SOCIAL MEDIA STRATEGIC IMPLEMENTATION PLAN

WE ARE HERE PHASEI • Monthly reporting and optimization Platform Assessment, Quarterly reporting on social Research, and performance Recommendations Content testing FY21 Q1 - Q2 FY21 Q3 FY21 Q4 Platform Assessment. FY21 Q1 - Q2 FY22 Q1 - Q2 FY21 Q4 FY21 Q3 **PHASE I** Monthly reporting and optimization Platform Assessment, Quarterly reporting on social performance Research, and • Research popular content and audiences Recommendations found on LinkedIn Determine which leads are sourced from LinkedIn FY21 Q1 - Q2 FY21 Q3 FY21 Q4 **PHASE I** Monthly reporting and optimization Platform Assessment, Quarterly reporting on social performance Research, and Reduce number of Tweets Recommendations • Determine Twitter-sourced leads FY21 Q1 - Q2 FY21 Q3 FY22 Q1 - Q2 FY21 Q4