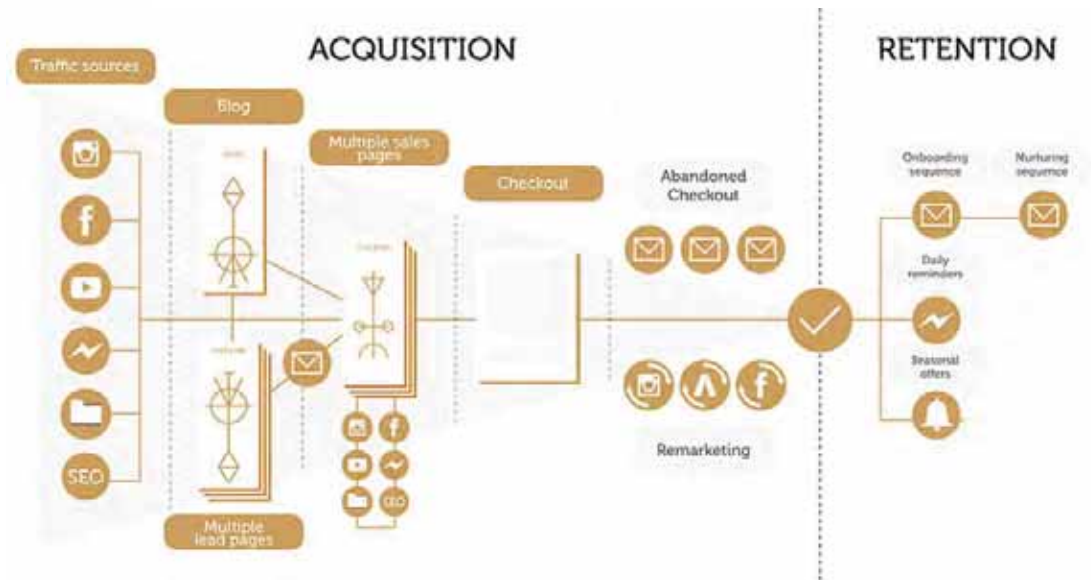
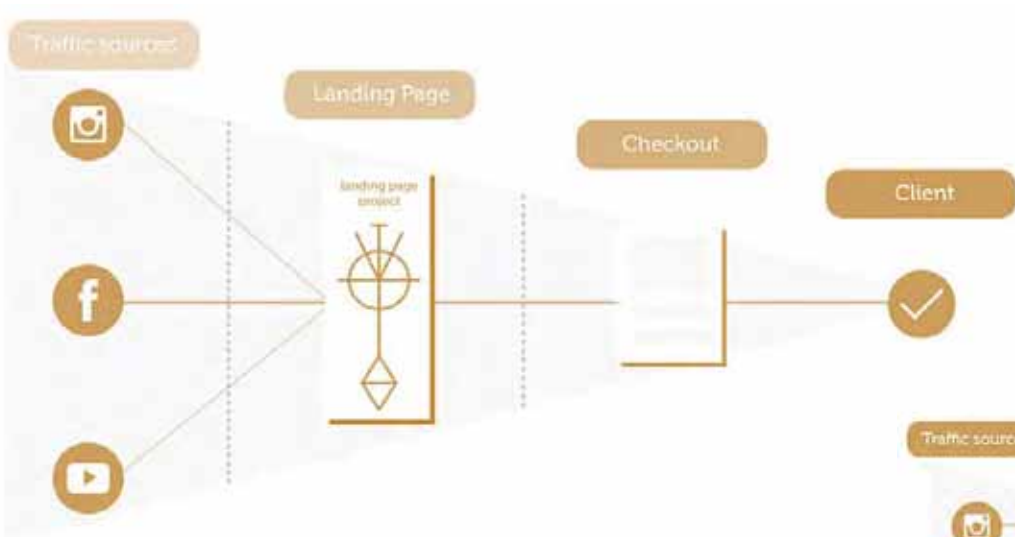
It shows that only 3% of all people you'll contact (if you are targeting right) will buy something from you right now. 6-7% are open to the fact of being sold your product or services. That's just 10% at best



Old Funnel

vs

New Funnel





Definitions

MQL / SQL / PQL

They took some action that shows they might be interested in buying

Sales has confirmed it. They are interested in buying

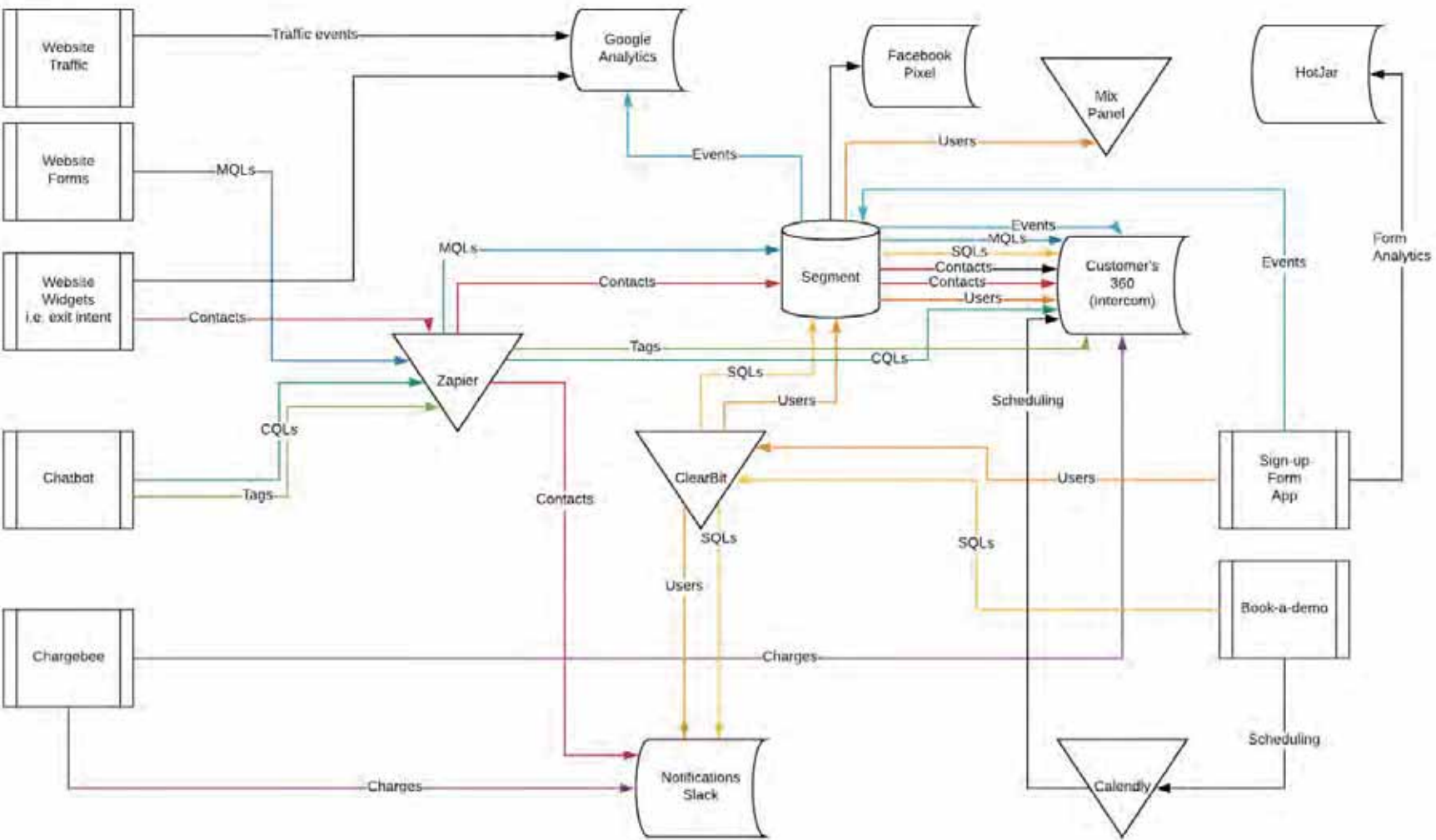
They tried our Product? They must be interested in buying!

Definitions

CQL: We talked to them:
They told us why
they are interested in buying
and what they're trying to
accomplish with our product



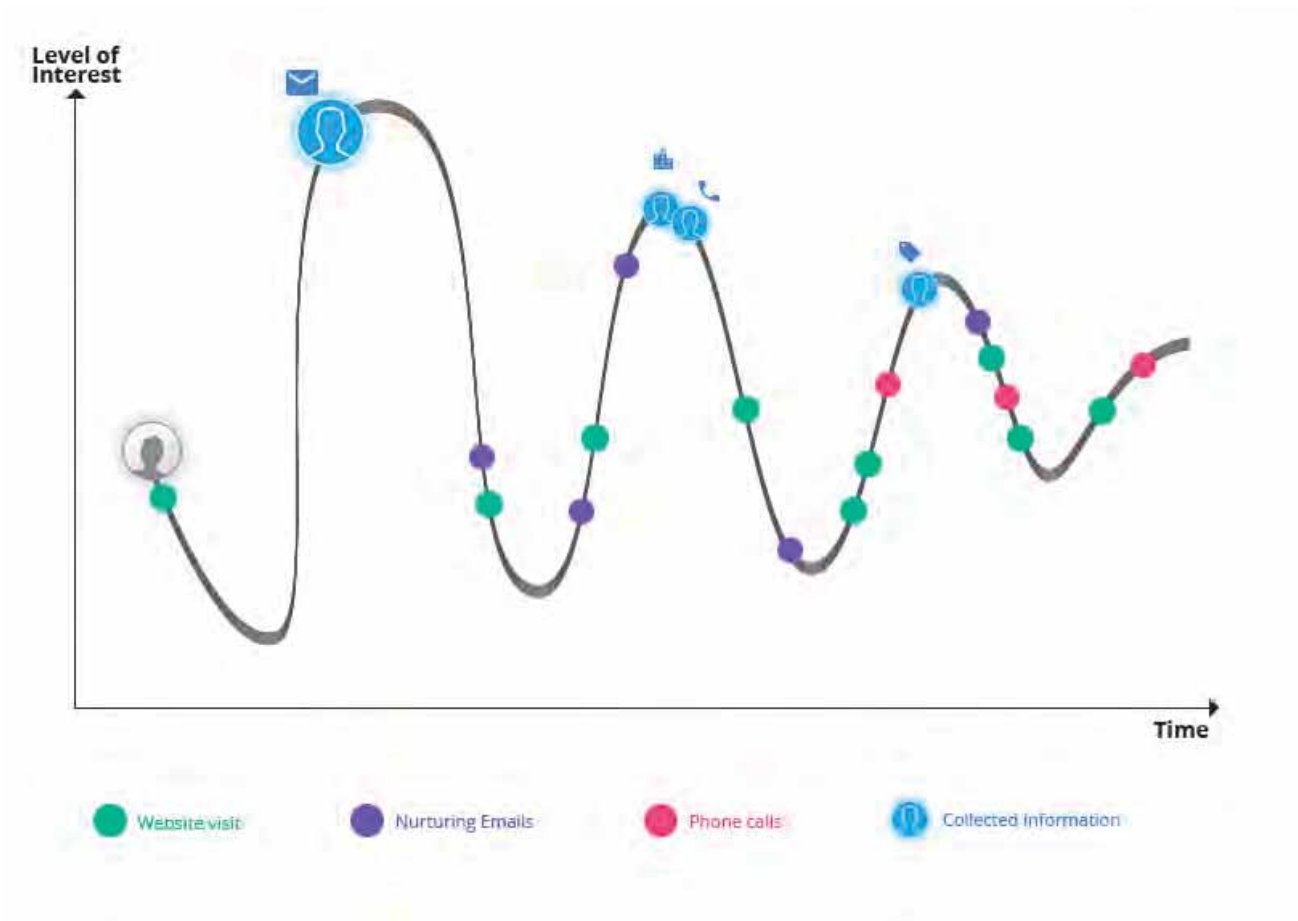
A B2B SaaS Funnel on paper



Funnels go hand-by-hand with **progressive Profiling.**

The more you push the potential customer down the funnel the more data you collect the more targeted the communication becomes.



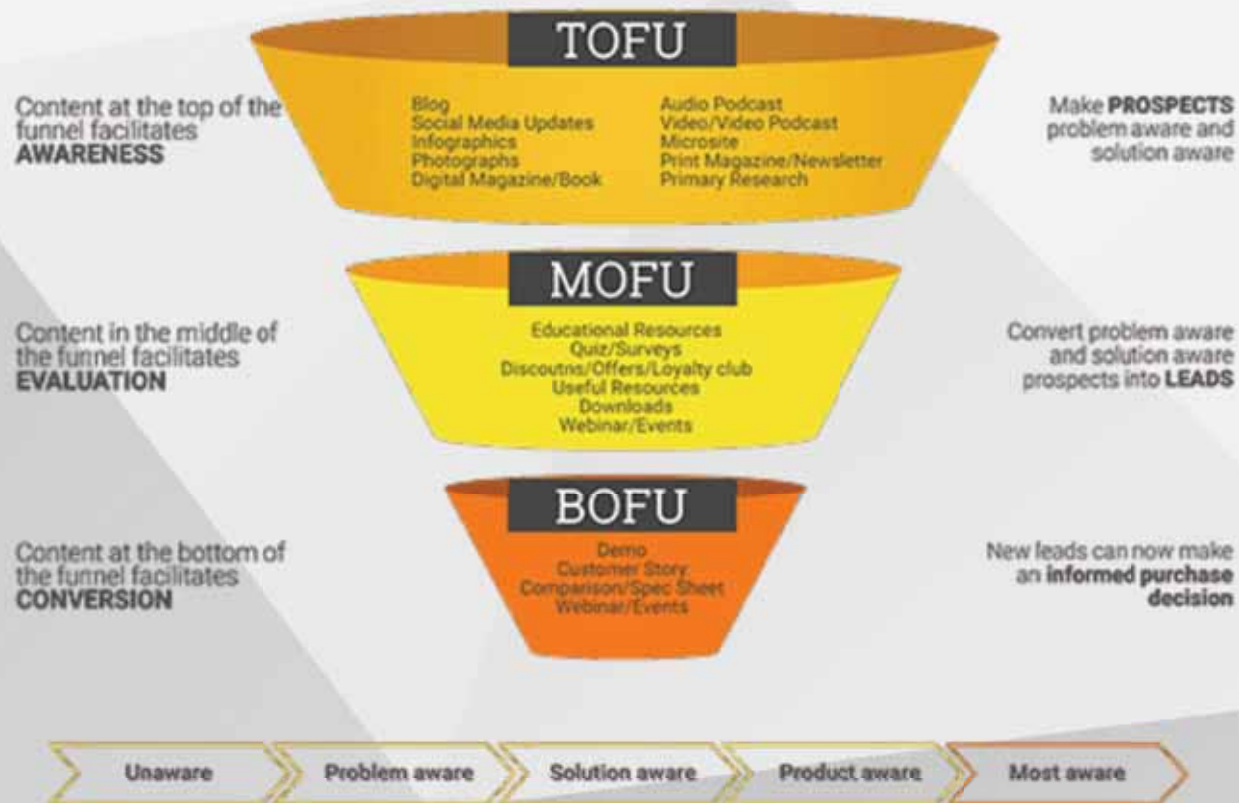


Funnels go hand-by-hand with **Content Marketing**

All web properties they need to be supported by awesome content, nice visuals and persuasive messages. Content marketing and copywriting are vital ingredients of a funnel.



Stage at the funnel



Funnels go hand-by-hand with **Automation**

Marketing Automation is the glue of putting everything together. Collecting data in one step and using those data on the other end to lead conversions and push down potential users to become customers



Events

The Absolute Prerequisite to build your funnel

Events are used to track user interactions with web, mobile applications or backoffices. They were **used** for measuring page views. Nowadays, an event helps you to analyze the actions that people perform in your application. ...



Funnels go hand-by-hand with **Web Development**

You need fully integrated properties to drive potential customers to.
From landing pages to rich thank you pages, they are all part of your funnel



NOT HAVING TECHNICAL CONFIDENCE... MEANS

- 1) Experiments take tooooooo long
- 2) Focus is moving from business to
technical



WHERE DO I NEED TO SPEND MY TIME

10%
Technical

- Building Site(s), Landing Page(s)
- Configuring Wordpress
- Finding Name

90%
Business

- 30% Concept and purpose
- 10% Branding
- 30% Writing content
- 30% Metadata and SEO features





Embrace Technology

Technology is your friend

You may gain significant competitive advantage if you have the agility to adopt technologies as they emerged



The Measurements Changed

Data Driven Marketing is king

Monitoring the visitor before becoming “known”

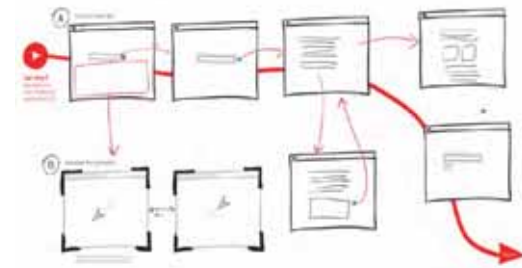
Clicks: HeatMaps



Scrolls: Scroll Maps



The path they follow



Select your KPIs carefully



"I want more Traffic"

They are not JUST 2 KPIS
They are 2 DIFFERENT STRATEGIES

"I want more sales"



Go with the flow!
Catching the wave when strong





I SEE POTENTIAL CUSTOMERS
THEY ARE EVERYWHERE





CONVERT ~~VISITORS~~ INTO CUSTOMERS
WWW USERS



A close-up photograph of a person's hand pouring water from their fingers onto a small, vibrant green seedling growing out of dark, rich soil. The background is softly blurred, showing more greenery, which emphasizes the central action of nurturing the plant. The overall mood is one of care and growth.

You need to *Silently Nurture* prospects



And hand them over
to our main web properties
**when they are
ready to purchase!**



A close-up photograph of a jeweler's hands. The jeweler is wearing a ring on their left hand and is using a loupe to inspect a diamond set in a ring. The background is dark and out of focus, emphasizing the jeweler's work.

Prepare Valuable Content:

- Provides Value
- Is engaging, captivating
- Is persuasive
- Tells a Story

Move them down the funnel
OUTSIDE of your main
properties



New Touch Points

Smart assistants are the future of search!

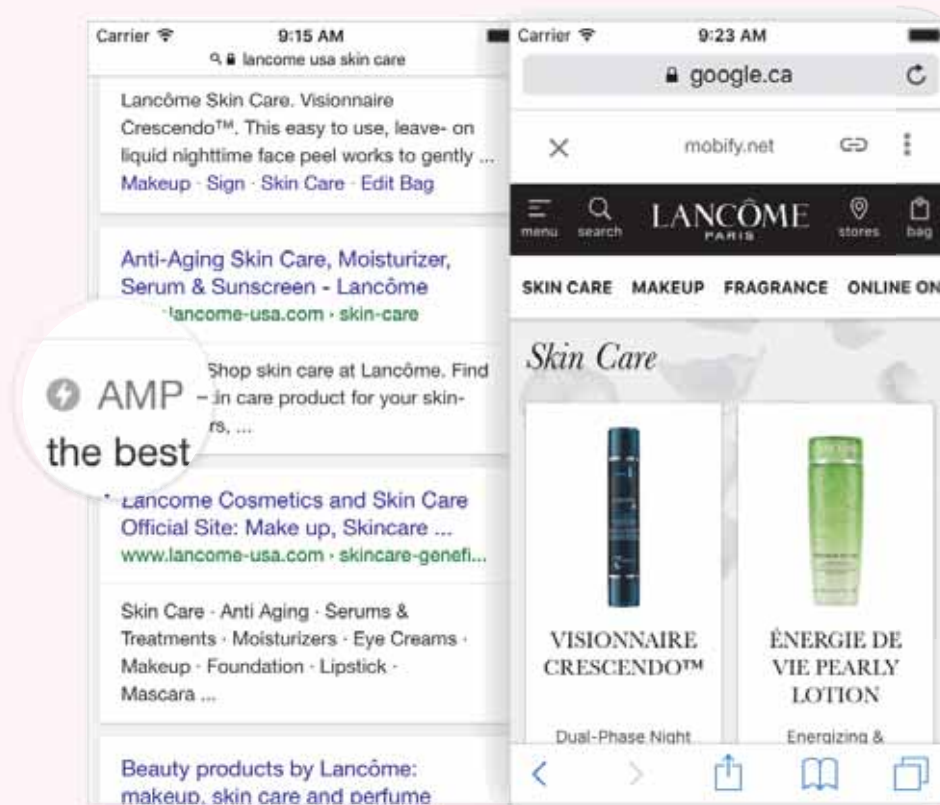




20% of all **Google**
mobile queries are
voice searches.



AMP and Instant Article = 1" promise



Instant delivery

Optimized discovery

No user scripts

Static content



AMP and Instant Article = 1" promise

Instant Articles

Better for people. Better for publishers.

20%

More clicks

As people see more Instant Articles in News Feed, they read 20% more Instant Articles than mobile web articles on average.



70%

Less likely to abandon

Once they click, they're over 70% less likely to abandon the article because they're not stuck waiting for it to load.



30%

More shares

People share 30% more Instant Articles than mobile web articles on average, amplifying the reach of your Stories in News Feed.



Social Media Gets Transactional 🙌




Empower your customer support to transform into your sales army!




Drive higher engagement and conversion from targeted campaigns




Go LIVE, be responsive, automate your sales. Focus on what matters most!



Manage all your social customer base in one power packed dashboard



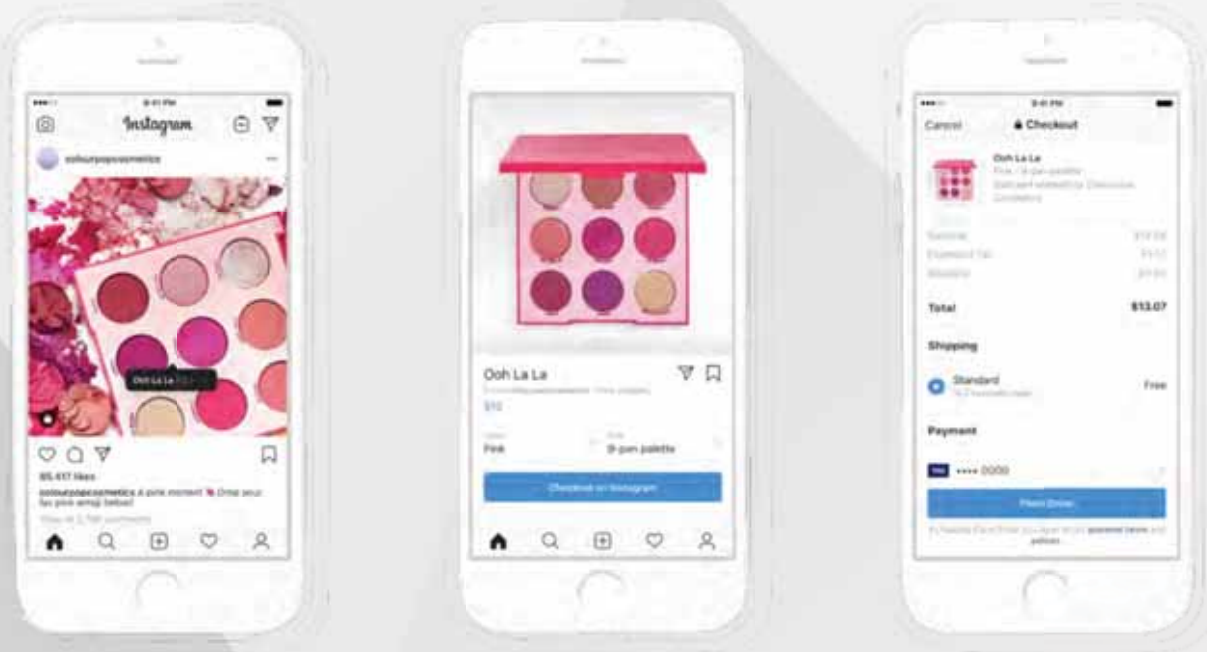
Re-engage with your customers, build a community with offers, newsletters, exclusive invites and so much more



Run sampling drives, get feedback and sell. All of this and more within social media!



Checkout on Instagram



Google Shopping is here!

Search for, view and compare products without leaving the Google SERP.

👉 **Tip:** implement structure data for a higher chance to get listed

The screenshot shows a Google search for "buy jordan sneakers". The search bar is at the top with the Google logo on the left and a search button on the right. Below the search bar are navigation tabs for "All", "Shopping", "Images", "News", "Videos", "More", and "Search tools". The "Shopping" tab is selected. Below the tabs, it says "About 7,490,000 results (0.58 seconds)".

The main content area is divided into two sections. The first section is a "Shopping" carousel titled "Shop for buy jordan sneakers on Google" with a "Sponsored" label. It contains five product listings, each with an image, a title, a price, and a retailer:

Product	Price	Retailer
Jordan IV Retro White	£154.99	Foot Locker UK
Nike Air Jordan VII Retro BG ...	£89.00	End.com
Nike Air Jordan Eclipse ...	£90.00	ASOS.com
Air Jordan 1 Mid Black 6 (25)	£90.00	Nike.com
Jordan Eclipse, Wolf Grey/ ...	£76.87	Kickz.co.uk

The second section contains organic search results. The first result is "Shop Authentic Air Jordan Shoes - Jordan Brand ..." from sneakerhead.com. The second result is "Jordans - Air Jordans | Flight Club" from flightclub.com. The third result is "Jordan Shoes | Foot Locker" from footlocker.com. The fourth result is ".Jordan Brand Nike.com".





Domino's created Alexa skills

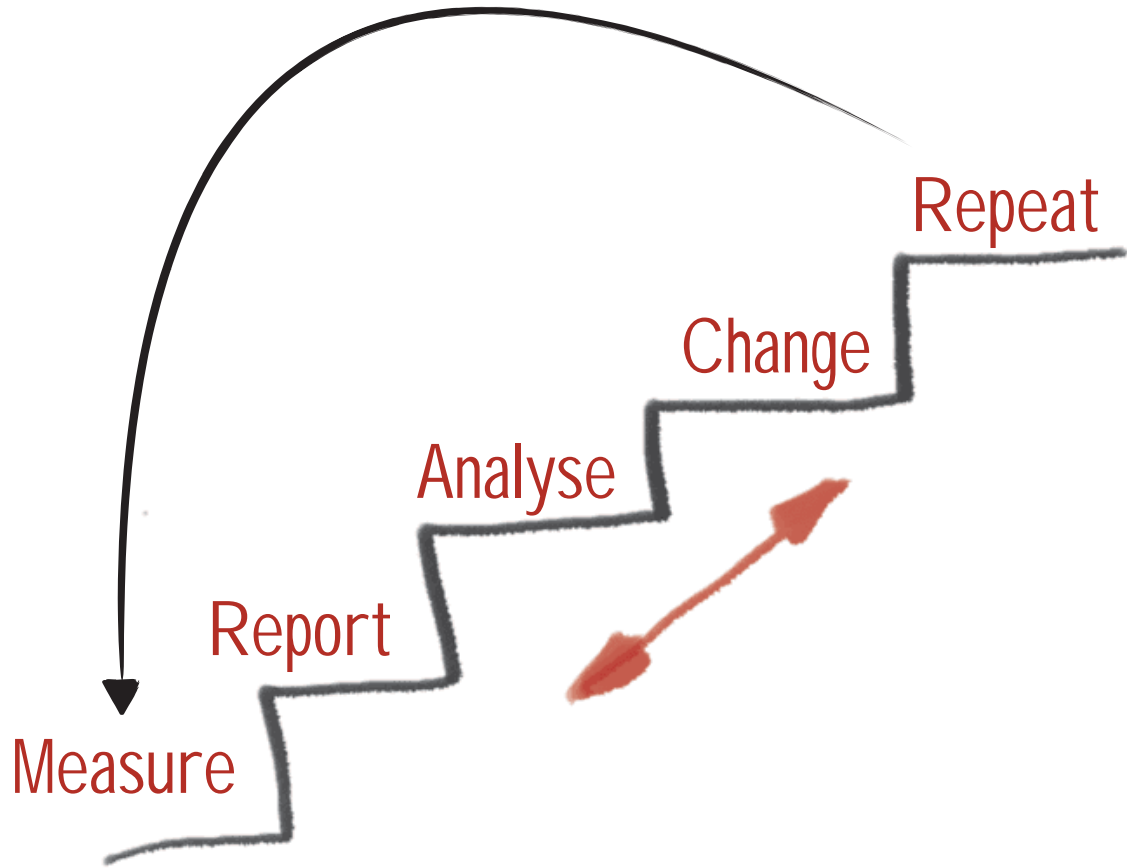


Running my company

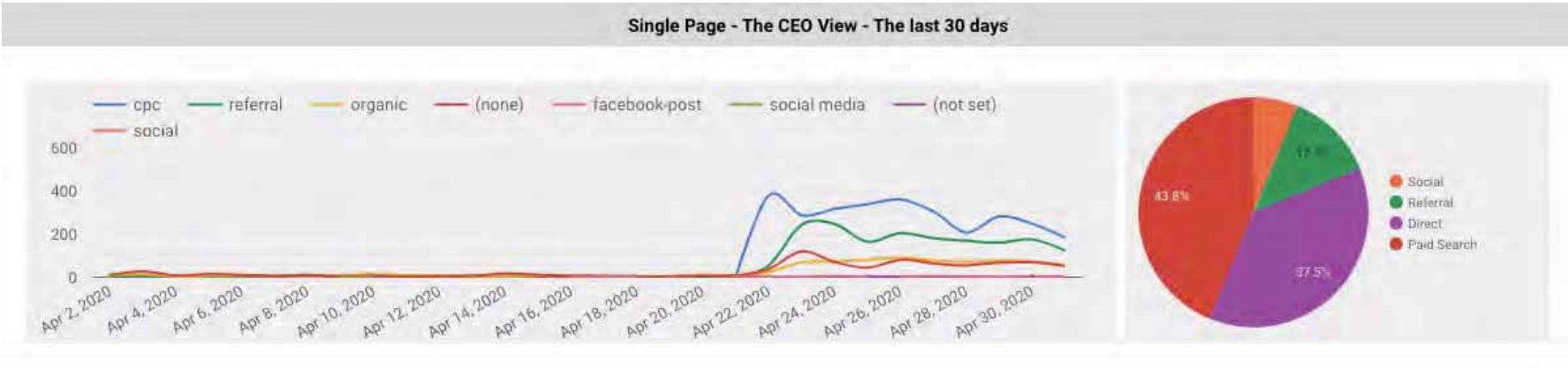
Measuring



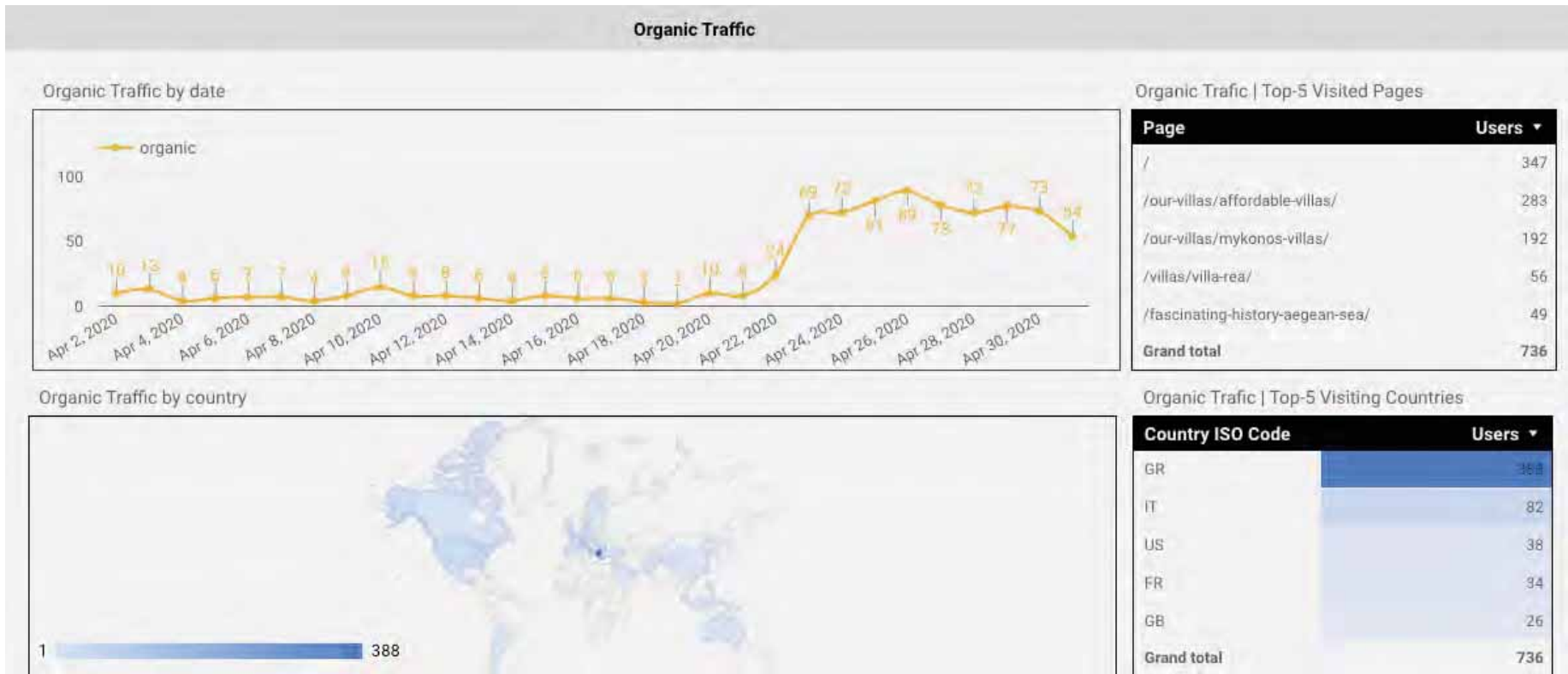
The sequence of the Steps



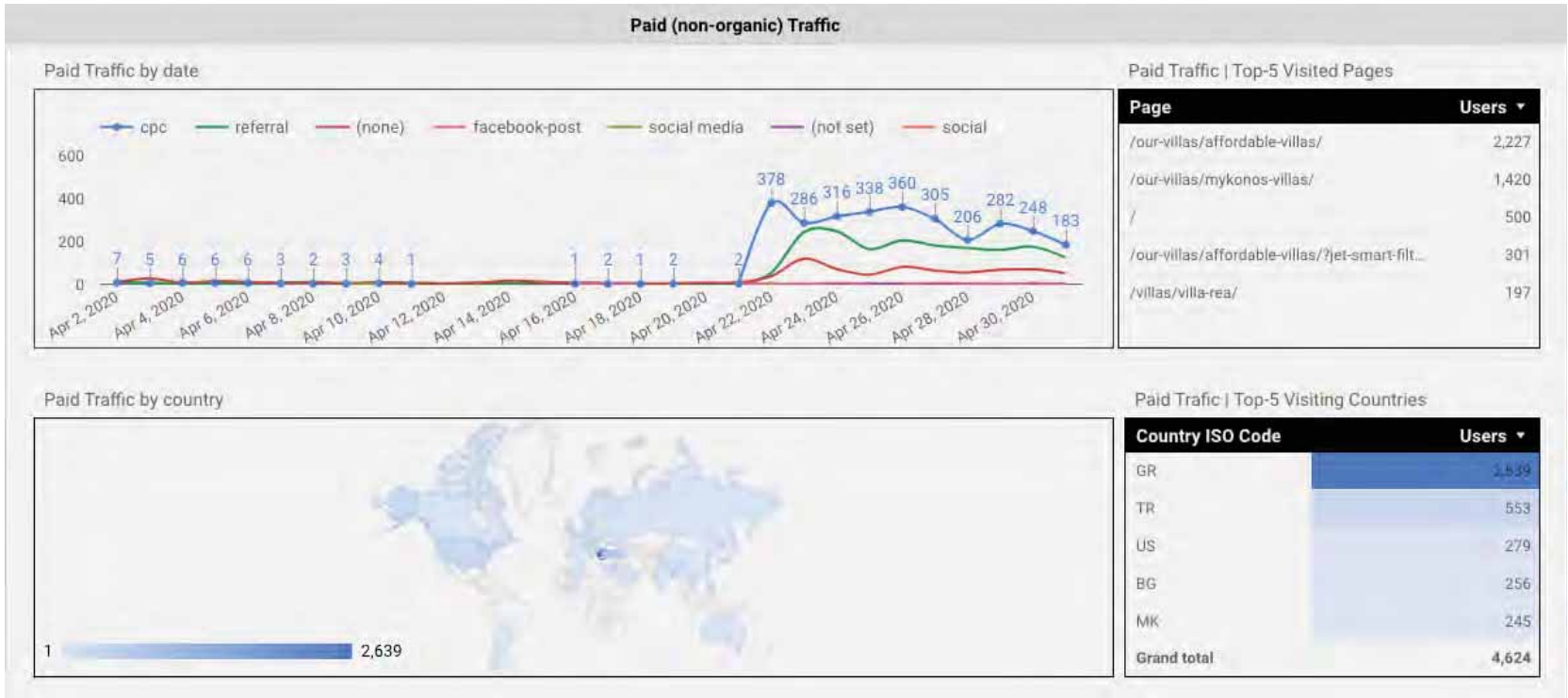
Monitoring my performance.



Monitoring my performance.



Monitoring my performance.



Monitoring my performance.



Monitoring my performance.

GOOGLE ADS - Performance

Campaign	Campaign status	Campaign type	Impress...	Clicks	Cost	Conversions	CTR	Avg. CPC	Conversions
[GR] Search - Greece - Affordabl...	eligible	Search Only	4,727	434	97.05 €	0	9.18%	0.22 €	0%
[GR] Search - Europe & Asia - M...	eligible	Search Only	1,402	247	130.62 €	0	17.62%	0.53 €	0%
Greece - All Villas	campaign deleted	Search Only	0	0	0 €	0	0%	0 €	0%
Grand total			6,129	681	227.67 €	0	11.11%	0.33 €	0%

1 - 3 / 3



**When your
competitor
strives to be better
Try to be faster**



**Don't try to get
Tomorrow's customers
using
Yesterday's tools**



The first growth hacker & the first salesman is the founder



Conv19 Gifts



Send an email to i-want-ebooks@growthrocks.com to get them





Messenger



Theodore Moulos
Group CEO Growthrocks

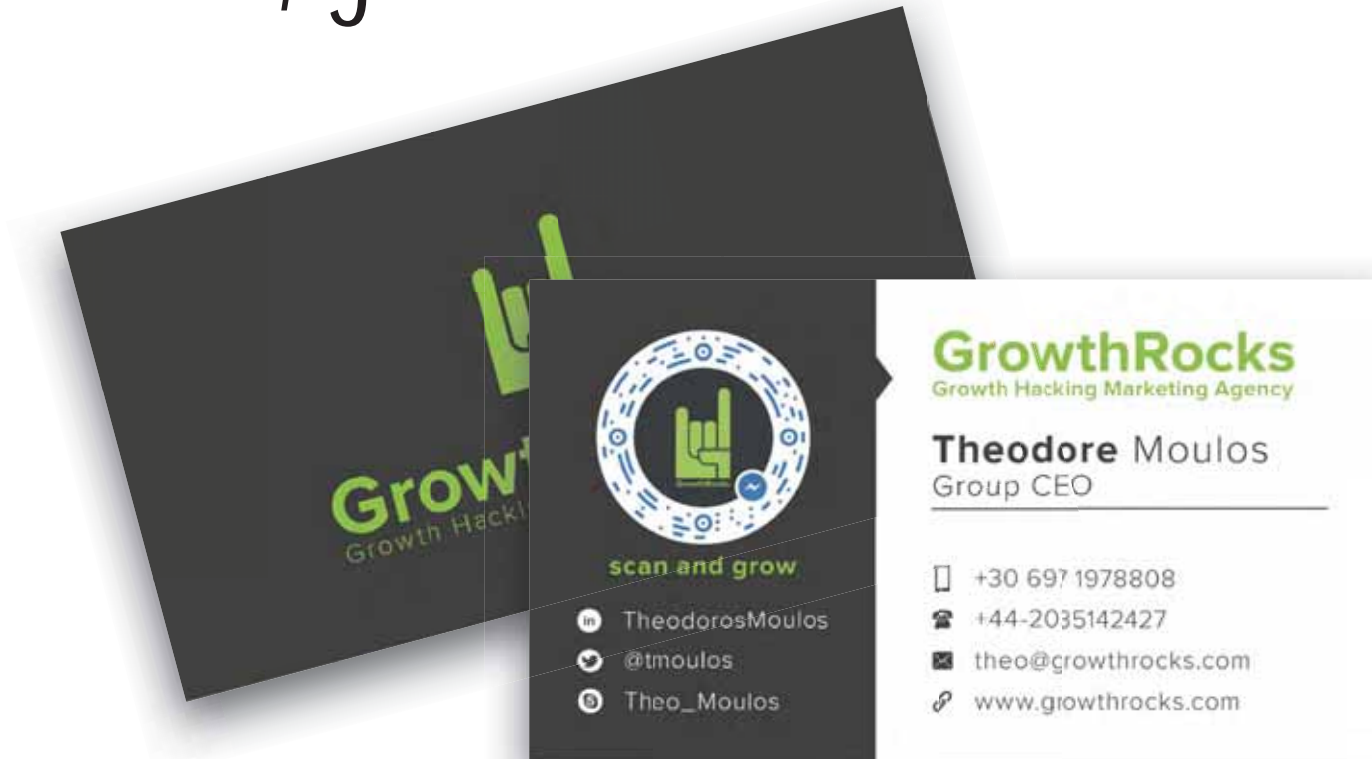


LinkedIn



Instagram

So, get out and build something



Thank you...

