



UNLOCK

\$10M

**IN REVENUE
GROWTH**

WITH REVOPS SCIENCE®

Jonathan *J. Mentor*
#ProvokeVisibility





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#ProvokeVisibility

BLACK

CEO

LATINX

GAY

**GROWTH
BEAST**



SINGLE DAD



www.jonathanjmentor.co

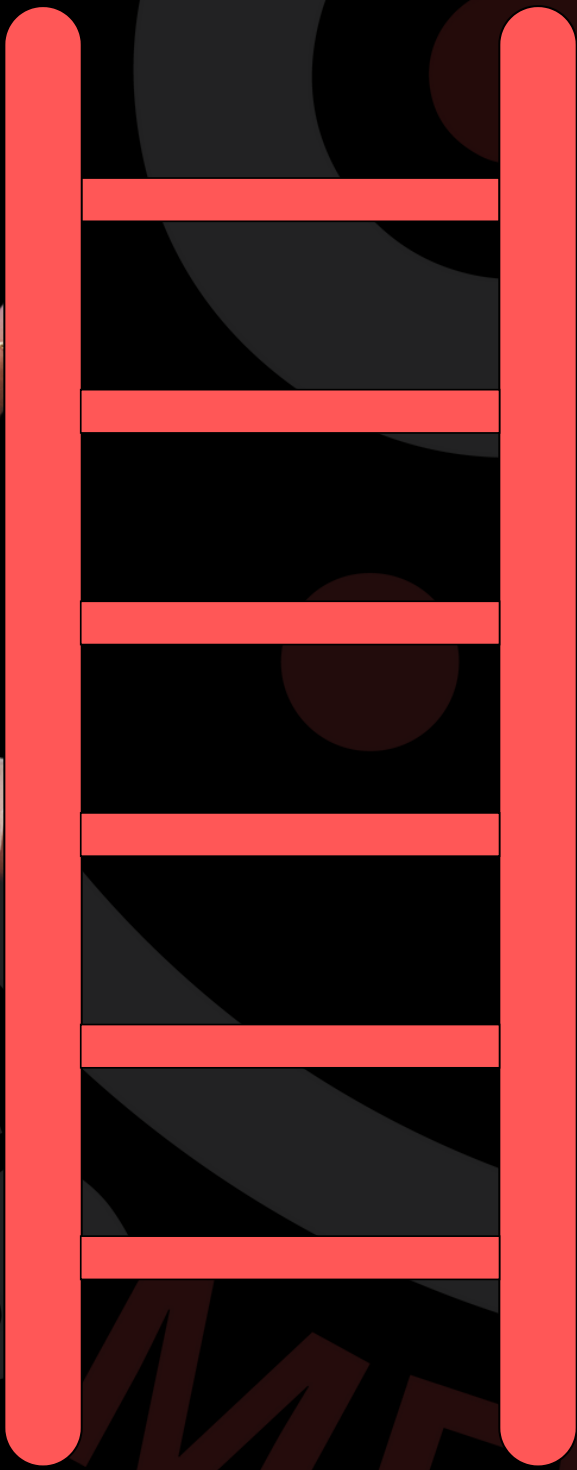
@jonathanjmentor

Jonathan J Mentor



MISSION 😎

Shoutout to Zariah Rose



#ProvokeVisibility

\$10M X 10 STARTUPS = \$100M

\$100M = GROWTH + VISIBILITY

VISIBILITY = BOLD FUTURE

#DiversityinTech





0.09% BLACK FEMALE

\$250M : \$39.85B

LATINX : White VC funds

11% DIVERSE "BIPOC"

DIVERSITY

IN TECH

BY THE

NUMBERS



REVOPS

SCIENCE

**UNCOMPLICATES
GROWTH**

WITH THE 3 P'S OF PROFIT

*Process
Performance
Progress*



PROCESS BOOM®

STEP 4 MAXIMIZE

Your Goal: AGILITY!

Track KPIs + Improve Proactivity

STEP 1 BEGIN

Your Goal: DISCOVER!

Align Goals + Prioritize Opportunities



STEP 3 OBVIATE

Your Goal: SCALE!

Launch Actions + Shield Growth

STEP 2 OPERATE

Your Goal: GO!

Defend Priorities + Optimize Outcomes



PROCESS

RWMC

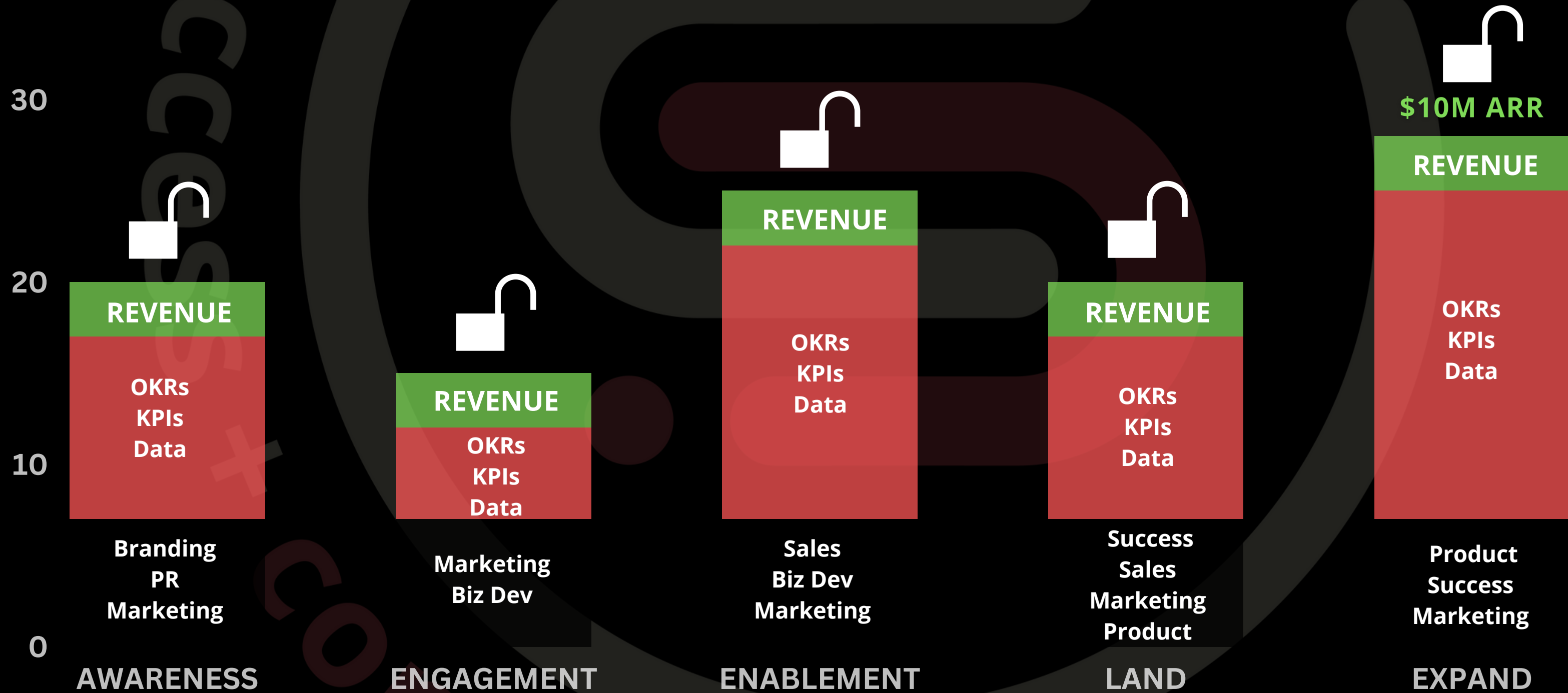
RIGHT * WRONG * MISSING * CONFUSED





PERFORMANCE

THE REVENUE GROWTH FORMULA®





PERFORMANCE

THE REVENUE GROWTH FORMULA®

ACTION: PRIORITIZE GROWTH PILLARS

CALCULATE

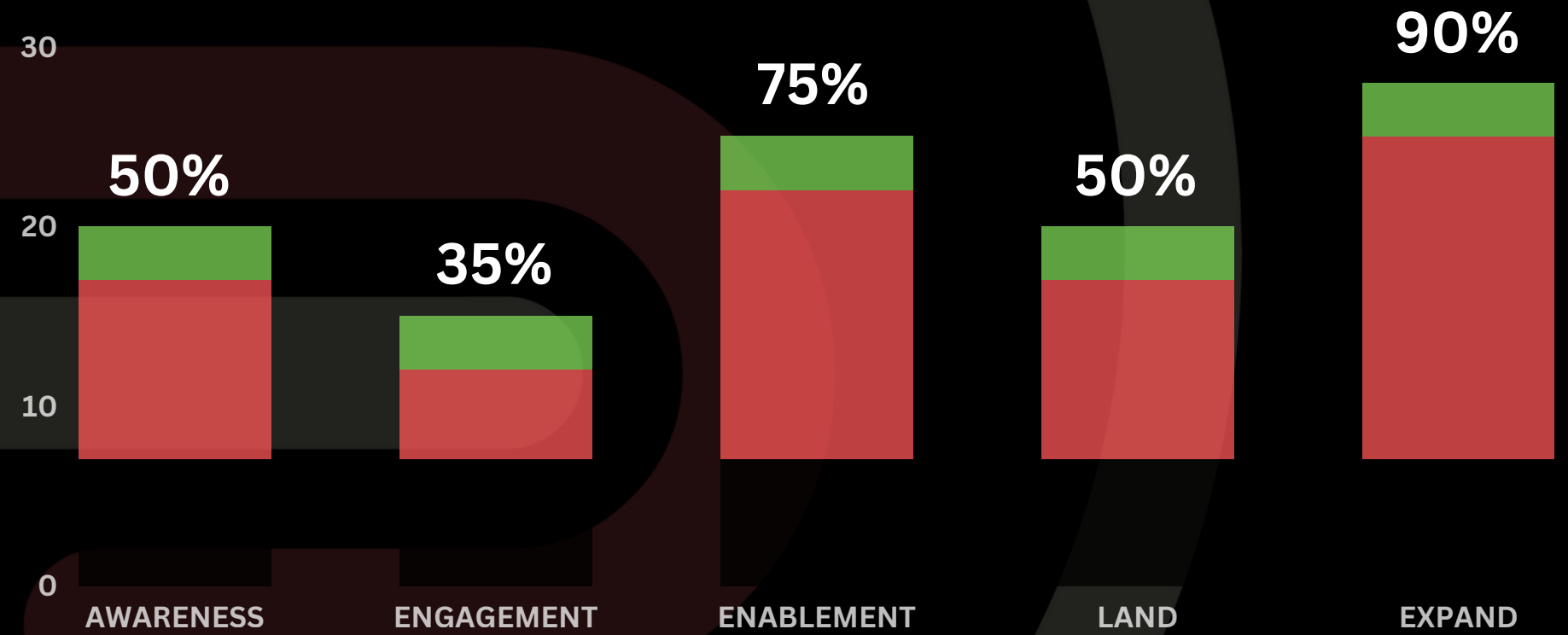
Improved Pillar outcomes and alignment unlock revenue exposure opportunities

BENCHMARKING

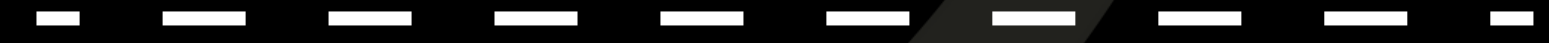
Audit each Pillar to set the Growth Indicators at the start to monitor Growth from actions.

RESOURCE MAPPING

Which Growth Pillar requires the most investment of tech, humans and dollars to reach the Growth Focus?



BENCHMARK (y) is GOAL PERCENTAGE (P%) of GOAL (x)



$$P\% = y/x$$

$$P\% = 300/3000$$

$$P\% = .1 * 100$$

$$P\% = 10\%$$



PROGRESS

PARALLEL
GROWTH
PLANS®

HEADCOUNT
V RELEASES
CONTENT
LEADS
SALES
PRESS



GROWTH

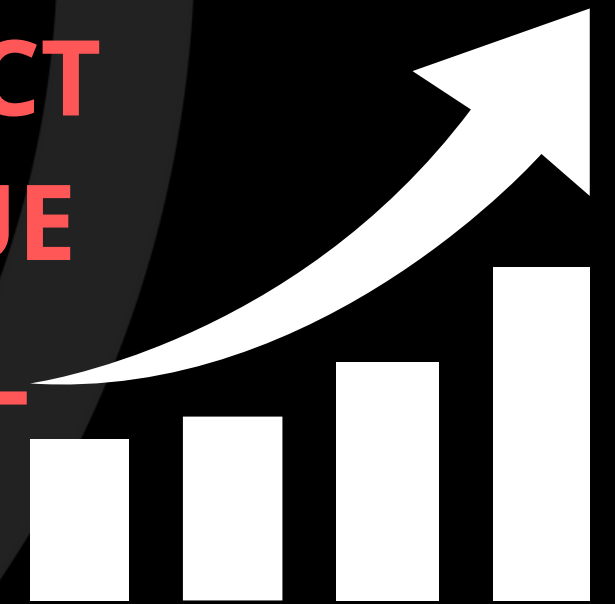


MEASURED ON THE
CLOCK



MEASURED ON THE
CALENDAR

COMMUNITY
CUSTOMER
PRODUCT
REVENUE
CAPITAL
DATA



GROWTH

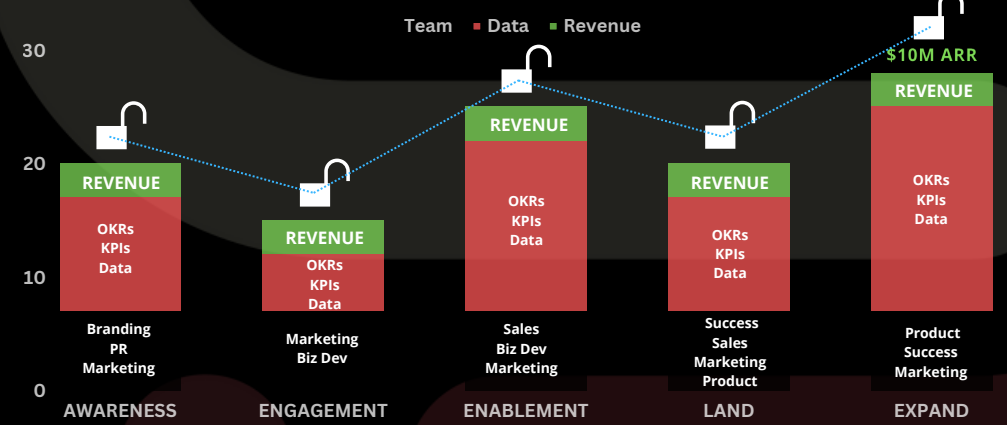


UNLEASH REVOPS SCIENCE®

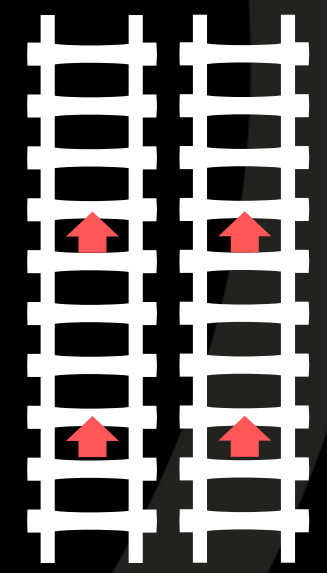
PROCESS

PERFORMANCE

PROGRESS



Measured on the clock



Measured on the calendar



Unlock opportunities.
Reveal priorities.
Defend focus.



HI, WE'RE SUCCESSMENT

RevOps | Strategy | Marketing | Content | Creative | Consulting

WHAT

We're a **revenue growth partner** for diverse B2B startups that enables economic visibility for disadvantaged humans in tech.

WHY

Diversity, Equity, Inclusion, Access, and Belonging of thought, ability, ethnicity, race, religion, age, identity, gender preference, color, class, and background deserve collective investment.

HOW

We uncomplicate **RevOps Science®** with **BOOM®** to spark B2B startup's first **\$10M**.

#ProvokeVisibility



WHO WE IGNITE



\$750K
Channel Sales



\$1.25M
Pipeline



2x
Revenue

