socialclicks

social media audit

HOW TO GO VIRAL EVERY TIME...

And have your followers beg for more!



The first & only audit you need to know exactly how...

Tailored for you!

Dear Friend,

The decision to open this audit may have been the smartest one you've made this month... or even this year.

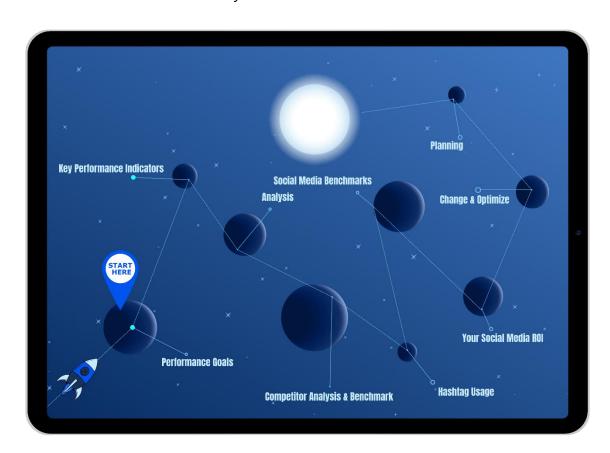
You are about to learn how to transform your luck into measurable success on social media.

Are you finding it challenging to grow your social media following? It's tough when progress stalls, and you're unsure why.

It's hard to go through it alone, so here's your guide. I've put a lot of effort into this, so you can achieve great results if you stick to it.

I'd love to see you succeed, and I know this audit provides you with valuable insights to make winning easier.

So let's see what we'll cover today!



SOCIAL MEDIA AUDIT



Here's a breakdown:

1. Performance Goals

Let's define what you aim to achieve and outline the specific outcomes you're striving for.

2. Key Performance Indicators (KPIs)

We'll talk about what metrics are important to use to track our performance and what it means when we come across these metrics.

3. Analysis

This is where we will explore in detail the elements of our social media strategy to understand what is working and identify areas that require improvements.

4. Competitor Analysis & Benchmark

Understand how your competitors are doing and how you should do.

5. <u>Hashtaq Usaqe</u>

Let's make our posts visible and have more engagement on social media platforms.

6. Social Media Benchmarks

This is how you can determine your place in the market by looking at how other companies in your industry are performing and setting appropriate targets.

7. Your Social Media ROI

Know how to crunch the returns on investment that you are getting out from your social media efforts.

8. Change & Optimize

Here we apply all the changes and make educated decisions based on the data we gathered.

9. Planning

In the end, we focus on planning and organization in order to make your social media marketing more effective.

After this audit, you'll have everything you need to optimize your social media marketing strategy.

You'll know:

- Your most effective platforms,
- What your audience wants to see on each network,
- Who your audience is,
- What's helping grow your audience (and what's not),
- Which new ideas will help you grow,
- And where to focus your attention next

Do you feel overwhelmed and need help with your strategy or are you interested in getting this done for free? **Book a call.**

You will get:

- 30 Days to InstaFame: proven 12 Steps client acquisition formula: Get every detail to solving your ideal client"s biggest problem. (199€ value)
- Cristal clear done with you audit... how anyone can understand and optimize their social media without having any idea about metrics (399€ value)
- 1 on 1 premium personal call, where you get these benefits: (249€ value)
 - No more feeling overwhelmed
 - Get as many clients as you wish
 - Achieve your biggest goals
 - See instant results

For FREE

1. Performance Goals

Ever feel like your goals are playing hard to get?

Let's change that! With SMART goals, we'll make sure they're crystal clear and totally achievable so you can reach consistency.

Because obviously, before we can reach anything, we need to know where we are going.

So, this is what we need to do first in our audit. Let's take a look at how it works.

So, what are SMART goals?

SMART goals are a method of setting objectives that are Specific, Measurable, Achievable, Relevant, and Time-bound. They provide a clear framework for goal-setting, making it easier to track progress and achieve success.



Specific

What *exactly* do you want to achieve? It's fine to start with a general direction, but try to get as precise as possible.

For example, you don't just want to increase the size of your audience. You want to increase the number of followers you have on LinkedIn. There, that's specific!



Measurable

How will you know when you've achieved your goal? A measurable goal uses specific social metrics to define success.

Now we need to add some numbers to our example goal above. Let's say that you want to *double* the number of LinkedIn followers. Boom, the goal is now measurable!



Attainable

It can be tempting to aim high but don't set yourself up for failure. If you just launched but want to reach a million dollars in sales by next week, you might be dreaming a little too big.



Relevant

Does the goal fit into a bigger plan? Remember, goals are just a piece of your overall social media marketing strategy. Each goal should help support your business objectives.

How's our example goal looking? If you're a B2B social media marketer, pretty good! In this case, focusing on a business-focused platform like LinkedIn makes sense.



Time-bound

If your goal doesn't have a due date, it's easier to put off. We want to make sure we accomplish these social media goals, so be sure to set a timeline for completion.

We started by wanting to increase the size of your audience. Now, we know that you want to double your LinkedIn followers within six months.

Our example goal now fits the SMART criteria!

Write down at least 5 SMART goals regarding your social media.

2. Key Performance Indicators (KPIs)

Cool! You already know now, what you want to achieve. Let's check where we are in our audit..



Now, we need metrics to check on our goals. Setting **K**ey **P**erformance **I**ndicators (KPIs) is crucial for managing your budget, streamlining workflow, proving ROI, and aligning social media activities with broader business objectives.

Find out what the most common 9 social media marketing goals are and how you can know your numbers on the next page.

Goal	Breakdown of Goal	How to Reach
1. Increase Brand Awareness	Post Reach	Utilize analytics tools provided by social media platforms to monitor post reach.
	Audience Growth Rate	Monitor follower count over time and calculate the growth rate.
	Potential Reach	Estimate the potential audience reach based on previous post performance and audience demographics.
	Social Share of Voice	Use social media listening tools to monitor brand mentions and compare with competitors' mentions.
2. Manage Brand	Trust Drives Growth	Focus on building trust and
Reputation		credibility through consistent
		engagement and transparent communication on social media.
3. Increase Traffic to	Traffic to Your Site:	Utilize web analytics tools like
Your Website		Google Analytics to track
		website traffic and analyse
	N. I.D.C. I	trends over time.
	Network Referrals	Use UTM parameters to track referral traffic from social media
		platforms and identify top- performing channels.
	Email Sign-ups	Set up conversion tracking to
	a.r o.g.r. apo	monitor the number of email
		sign-ups originating from social
		media traffic.
4. Improve Community	Engagement Rate by Reach (ERR	Calculate the engagement rate
Engagement	Reach (ERR	by dividing total engagements by post reach and multiplying
		by 100.
	Engagement Rate by	Calculate the engagement rate
	Posts (ER Post)	by dividing total engagements by the number of posts and multiplying by 100.
	Daily Engagement	Track daily interactions on social
	Rate (Daily ER)	media platforms and calculate
		the average engagement rate
		over time.

5. Boost Conversions or Sales	Conversion Rate	Analyse conversion data using web analytics tools to measure the effectiveness of social media campaigns in driving actions.
	Click-Through Rate (CTR)	Monitor the number of clicks on call-to-action links in social media posts and calculate the click-through rate.
	Social Media Conversion Rate	Set up conversion tracking to monitor the number of conversions originating from social media traffic.
	Bounce Rate:	Evaluate how many people from your social media sites visit your site and then leave without taking any action such as clicking on a link.
6. Generate Leads	Social Media Lead Generation Tactics	Utilize strategies such as profile optimization, timing your posts
		effectively, making catchy content, exploiting customer testimonials, introducing rewards and bonuses, social media bots, customized pitches, hosting online events, and analysing your data.
7. Deliver Customer Services	Establish New Customer Support	Set up dedicated customer support channels on social
Scrvices	Channels:	media platforms and respond promptly to customer queries and feedback.
	Reduce Wait Times	Use chatbots and automated responses to provide instant assistance and reduce customer wait times on social media platforms.
	Increase Customer Satisfaction	Implement strategies to address customer feedback and complaints promptly, and continuously seek ways to improve customer satisfaction.
8. Gain Market Insights with Social Listening	Brand Mentions	Use social listening tools to monitor conversations mentioning your brand across various social media platforms and analyse sentiment and track the level of discussions that are related with your brand.

	Relevant Hashtags	Identify relevant hashtags used in discussions related to your brand or industry and participate in relevant conversations to gain insights (we'll find out later how)
	Competitor Mentions	Track discussions which include your competitors and identify sentiment towards them.
	Industry Trends	Scroll through explore feeds to find new trends and changing consumer preferences.
9. Attract Candidates for Open Positions	Number of Leads per Platform	Track the number of leads generated from each social media platform to identify the most effective channels for recruiting candidates.
	Source of Hire	Analyse data on the source of hire to identify regions or institutions that produce top candidates and optimize recruitment strategies accordingly.

So, which ones fit for you? Note down what your personal KPIs are. You can come back later and check on how to achieve them.

3. Analysis

Let's have a look where our rocket is.



Analysing is the most important port of our audit. There are 4 things that are most important and that we'll have a look at.

- 1. Your platform presence
- 2. A SWOT Analysis, which we'll do for your accounts
- 3. Your top content
- 4. Your audience engagement

Let's gather some data.

3.1 Your Platform Presence

Tracking is crucial for gathering data and making educated decisions on your social media platforms.

I have listed the most important tracking methods here for you. I suggest that you evaluate which ones are most beneficial to you and implement them immediately after completing your audit

1. UTMs (Urchin Tracking Modules)

UTMs are specialized tracking tags appended to the end of a URL. They offer a strategic way to monitor traffic sources as you share links.

You can create unique UTMs for different social media platforms, such as one for Twitter and another for Facebook. These codes facilitate identifying the origin of website visitors.

2. Web Analytics

Utilizing tools like Google Analytics or your website's analytics software to discern the sources of incoming traffic is one of the most common methods to easily track your leads.

You can analyse whether spikes in traffic originate from specific social media platforms, such as YouTube or Instagram, by examining data on your landing page.

I strongly suggest you to access Google Analytics to gain insights into social media traffic patterns.

To view traffic from each social channel, navigate to: Acquisition > All Traffic > Channels > Social.

Evaluate post performance based on URLs by following the path: Acquisition > Social > Landing Pages.

3. **Direct Inquiry**

Although traditional, directly asking leads about their referral source remains an effective method.

You can incorporate a question like "How did you hear about us?" in contact forms or during the final stages of the sales process to gather valuable insights into lead origins.

3.2 Frequency

It's important how often you post. And how often your followers like to see your content in their feed.

Are these two numbers the same? To find out...

- Record the frequency of posts on each platform to ensure consistent engagement.
- analyse the types of content shared on each platform to align with audience preferences and platform dynamics.
- Determine optimal posting times based on audience activity and engagement patterns, considering both days of the week and times of the day.
 - -> You can find all of this data in the analytics of your social media account.

3.3 SWOT Analysis

A SWOT analysis is a straightforward yet powerful tool used to assess the strengths, weaknesses, opportunities, and threats associated with your social media strategy.

Let's see, what the different letters mean and then conduct one by ourselves.

Here's a breakdown of each component:

Strengths:

These are the positive attributes of your social media strategy. For instance, if you have a strong brand presence with engaging content and a large following, these are considered strengths.

Weaknesses:

Weaknesses are areas where your social media strategy may fall short. This could include inconsistent posting schedules, low engagement rates, or a lack of understanding of your target audience.

Opportunities:

Opportunities are external factors that your brand can leverage to its advantage. This could be a new social media platform gaining popularity, emerging trends in your industry, or new features offered by existing platforms.

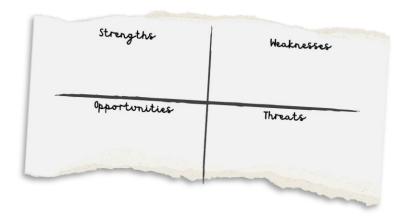
Threats:

Threats are external factors that could potentially harm your social media strategy. This may include increased competition, negative feedback or reviews, changes in algorithms, or shifts in consumer behaviour.

So you see, a SWOT analysis is a super helpful tool for evaluating your social media strategy. Now let's get our hands dirty and create one too. Here's how to do it.

- 1. Start by grabbing a piece of paper and a pen.
- 2. Create a simple grid by drawing four boxes labelled "Strengths," "Weaknesses," "Opportunities," and "Threats."

By now, it should look like this:



(I do hope your paper is in a better condition though.) But let's start brainstorming and analysing:

- 3. In the "Strengths" box, jot down things your social media strategy does well, like having engaging content or a strong brand image.
- 4. Move to the "Weaknesses" box and list areas where your strategy could improve, such as inconsistent posting or low engagement rates.
- 5. In the "Opportunities" box, note external factors that could benefit your strategy, such as new trends or collaborations.
- 6. Finally, in the "Threats" box, write down any external factors that could harm your strategy, like increasing competition or negative feedback.
- 7. Review your notes and look for patterns. Then, brainstorm ways to leverage strengths, address weaknesses, seize opportunities, and mitigate threats.

8. Remember to revisit your SWOT analysis periodically to reflect changes in your strategy and your socials.

Well done! You are one step closer to your set goals.

3.4 Top Content

Want to go viral more frequently?

By identifying which posts resonate the most with your audience, you gain insight into their preferences, interests, and behaviours. Whether it's adjusting the timing of your posts, experimenting with different content formats, or refining your messaging, this iterative process helps you continually improve and optimize your social media performance.

For each social media profile you manage, compile a list of the **top 5** performing posts. These are the posts that have garnered the highest levels of engagement, such as likes, comments, and shares.

Then start ranking your posts by engagement rate:

- Identify which types of content are generating the desired response from your audience (Your KPIs). Is it photo posts, videos, or perhaps stories and reels?
- Determine which content format has the highest engagement metrics. Do candid behind-the-scenes posts resonate more with your audience, or do polished and professional posts perform better?
- Compare how your audience responds across different social media platforms. Does certain content perform exceptionally well on one platform but not on others?
- Assess whether asking questions in your posts encourages engagement from your audience.

Also check if your Top Posts are Aligned with Your Brand Voice.

If they do not, but still perform well in terms of engagement, it may be time to reassess your brand voice to ensure consistency and authenticity across all content.

3.5 Audience Engagement

By analysing audience engagement through defined buyer personas and engagement rates, you can gain valuable insights into the effectiveness of your social media strategy and optimize your content accordingly.

To effectively gauge audience engagement, follow these steps:

1. Define Buyer Personas

Identify 3 to 5 main buyer personas for your brand. Each persona represents a distinct segment of your target audience.

For instance, if you are a health and wellness coach, your personas might include "Sleepless Susie", she's a new mom desperately seeking sleep and sanity. Usually, she spends 3 hours per day on Facebook.

For Instagram, it might be completely different. Maybe it's even "Protein Pete", the guy who struggles gaining weight. Tailor your messaging on each platform according to these personas.



2. How to easily calculate your engagement rate

Posting on Instagram without knowing your engagement rate is like playing darts blindfolded - you might hit the bullseye, but chances are you'll miss the mark entirely!

So, better you take your blindfolds off and we check how this calculation works.

Engagement is vital for understanding how well your social media content resonates with your audience. Calculating the engagement rate is a simple way to measure this.

Follow these simple steps to easily gauge the engagement level of your social media posts and for getting valuable insights to refine your strategy and better connect with your audience.

- **1.** Identify the engagement metrics you want to focus on, like likes, shares, comments, etc. Choose the ones that align best with your set goals.
- **2.** Gather the total number of engagements your post received. This includes likes, shares, comments, and any other form of interaction. Best, you write all of this in a list or table.
- **3.** Check how many followers you have on the social media platform where you posted your content.
- 4. Use this easy formula:

Engagement Rate = (Total Engagements / Number of Followers) * 100

Divide the total engagements by the number of followers, then multiply by 100 to get your engagement rate percentage.

Here's an example so it gets really easy for you:

If a post receives 150 likes, 50 shares, 30 comments, and the channel has 10,000 followers:

Total Engagements = 150 (likes) + 50 (shares) + 30 (comments) = 230 Number of Followers = 10,000

Engagement Rate = (230 / 10,000) * 100 = 2.3%

This means that the engagement rate for that specific post is 2.3%, indicating the percentage of followers who interacted with the post through likes, shares, or comments.

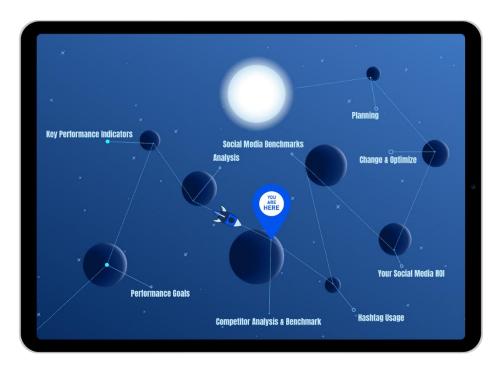
A higher engagement rate means your content is hitting the mark with your audience. Lower rates might suggest room for improvement in your content strategy.

It's important that you repeat this process regularly to track how your engagement rates change over time.

It's a quick and effective way to fine-tune your content strategy.

5. Competitor Analysis & Benchmark

Let's check how far you've already come with your rocket.



Your brand cannot reach full potential without evaluating what it's up against.

By following these steps to audit your competitors, you can spot opportunities to strengthen your brand's social media and set it apart from the competition.

First, let's discover your competitors and find out who else is playing in your field on social media. Take a peek at what your competitors are up to on social media.

See which platforms they're active on, how often they post, and what they're sharing. So, then it makes sense to compare the numbers.

How many followers do they have? How engaged is their audience with their posts? You can also calculate their engagement rates and benchmark them against yours.

Check out the type of content they're sharing and how well it's connecting with their followers. Now, let's think about what makes your brand special. You can do this by asking yourself the following two questions:

- 1. How can you find your unique edge?
- 2. How can you stand out from the competition? (Is it through your products, your voice, or by targeting a specific niche?)

I suppose, you have a clear answer for that already- of course. But can you answer this question for social media as well? In order to stand out on social media, it is crucial to

- 1. Be special
- 2. Do something special
- 3. Do only this one thing

For example:

- 1. The guy with the blue curls
- 2. Bakes cake and explains law while baking

Or

- 1. The woman who only wears pink clothes
- 2. who sings opera while skydiving

These are extreme examples. But on social media, there's only one rule: The more you stand out, the more attention you'll attract. Keep this in mind when you're creating your content.

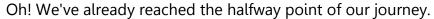
So then, take a closer look at those who are doing social media right. You can find influencers in your industry and see how they handle their social media presence.

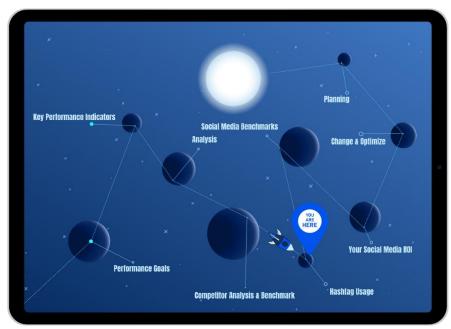
I suggest you do a little SWOT analysis to understand their strengths, weaknesses, opportunities, and threats.

Then, dive into their top-performing content and figure out what makes it tick. Check out the hashtags they're using to stay current. And finally, see how often they're posting and adjust your own posting schedule accordingly.

Following the operational actions of successful individuals in your niche will take you a long way.

4. Hashtag Usage



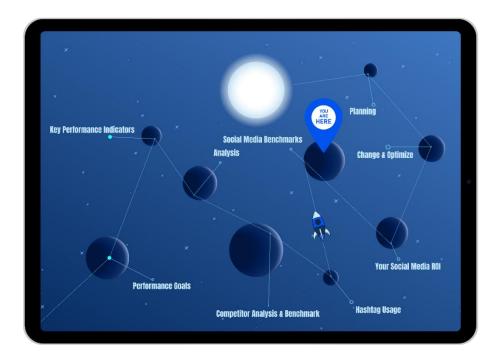


Let's talk about hashtags. Truth be told, hashtags aren't as important as they once were. However, in social media marketing, keeping up with trends is crucial, and hashtags represent trends.

To discover new trends, simply explore the trending topics on social platforms related to your niche. By incorporating these hashtags into your posts, you'll enhance your content's visibility, potentially increasing engagement and brand awareness.

I recommend jotting down the top 20 popular hashtags to have a variety. Keep an eye on both timeless and trendy hashtags, and decide which strategy you want to pursue. Always aim for 5 to 10 hashtags in your posts.

5. Social Media Benchmarks



So, you already found successful people on social media in your niche, but what is a Social Media Benchmark?

A social media benchmark is like a yardstick for measuring how well your business is doing on social platforms compared to others in your industry. It sets a standard for success, showing you what level of performance is typical within your field. Think of it as a target to aim for or even surpass.

These benchmarks are essential because they give context to your social media goals and metrics. While tracking your own progress over time is valuable, comparing your results to industry averages reveals where you stand and where there's room for improvement.

Here are examples of Benchmarked Metrics:

- Profile Impressions
- Profile Reach
- Followers
- Audience Growth Rate
- Engagement Rate
- Video Plays
- Posting Frequency
- Clicks
- Shares

Of course, it's important to focus on your specific industry because data can vary significantly between different industries. To explore some benchmarking data for your industry, I've selected three great sources for you to check out:

Social Media Today

Statista

MarketResearch.com

Simply search for "Social media benchmarks" on these sites. I want to emphasize that these sites are personal preferences, and we do not have any financial relationship with these companies.

So when you have a look on some of the most important social media benchmarking data, you should focus on four key metrics:

- Page/profile impressions: The number of times content from or about your profile or page appears on someone's screen. Note that this number is not the same as reach. Reach indicates the number of accounts that see your content. Impressions will usually be higher because one account might view your content multiple times.
- Audience growth rate: Rather than a simple count of new followers, this is a
 measure of how your audience is growing (or shrinking) as a percentage of
 your existing followers.

Net New Followers/ total Audience *100 = Growth Rate Percentage

• Post engagement rate: Total engagements (likes, comments, saves, shares) divided by your total audience, expressed as a percentage.

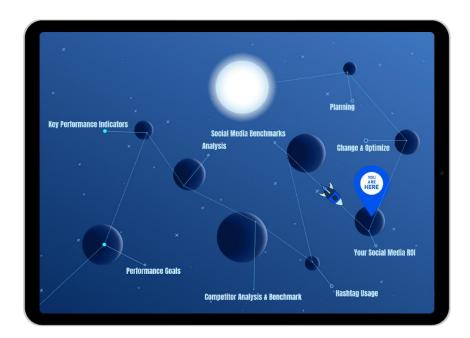
Total likes, comment & shares/ total followers *100 = Average engagement rate in %

• Posting frequency: The average number of posts shared per day.

Combined, these benchmarks give you a good sense of how your social accounts stack up against the competition in terms of both output and performance.

6. Determine Your Social Media ROI

We came for on our journey already!



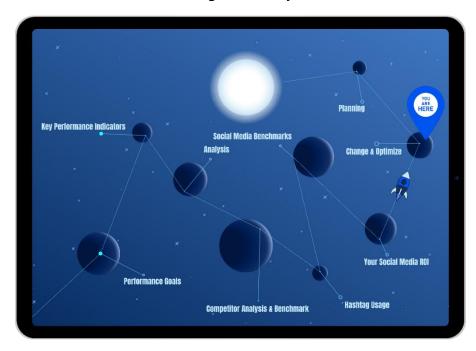
So.. did you already ask yourself the following question: are you seeing any results for all the effort you're putting in?

If you are a normal human being, it makes sense to wanting to know an answer to this question. You can calculate your social media **r**eturn **o**n **i**nvestment (ROI) to understand the value contributed by your social media marketing efforts to the overall business objectives.

We've put together a comprehensive ROI tracking template on Excel just for you. Expect it to land in your inbox next week!

7. Change & Optimize

We almost reached our goal already.



And we've gathered a ton of data. Now, let's put it to good use.

7.1 Update Your Social Media Marketing Strategy

Now that you have all the insights from the analysis, consider changing your strategy. Sometimes we have to make bold moves – this can include realizing that letting go of an account or platform completely is more productive than keeping posting.

For example, if you sell B2B, TikTok might just not be the right place to sell anything for you.

So, in order to rethink your strategy, take a look at:

- Your KPIs
- Your SWOT analysis
- Your account analytics/numbers
- Top performers in your niche
- Benchmarks from your niche
- Your social media ROI

Now, compare these to the goals you defined at the beginning of the audit. Check where you are now and where you want to be.

Then, ask yourself this one question for every goal:

What is the key activity that will get me from where I am now to where I want to go? Write this down for every goal.

Next, assess which platforms are most effective. Consider exploring new platforms if relevant. Make sure you have one most important platform. Focus there on high-performing content and consider repurposing this content for other platforms that are less relevant.

Do you feel overwhelmed and need help with your strategy or are you interested in getting this done for free? **Book a call.**

You will get:

- 30 Days to InstaFame: proven 12 Steps client acquisition formula: Get every detail to solving your ideal client"s biggest problem. (199€ value)
- Cristal clear done with you audit... how anyone can understand and optimize their social media without having any idea about metrics (399€ value)
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For FREE

7.2 Optimize

Your profile information is by far one of the most important things of your social media. Often, it's the first impression your potential future customers or clients have of you. So optimizing it to make it the most effective seems like a pretty good idea.

That said, ensuring completion is the foundation of your bio. That means making sure all profile information is filled out, including bio, website link, and contact details and all other buttons or descriptions or whatever placeholder there is for you to enter information.

Obviously, update your images. Especially if you are a personal brand, verify that profile pictures and cover photos are current and aligned with your brand's guidelines. It's not cool to still use photos from 2016. Also, because that is so disruptive to your image consistency.

Please ensure that images reflect your brand's identity. That is regarding the aesthetic of your brand, especially the colours. Also, make sure your photos comply with the size requirements of each social platform, so nothing is cut of or there is white or black frame. The truth is, that that is looking cheap and unprofessional.

So, speaking of the bio, how could an optimized bio look like? We created a few templates for you, so you can simply copy & paste.

1. Template 1: What are you known for?

- o [Who you are/what you're known for]
- [Something unique about you]
- [Affiliated accounts/businesses]

2. Template 2: The emoji list

- [Your interests/content themes]
- [Affiliated account/job title + company]
- • [Location]
- ■ [Contact info]

3. Template 3: Symbols + bio link CTA

- → [Reason to follow]
- ◆ [Your interests/content themes]
- ↓ [CTA] ↓
- o [Link]

4. Template 4: Brand Mission

[Brand mission statement]

1. Template 5: Short and Sweet

- [Who you are]
- [Content themes]
- [Contact info]

2. **Template 6: The CTA**

- [One liner that sums up your account]

3. Template 7: We're Cool, Kids

[Witty description related to your brand/product]

So, these are just examples, of course, but I'm sure they can give you a pretty good idea of which direction to go. Here are even some more additional tips for you:

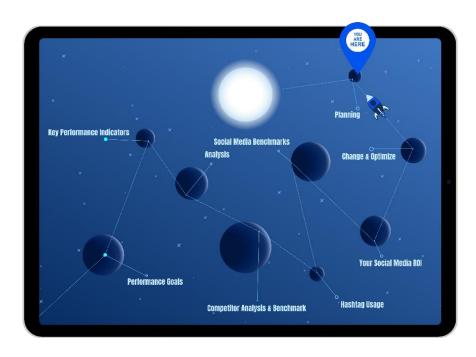
Always aim for consistency across all platforms regarding your username. If that's not possible, try to use something as close as you can.

Always include a call to action (CTA) or contact info as visibly as possible.

Always double-check that URLs lead to the correct pages. Mistakes like these can go unnoticed for a long time, and they are the most drastic mistakes.

On Instagram, you can create pinned posts! If you don't have any yet, why not create three introduction posts for your site, so everybody can see your pitch directly in a big way when they visit your profile.

9. Planning



Wow, almost through the whole audit!

In future emails you will receive from us, you will receive a completely free content calendar template and as well an optimized prompt for ChatGPT, so you do never ever have to think again what to post- and safe your valuable time.

A content calendar is a tool used by businesses to plan and organize their social media content in advance. Essentially, it's like a schedule or timeline that outlines what content will be posted on which platforms, and when.

It is crucial because it helps you plan and organize your social media posts in advance. This ensures that you maintain a consistent presence online and that your content aligns with your overall marketing strategy.

So, keep an eye on your inbox 😌

I'm so proud of you, making it through the whole audit. You really did something for the success of your business today.

I suppose you won the social media audit game.



Grow your socials finally & be amazing,

Mira Knaup

SocialClicks



PS: Want to be the top choice for clients in your niche with investing only 3 hours a month... guaranteed?



We are partner for busy coaches and consultants.

If, after the first month of working together, you don't see an increase of at least 500 followers on your social media platforms, we'll completely refund you immediately.

Stop inconsistent client flow

Why book a call?

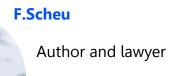
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"The result was always outstanding"

"As a client, you often only have a vague idea of what you actually want. So it's all the better if you have someone who seriously wants to create great content and thinks along with you.

SocialClicks attaches great importance to improving the content until it fits.

"I am 100% satisfied as a client."