

AGENCY • SEO & DIGITAL MARKETING

# Profitable B2B SEO Agency Running 10 Hours Weekly

Established digital marketing agency with diversified client base, automated lead generation, and delegated fulfillment. Strong margins with minimal owner involvement.

ASKING PRICE

\$301,000

28x Monthly Multiple

|                                                             |                                                   |                                                   |                                          |
|-------------------------------------------------------------|---------------------------------------------------|---------------------------------------------------|------------------------------------------|
| <div>\$313K</div> <div>TTM REVENUE</div>                    | <div>\$129K</div> <div>TTM PROFIT</div>           | <div>41%</div> <div>PROFIT MARGIN</div>           | <div>~40</div> <div>ACTIVE CLIENTS</div> |
| <div>BUSINESS MODEL</div> <div>Retainer &amp; Project</div> | <div>ESTABLISHED</div> <div>2021</div>            | <div>OWNER INVOLVEMENT</div> <div>10 hrs/wk</div> |                                          |
| <div>TEAM SIZE</div> <div>1 Contractor</div>                | <div>CUSTOMER MARKET</div> <div>US / Global</div> | <div>TREND</div> <div>Growing</div>               |                                          |

## Investment Highlights

- Owner works only ~10 hours per week with delegated fulfillment
- Diversified client base; top 3 clients represent only ~20% of revenue
- Automated lead generation system delivers consistent inbound pipeline
- 58% repeat/recurring clients with low reported churn rate
- 4+ years operating history with strong 41% gross margins

## Growth Opportunities

|                                                                                                                                |                                                                                                                                   |
|--------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------|
| <div>Diversify Acquisition</div> <div>Reduce platform dependency by adding outbound, SEO, and partnership channels.</div>      | <div>Expand Retainer Revenue</div> <div>Convert more project clients to recurring monthly retainers for predictable income.</div> |
| <div>Scale Contractor Team</div> <div>Add fulfillment capacity to serve more clients simultaneously without bottlenecks.</div> | <div>Raise Pricing</div> <div>Reposition away from platform pricing pressure to improve margins on new work.</div>                |

## Interested in Learning More?

Sign an NDA to access full financials, business details, and schedule a call with the seller.

Request Access →