

## MARKETING FUNNEL CANVAS

A model describing the customer journey from awareness to purchase

BUSINESS : Chipmunks Playland & Cafe	DESIGNER :
PRODUCT/ : Playground	CUSTOMER Parents treating PERSONA their kids to play

Ú INTEREST	<b>PROSPECT</b>
Site Visit	
Ask other customers	
	LEAD
PURCHASE	
Chipmunks Outlet: Tunjungan Plaza 5 Payment: Credit Card Discount: Membership	
Tech. Buyer: Wife Other payment method used: Debit Ca	urd
Chipmunks Outlet: Lenmarc Payment: Cash	
Tech. Buyer: Suster	VIR
L KEEP CUSTOMER	LO
GROW CUSTOMER: UP-SELL, NEXT-SELL, AND CROSS-SELL	
Subscribe for siblings (10% Discount) [Up-Sell] Merchandise/Toys (Cross-Sell)	
Cafe for the Parents (Cross-Sell) Next Visit (Next-Sell)	
GROW CUSTOMER: REFERRAL	
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