



اَوْنُوْزِ سَيِّتِي تِيكُوْ لُوْ كِي مَارَا
UNIVERSITI
TEKNOLOGI
MARA

**FACULTY OF BUSINESS AND MANAGEMENT BACHELOR
OF BUSINESS ADMINISTRATION (HONS.) TRANSPORT**

(BA247)

ENT530:

PRINCIPLES OF ENTREPRENEURSHIP

PAIR ASSIGNMENT:

SOCIAL MEDIA PORTFOLIO

FACEBOOK PAGE:

TFN BROWNIE BY SUJI



PREPARED BY:

NAME	STUDENT ID	CLASS
NUR AZILA UMAIRAH BINTI MOHD RAMLI	2021888532	530L
NUR SUHAILA BINTI NOORFAIZAN	2021864586	530L

PREPARED FOR:

MADAM NORFAZLINA GHAZALI

ACKNOWLEDGMENT

First of all, we would like to express our gratitude to Allah S.W.T for the completion of our written report as one of the obligate assignments for subject Principles of Entrepreneurship (ENT530) during this semester. We would like to thank God for showing us strength in overcoming challenges in making this assignment. This report is based on the guidelines given by our lecture, Madam Norfazlina Ghazali.

Beside that, we would like to thank to our Principle of Entrepreneurship lecture, Madam Norfazlina Ghazali for giving us a proper guide by sharing useful information and idea to us. She gives us a lot of time to complete our assignment. Because of her kindness in helping us, me and my partner have completed my case study. We really appreciate her because without her guidance we would not complete our assignment on time. We did not expect at the beginning that we will get a great lecture like her.

Moreover, we would like to thank to our beloved parents for giving us morale support when we doing this assignment. Not only that, they also provide a comfortable place for us to complete our assignment. We were very grateful to have parents like them because they know that we were having difficulties when we had to attend class in online platform because we were not allowed to go to our campus. It would be possible for us to complete this assignment without the support from our parents.

Lastly, a big thanks to our fellow friends who has always help, supportive and very kind to me and my partner to complete this assignment. Sure, this assignment followed the requirements that needed. Many difficulties where we faced during these processes, but thank God we can managed to overcome the hardship and learn through every mistake that we made. We have learned to become more professionalized in managing problems. Without them, we might not complete this assignment successfully and on time.

EXECUTIVE SUMMARY

TFN Brownies or known as The Famous Nisha started their own business in 2016. TFN Brownies are famous with their own thin and crunchy brownies. They started this business with 3 product line which is walnut, chocolate chip and mint. Their mission is to be one of the best manufacturers that eager to be creative and take a good responsibility in quality of the product. Right now, there are 6 flavours that come up along the way till 2022 which is red velvet, mocha, and dark chocolate. The area of price is quite affordable and most customer can afford to buy it. The packaging of TFN Brownies also very user-friendly as they use a zip lock packaging so that the brownies will not sluggish, and it will give best satisfaction to a customer.

This social media portfolio is to ensure the readers know about the organization activities like how to run and promoting their business which is TFNBrowniesbysuji. On these Facebook, readers will be exposed to business purposed about teaser, soft sell and hard sell which is for attracting consumers. This also is one way to keep the retaining customers and sustain the profit of organizations. Each of organization have their vision and mission to have a successful business. Our business also registered under SSM and go-e commerce. This is to ensure customers will have a trust to our company.

TFNBrowniesbysuji that based on Rembau, Negeri Sembilan providing a good quality product. We provide few of ways of to get the product by COD and postage delivery. Every process of delivering to customers were done by our organization. Keeping up to date to customers to get the outcomes and it is one of the ways we stay connected with our customers. The goal of TFN Brownies' marketing strategy is to increase customer attraction by lowering prices while maintaining product quality. We provide a lower pricing because we believe that this will enable everyone to purchase the product. We also provide unique prices for our customers to purchase on specific days.

All of business should have a social media to promote their product or services. TFN Brownies consisting of supply chain of organization which is supplier, stockist, agents, and dropship plays an important role in promoting and selling the products to get a revenue. Additionally, drop shippers are recognised as agents, whose only duties are to market things and make money. Social media such as Facebook page, help many small businesses to sell and publish about their products. TFNBrowniebysuji use a Facebook page to gain new customers and sustain remaining customer by posting hard sell and soft sell. Customers get their product from the link that has been posted in every posts.

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1.0 GO-ECOMMERCE REGISTRATION

The screenshot shows the 'Go-eCommerce BETA' user interface. At the top, there is a navigation bar with icons for Home, My Profile, My Business, My Learning, My Notifications (with a red '4' badge), and More. Below the navigation bar is a yellow banner that reads: 'Have you updated your sales today? Update your sales regularly to collect more points!'. The main content area is divided into two tabs: 'PERSONAL PROFILE' (selected) and 'BUSINESS PROFILE'. On the left side of the 'PERSONAL PROFILE' tab, there is a circular profile picture of a man and the name 'NUR AZILA UMAIRAH BINTI MOHD RAMLI'. The main area contains two sections: 'Personal Information' and 'Institution Information'. The 'Personal Information' section includes fields for Name, New Identity Card No., Email Address, City, State, Personal Facebook, Gender, Marital Status, Phone/Mobile, Home Address, District, Postcode (71400), Personal Instagram, Race, and Special Need Required. An 'Edit' button is located at the end of this section. The 'Institution Information' section shows a selected institution 'UITM Puncak Alam - NFG-ENT530L' and an 'Add New' button. Below this, it lists 'Type of Institution' as 'IHL' and 'Institution List' as 'Universiti Teknologi'.

Figure 1: Nur Azila Umairah's Personal Profile

The screenshot shows the 'Go-eCommerce BETA' user interface, specifically the 'Institution Information' section. The navigation bar at the top is identical to the previous screenshot. The 'PERSONAL PROFILE' tab is still selected, but the 'Institution Information' section is expanded. It shows a selected institution 'UITM Puncak Alam - NFG-ENT530L' and an 'Add New' button. Below this, there is a detailed list of institution information: 'Type of Institution' (IHL), 'State of Institution' (Selangor), 'Address of Institution' (Universiti Teknologi MARA Cawangan Selangor Kampus Puncak Alam, 42300 Bandar Puncak Alam, Selangor, .), 'District of Institution' (Kuala Selangor), 'Level of Study' (Bachelor Degree), 'Course Name' (NFG-ENT530L), 'Subject Name' (NFG-ENT530L), 'Month Enrolling the Subject' (3), 'Internship Enrollment' (No), 'Month of Internship Enrollment' (), 'Expected Year To Complete Study' (2024), and 'Related To Study Field' (No). On the right side, it lists 'Institution List' (Universiti Teknologi MARA), 'Name of Institution' (UITM Puncak Alam), 'City' (Puncak Alam), 'Postcode' (42300), 'Study Status' (Full time), 'Class Name' (NFG-ENT530L), 'Year Enrolling the subject' (2021), 'Lecturer Name' (Norfazlina Ghazali), 'Year Of Internship Enrollment' (), 'Period of Internship Training' (), and 'Expected Month To Complete Study' (2). 'Edit' and 'Delete' buttons are located at the end of this section.

Figure 1.2: Nur Azila Umairah's Institution Information

Go-eCommerce BETA

HOME MY PROFILE MY BUSINESS MY LEARNING MY NOTIFICATIONS MORE



**NUR SUHAILA BINTI
NOORFAIZAN**


Personal Information

Name	: NUR SUHAILA BINTI NOORFAIZAN	Phone/Mobile	:	Edit
New Identity Card No.	:	Home Address	:	
Email Address	:	District	:	
		Postcode	:	41200
City	:	Personal Instagram	:	
State	:	Race	:	
Personal Facebook	:	Special Need Required	:	
Gender	:			
Marital Status	:			

Figure 1.3 Nur Suhaila's Personal Profile

Go-eCommerce BETA

HOME MY PROFILE MY BUSINESS MY LEARNING MY NOTIFICATIONS MORE



**NUR SUHAILA BINTI
NOORFAIZAN**

Personal Information

Name	: NUR SUHAILA BINTI NOORFAIZAN	Phone/Mobile	:	0167056090	Edit
New Identity Card No.	: 001028100244	Home Address	:		
Email Address	: nursuhailass2810@gmail.com	District	:		
		Postcode	:	41200	
City	:	Personal Instagram	:		
State	:	Race	:		
Personal Facebook	:	Special Need Required	:		
Gender	:				
Marital Status	:				

Institution Information [Add New](#)

UiTM Puncak Alam - NFG-ENT530L

Type of Institution	: IHL	Institution List	:	Universiti Teknologi MARA
State of Institution	: Selangor	Name of Institution	:	UiTM Puncak Alam
Address of Institution	: Universiti Teknologi MARA Cawangan Selangor Kampus Puncak Alam, 42300 Bandar Puncak Alam, Selangor, ...	City	:	Puncak Alam
District of Institution	: Kuala Selangor	Postcode	:	42300

Figure 1.4 Nur Suhaila's Institution Information

1.1 Business Go-eCommerce Registration Profile

The screenshot displays the Go-eCommerce BETA user interface. At the top, there is a navigation bar with icons for HOME, MY PROFILE, MY BUSINESS, MY LEARNING, MY NOTIFICATIONS (with a red badge showing '4'), and Hidden bookmarks. Below the navigation bar, a yellow banner prompts the user to update their sales. The main content area is divided into two tabs: PERSONAL PROFILE and BUSINESS PROFILE. The BUSINESS PROFILE tab is active, showing a profile card for NUR AZILA UMAIRAH BINTI MOHD RAMLI. To the right of the profile card is a list of business details:

Company Name	: TFN Brownie By Suji Station	Company Registration No.	: 202203154835	Edit
Type Of Business	:	Business Role	: Agent	
Facebook Page	: Tfnbrowniebysuji	Business Category/Business Sub-Category	: Food & Beverages /	
Wechat for Business	:	Business Instagram Page	:	
Marketplace	:	Business Website	: https://www.facebook.com/Tfnbrowniebysuji-100990595942737	
Business Related to Your Study Field	:	Type Of Website	:	
		Experience in International Export	: No	

Below the profile card, the text "Available Contest" is visible.

Figure 2: Business profile of TFN Brownie Station

2.0 MYENT CERTIFICATE

UNIVERSITI TEKNOLOGI MARA | Akademi Pembangunan PKS dan Keusahawanan Malaysia (MASMED)

MASMED YOUNG ENTREPRENEUR (MyENT)

SLIP PENDAFTARAN PERNIAGAAN PELAJAR UITM

No. Pelajar : 2021888532
Nama : NUR AZILA UMAIRAH BINTI MOHD RAMLI

Program Pengajian : SARJANA MUDA PENTADBIRAN PERNIAGAAN (KEPUJIAN) PENGANGKUTAN
Fakulti : Faculty of Business & Management
Kampus : Selangor

MAKLUMAT PERNIAGAAN

Mod Perniagaan : Online
Bidang Perniagaan yg diceburi : Makanan
Tempoh Berniaga : Setahun
No. Pendaftaran Perniagaan : 202203154835
URL Perniagaan : <https://www.facebook.com/Tfnbrowniebysuji-100990595942737>
Alamat Premis Perniagaan :
Tarikh Mendaftar : 30 Jun 2022
Tarikh Kemaskini :
Tarikh Cetak : 30 Jun 2022


Sijil Pendaftaran Perniagaan MyENT ini merupakan rekod rasmi perniagaan yang dijalankan oleh pelajar semasa tempoh pengajian di UITM. Sijil ini secara tidak langsung akan terbatalkan apabila penama menamatkan pengajian atau tidak lagi aktif dalam sistem universiti.

Akademi Pembangunan PKS dan Keusahawanan Malaysia (MASMED) juga berhak membatalkan sijil ini tanpa sebarang notis. Penggunaan sijil ini hanya diterima untuk kegunaan urusan dalaman UITM sahaja. Urusan dan aktiviti perniagaan yang dijalankan oleh penama adalah risiko dan tanggungjawab sendiri tanpa melibatkan kepentingan dan nama Universiti.

SALINAN PENDAFTARAN INI DIPERAKUI OLEH
PENOLONG NAIB CANSOLOR KEUSAHAWANAN UITM

Malaysian Academy of SME & Entrepreneurship Development (MASMED)

Figure 3.1: MYENT Registration for Nur Azila Umairah Binti Mohd Ramli


**UNIVERSITI
TEKNOLOGI
MARA**

Akademi
Pembangunan PKS dan
Keusahawanan Malaysia
(MASMED)

MASMED YOUNG ENTREPRENEUR (MyENT)

SLIP PENDAFTARAN PERNIAGAAN PELAJAR UITM

No. Pelajar	: 2021864586
Nama	: NUR SUHAILA BINTI NOORFAIZAN
Program Pengajian	: DIPLOMA PENGAJIAN PERNIAGAAN (PENGANGKUTAN)
Fakulti	: Faculty of Business & Management
Kampus	: Selangor

MAKLUMAT PERNIAGAAN

Mod Perniagaan	: Online
Bidang Perniagaan yg diceburi	: Makanan
Tempoh Berniaga	:
No. Pendaftaran Perniagaan	:
URL Perniagaan	: https://www.facebook.com/Tfnbrowniebysuji/
Alamat Premis Perniagaan	: Kampung Denai Keruh Sepri, 71300 Rembau, Negeri Sembilan
Tarikh Mendaftar	: 13 Jun 2022
Tarikh Kemaskini	: 12 Jul 2022
Tarikh Cetak	: 12 Jul 2022

Sijil Pendaftaran Perniagaan MyENT ini merupakan rekod rasmi perniagaan yang dijalankan oleh pelajar semasa tempoh pengajian di UiTM. Sijil ini secara tidak langsung akan terbatal apabila penama menamatkan pengajian atau tidak lagi aktif dalam sistem universiti.

Akademi Pembangunan PKS dan Keusahawanan Malaysia (MASMED) juga berhak membatalkan sijil ini tanpa sebarang notis. Penggunaan sijil ini hanya diterima untuk kegunaan urusan dalaman UiTM sahaja. Urusan dan aktiviti perniagaan yang dijalankan oleh penama adalah risiko dan tanggungjawab sendiri tanpa melibatkan kepentingan dan nama Universiti.

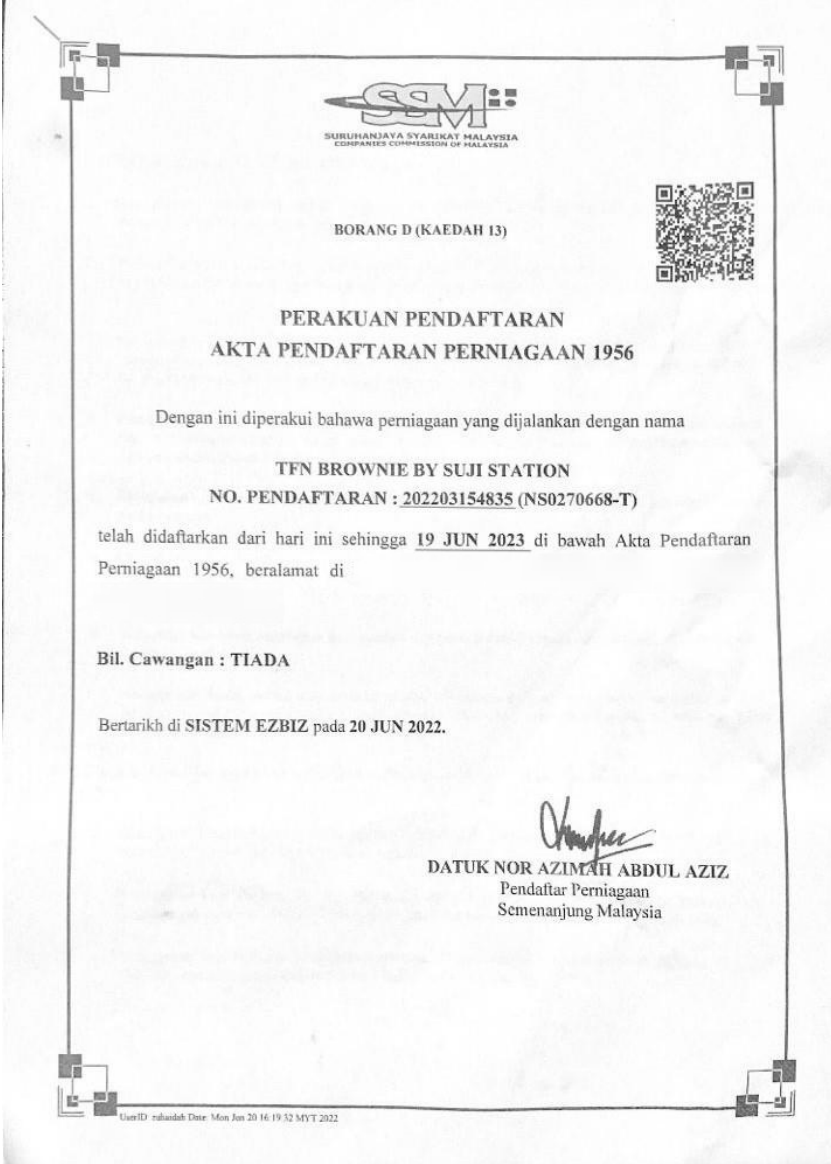
SALINAN PENDAFTARAN INI DIPERAKUI OLEH
PENOLONG NAIB CANSOLOR KEUSAHAWANAN UiTM

Malaysian Academy of SME & Entrepreneurship Development (MASMED)

Figure 3.2: MYENT Registration for Nur Suhaila Binti Noorfaizan

3.0 SSM REGISTRATION

TFN Brownie Station is a legal business as we had registered our business under Suruhanjaya Syarikat Malaysia (SSM) on 19 June 2022.



The image shows a registration certificate from the Suruhanjaya Syarikat Malaysia (SSM). At the top center is the SSM logo with the text 'SURUHANJAYA SYARIKAT MALAYSIA' and 'COMPANIES COMMISSION OF MALAYSIA'. Below the logo is the text 'BORANG D (KAEDAH 13)'. To the right of this text is a QR code. The main title of the certificate is 'PERAKUAN PENDAFTARAN AKTA PENDAFTARAN PERNIAGAAN 1956'. The body of the certificate states: 'Dengan ini diperakui bahawa perniagaan yang dijalankan dengan nama **TFN BROWNIE BY SUJI STATION** NO. PENDAFTARAN : **202203154835 (NS0270668-T)** telah didaftarkan dari hari ini sehingga **19 JUN 2023** di bawah Akta Pendaftaran Perniagaan 1956, beralamat di'. Below this, it says 'Bil. Cawangan : TIADA' and 'Bertarikh di SISTEM EZBIZ pada 20 JUN 2022.'. At the bottom right, there is a signature and the name 'DATUK NOR AZIMAH ABDUL AZIZ', 'Pendaftar Perniagaan', 'Semenanjung Malaysia'. At the bottom left, there is a small text 'CamID rakam: Date: Mon Jun 20 16:19:52 MYT 2022'.

Figure 4.1: TFN Brownie Business Shop Registration



SURUHANJAYA SYARIKAT MALAYSIA
COMPANIES COMMISSION OF MALAYSIA
(Agensi Di Bawah KPDNHEP)

SUNGGUHPUN SEGALA USAHA TELAH DIAMBIL UNTUK MEMASTIKAN MAKLUMAT YANG DIBERI ADALAH BETUL DAN KEMASKINI. PENDAFTAR PERNIAGAAN TIDAK BOLEH DIPERTANGGUNGKAN BAGI SEBARANG KERUGIAN KERANA MAKLUMAT YANG TERSELAP ATAU TERTINGGAL.

**** MAKLUMAT PERNIAGAAN ****

NAMA : TFN BROWNIE BY SUJI STATION
NO. PENDAFTARAN : 202203154835 (NS0270668-T)
ALAMAT UTAMA PERNIAGAAN :

BENTUK PERNIAGAAN : PERKONGSIAN
TARIKH MULA BERNIAGA : 20-06-2022
TARIKH PENDAFTARAN : 20-06-2022
TARIKH LUPUT PENDAFTARAN : 19-06-2023
STATUS : AKTIF

**** JENIS PERNIAGAAN ****

MENJUAL MAKANAN SECARA LANGSUNG DAN DIATAS TALIAN.

**** MAKLUMAT CAWANGAN ****

*** TIADA CAWANGAN ***

UserID: rnhaidah Date: Mon Jun 20 16:19:45 MYT 2022

1/2

ARAS 3, WISMA PERKESO, LOT 3757 & 52, JALAN SUNGAI UJONG, 70000 SEREMBAN, NEGERI SEMBILAN, MALAYSIA.
TEL : 06-761 9098 / 06-764 1885 / 06-764 5598 / 06-761 5506 FAX : 06-765 5877

Figure 4.2: TFN Brownie Business Information

Nama: TFN BROWNIE BY SUJI STATION
No. Pendaftaran: 202203154835 (NS0270668-T)



SURUHANJAYA SYARIKAT MALAYSIA
COMPANIES COMMISSION OF MALAYSIA
(Agensi Di Bawah KPDNHEP)

**** MAKLUMAT PEMILIK PERNIAGAAN TERKINI ****

NAMA : NUR AZILA UMAIRAH BINTI MOHD RAMLI
ALAMAT KEDIAMAN :

NO K/P (LAMA) :
NO K/P (BARU) :
TARIKH LAHIR :
BANGSA : MELAYU
JANTINA : PEREMPUAN
KEWARGANEGARAAN : WARGANEGARA MALAYSIA
TARIKH MASUK : 20-06-2022

NAMA : NUR SUHAILA BINTI NOORFAIZAN
ALAMAT KEDIAMAN : NO 30, LENGKUNGAN SRI MERSING 35, TMN SRI ANDALAS
41200 KLANG, SELANGOR

NO K/P (LAMA) :
NO K/P (BARU) : 001028100244
TARIKH LAHIR : 28-10-2000
BANGSA : MELAYU
JANTINA : PEREMPUAN
KEWARGANEGARAAN : WARGANEGARA MALAYSIA
TARIKH MASUK : 20-06-2022

MAKLUMAT YANG DIBEKALKAN INI ADALAH EKSTRAK DARIPADA DOKUMEN YANG TELAH DIFAILKAN DENGAN PENDAFTAR.

PENDAFTAR PERNIAGAAN, SEMENANJUNG MALAYSIA.
TARIKH : 20/06/2022

DOKUMEN INI ADALAH CETAKAN KOMPUTER. TANDATANGAN TIDAK DIPERLUKAN.

UserID: ralsudah Date: Mon Jun 20 16:19:45 MYT 2022

2/2

ARAS 3, WISMA PERKESO, LOT 3757 & 52, JALAN SUNGAI UJONG, 70000 SEREMBAN, NEGERI SEMBILAN, MALAYSIA.
TEL : 06-761 9098 / 06-764 1885 / 06-764 5598 / 06-761 5506 FAX : 06-765 5877

Figure 4.3: Azila Umairah and Nur Suhaila Business owner information

4.0 INTRODUCTION OF BUSINESS

TFN Brownie by Suji Station was started in 26 April 2022. TFN Brownie by Suji Station is owned by me, Nur Azila Umairah Binti Mohd Ramli and my partner, Nur Suhaila Binti Noorfaizan a student from UiTM Puncak Alam. TFN Brownie by Suji is an official and trusted Agent for business that just started in 2016 called TFN Brownie. TFN Brownie by Suji sells crunchy brownies and affordable for everyone who wants to try. Even though TFN Brownie is a young company that has only recently begun to expand, customer support influences my partner and I to become TFN Brownie's Agents because we think the company has a bright future and might help us supplement our income as students.

4.1 NAME AND ADDRESS OF BUSINESS



Figure 5: Business Logo

NAME	TFN Brownie by Suji Station.
ADDRESS OF BUSINESS	

Table 1: Name and address of business

4.2 INTRODUCTION OF OWNER



Figure 6: Owner of TFN Brownie by Suji

Name	Nur Azila Umairah Binti Mohd Ramli
Age	23
Date of birth	
Address	
Email Address	
Marital Status	Single
Academic Qualification	Diploma in Business Management (Transportation)

Table 2: Introduction of Owner



Figure 7: Owner of TFN Brownie by Suji

Name	Nur Suhaila Binti Noorfaizan
Age	22
Date of birth	
Address	
Email Address	
Marital Status	Single
Academic Qualification	Diploma in Business Management (Transportation)

Table 3: Introduction of Owner

4.3 ORGANIZATIONAL CHART



4.4 MISSION AND VISION




- **Mission:**

- ✚ To give the higher level of satisfaction to their customer from the product and services that has been provided.
- ✚ Want to expand this business with more agent under TFN Brownie by Suji.
- ✚ To give people a chance to get TFN Brownie by Suji at their place.

- **Vision:**

The vision of TFN Brownie by Suji is to make it a very tasty biscuit with crunchy brownie itself among the community in Malaysia.

4.5 DESCRIPTION OF PRODUCT

NAME OF PRODUCT	PRODUCT DESCRIPTION
<p>1. Chocolate Chip</p> 	<ul style="list-style-type: none"> • Nature of business: Produces thin brownies. • Type of product: Homemade brownies using processed recipes. • Ingredients: Chocolate, sugar, egg, wheat flour, Choco powder, chocolate chips, vanilla essence, sodium bicarbonate, salt. • Net weight: 100gram • Suitable for: All ages • Best munch while <ul style="list-style-type: none"> ○ Watching movie ○ Safe driving ○ Family traveling
<p>2. Walnut</p> 	<ul style="list-style-type: none"> • Nature of business: Produces thin brownies. • Type of product: Homemade brownies using processed recipes. • Ingredients: Chocolate, sugar, egg, wheat flour, cocoa powder, walnut, vanilla essence, sodium bicarbonate, salt. • Net weight: 100gram • Suitable for: All ages • Best munch while <ul style="list-style-type: none"> ○ Watching movie ○ Safe driving ○ Family traveling
<p>3. Mint</p> 	<ul style="list-style-type: none"> • Nature of business: Produces thin brownies. • Type of product: Homemade brownies using processed recipes. • Ingredients: Chocolate, sugar, egg, wheat flour, cocoa powder, vanilla essence, sodium bicarbonate, salt. • Net weight: 100gram • Suitable for: All ages • Best munch while <ul style="list-style-type: none"> ○ Watching movie ○ Safe driving ○ Family traveling




<p>4. Dark Chocolate</p> 	<ul style="list-style-type: none"> • Nature of business: Produces thin brownies. • Type of product: Homemade brownies using processed recipes. • Ingredients: Chocolate, sugar, egg, wheat flour, cocoa powder, chocolate chips, vanilla essence, sodium bicarbonate, salt. • Net weight: 100gram • Suitable for: All ages • Best munch while <ul style="list-style-type: none"> ○ Watching movie ○ Safe driving ○ Family traveling
<p>5. Mocha</p> 	<ul style="list-style-type: none"> • Nature of business: Produces thin brownies. • Type of product: Homemade brownies using processed recipes. • Ingredients: Chocolate, sugar, egg, wheat flour, cocoa powder, chocolate chips, vanilla essence, sodium bicarbonate, salt. • Net weight: 100gram • Suitable for: All ages • Best munch while <ul style="list-style-type: none"> ○ Watching movie ○ Safe driving ○ Family traveling
<p>6. Red Velvet</p> 	<ul style="list-style-type: none"> • Nature of business: Produces thin brownies. • Type of product: Homemade brownies using processed recipes. • Ingredients: Chocolate, sugar, egg, wheat flour, cocoa powder, chocolate chips, vanilla essence, sodium bicarbonate, salt. • Net weight: 100gram • Suitable for: All ages • Best munch while <ul style="list-style-type: none"> ○ Watching movie ○ Safe driving ○ Family traveling

Figure 8: Description of Product

4.6 PRODUCT PRICE LIST

NAME OF PRODUCT	PRICE (RM)
1. Chocolate Chip	14
2. Walnut	14
3. Mint	13
4. Dark Chocolate	14
5. Mocha	14
6. Red Velvet	15

Table 4: Product Price List

5.0 FACEBOOK (FB)

5.1 CREATING FACEBOOK (FB) PAGE



Figure 9: Tfnbrowniebysuji Facebook page

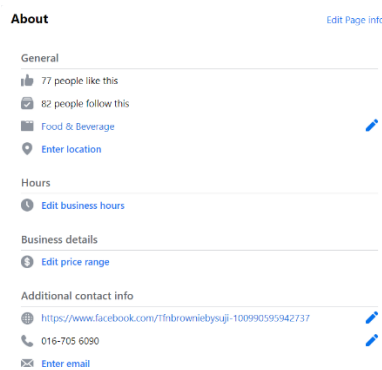


Figure 10: Business details in Facebook page

The Facebook page of Tfnbrowniebysuji is created on 26th April 2022 and started operating on the same day as to interact, publish and promoting the business. This marketing efforts include the soft sell; shard sell and teaser to regain attention of customers. Our profile of page and colour theme is using a bright colour to attract Facebook user.

5.2 CUSTOMIZING URL FACEBOOK (FB) PAGE



TFNBrowniebysuji URL: <https://www.facebook.com/Tfnbrowniebysuji/>

5.3 FACEBOOK (FB) POST – TEASER

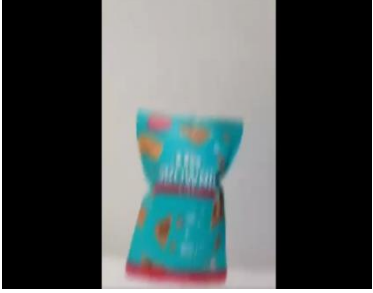

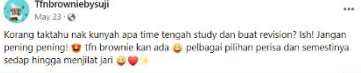

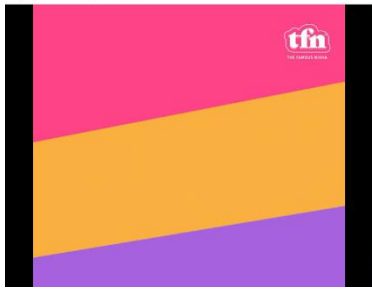

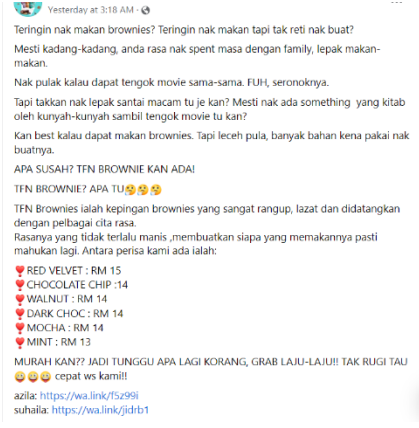
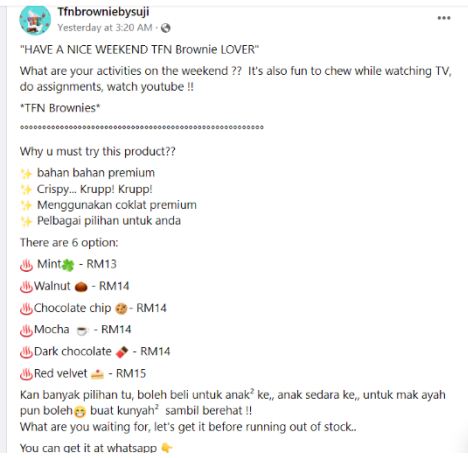

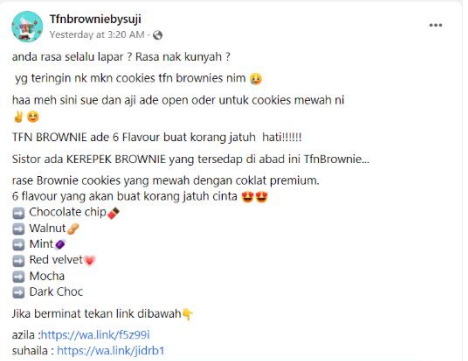
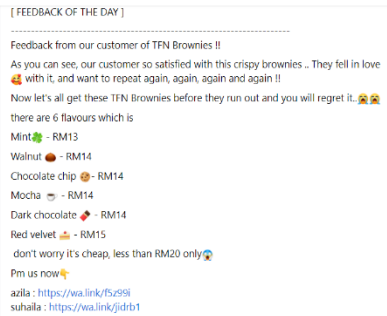

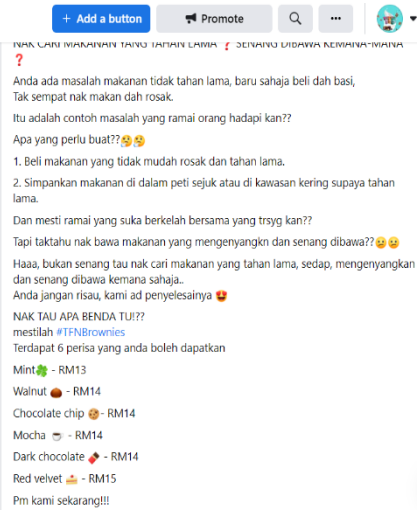
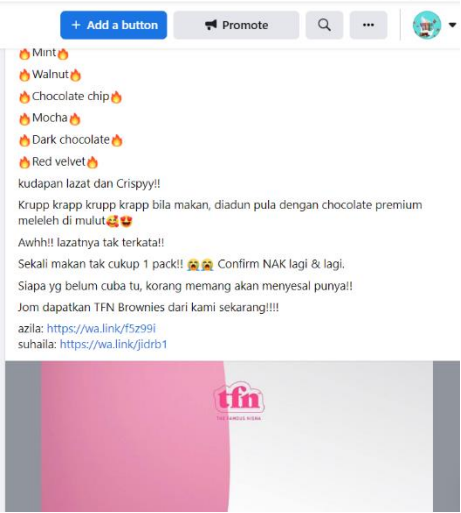

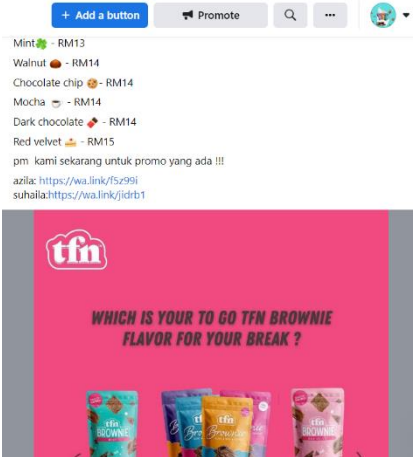
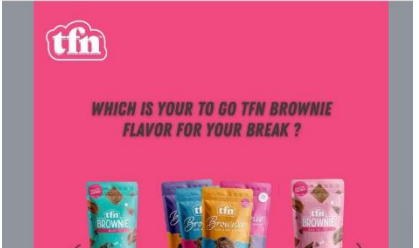




1.0 No	Teaser post	No	Teaser post
1	<p data-bbox="368 360 730 432">  Tnbrowniebysoji May 22 Ha korang!! Korang dah ready belum nak rasa tfn brownies? 🍪 pelbagai pilihan dan sangat sedap untuk dikunyah jika bosan 🍪 korang tengok ni mesti terliur kan? 🍪🍪🍪 </p>  <p data-bbox="491 748 603 779">Teaser 1</p>	4	<p data-bbox="1007 360 1369 432">  Tnbrowniebysoji May 21 Tik tok tik tok... jam sedang berbunyi 🕒, hurm agak waktu bila sesuai untuk makan tfn brownies ni? Kalau kami, setiap masa boleh maknne Korang pulak rasa macam mana? 🍪🍪 </p>  <p data-bbox="1129 748 1241 779">Teaser 4</p>
2	<p data-bbox="368 819 730 891">  Tnbrowniebysoji May 23 Korang tak tahu nak kunyah apa time tengah study dan buat revision? Isht! Jangan pening pening! 🍪 tfn brownie kan ada 🍪 pelbagai pilihan perisa dan semestinya sedap hingga menjilat jari 🍪🍪 </p>  <p data-bbox="491 1211 603 1243">Teaser 2</p>	5	<p data-bbox="1007 819 1369 891">  Tnbrowniebysoji May 21 Pelbagai pilihan dan rasa semestinya tfn brownies! 🍪 agak agak korang suka yang mana satu? 🍪 kalau kami, kami suka chocolate chip dan walnut. Awak semua suka apa? Share la dengan kami 🍪 </p>  <p data-bbox="1129 1196 1241 1227">Teaser 5</p>
3	<p data-bbox="368 1279 730 1350">  "ada flavour apa je tfn brownie ni?" ha korang! Ada macam macam flavour tau! Korang mesti tak jemu tau! 🍪 boleh tukar flavour everyday! Ragil lau amik satu flavour je! Dengan tfn brownie, kena amik semua flavour baru ngantre 🍪 korang nak rasa flavour apa tu? 🍪 </p>  <p data-bbox="491 1655 603 1686">Teaser 3</p>	6	<p data-bbox="1007 1279 1369 1350">  Tnbrowniebysoji May 23 Himmn... apa nak makan ya untuk harini? Korang tak tahu? Pening? Takpe jangan susah susah tfn brownie kan ada! Breakfast perisa lain, lunch perisa lain, dinner perisa lain ha kan macam macam dapat rasa tu? 🍪 korang makan apa harini share la dengan kami 🍪🍪🍪🍪🍪 </p>  <p data-bbox="1129 1666 1241 1697">Teaser 6</p>

Figure 11: Teaser

5.4 FACEBOOK (FB) POST – COPYWRITING (HARD SELL)

No	Copywriting hard sell	No	Copywriting hard sell
1	 <p>Yesterday at 3:22 AM</p> <p>!! Santai malam dengan apa tu ? Mulut ringan nak kunyah kunyah ke teww ? Nak yang cepat ? Nak yang mudah ? Buka Packnya , sepantas kilat perut kenyang. Apa dia ? TFN Brownies semestinya pilihan semua 🍪 TFN Brownies on the go. Ada 6 jenis pilihan 🍪 🍀Mint - RM13 🌰Walnut - RM14 🍫Chocolate chip - RM14 ☕Mocha - RM14 🍫Dark chocolate - RM14 🍫Red velvet - RM15 Melt in your mouth!!! jom ws kiteorang sekarang !! azila: https://wa.link/5z99i suhaila: https://wa.link/jidrb1</p>	4	 <p>Yesterday at 3:18 AM</p> <p>Teringin nak makan brownies? Teringin nak makan tapi tak reti nak buat? Mesti kadang-kadang, anda rasa nak spent masa dengan family, lepak makan-makan. Nak pulak kalau dapat tengok movie sama-sama. FUH, seronoknya. Tapi takkan nak lepak santai macam tu je kan? Mesti nak ada something yang kitab oleh kunyah-kunyah sambil tengok movie tu kan? Kan best kalau dapat makan brownies. Tapi leceh pulak, banyak bahan kena pakai nak buatnya. APA SUSAH?? TFN BROWNIE KAN ADA! TFN BROWNIE? APA TU 🍪🍪🍪 TFN Brownies ialah kepingan brownies yang sangat rangup, lazat dan didatangkan dengan pelbagai cita rasa. Rasanya yang tidak terlalu manis ,membuatkan siapa yang memakannya pasti mahukan lagi. Antara perisa kami ada ialah: 🍫 RED VELVET : RM 15 🍫 CHOCOLATE CHIP :14 🍫 WALNUT : RM 14 🍫 DARK CHOC : RM 14 🍫 MOCHA : RM 14 🍫 MINT : RM 13 MURAH KAN?? JADI TUNGGU APA LAGI KORANG, GRAB LAJU-LAJU!! TAK RUGI TAU 🍪🍪🍪 cepat ws kami!!! azila: https://wa.link/5z99i suhaila: https://wa.link/jidrb1</p>
2	 <p>Tfnbrowniebysuji Yesterday at 3:20 AM</p> <p>"HAVE A NICE WEEKEND TFN Brownie LOVER" What are your activities on the weekend ?? It's also fun to chew while watching TV, do assignments, watch youtube !! "TFN Brownies" Why u must try this product?? 🍪 bahan bahan premium 🍪 Crispy... Kruppi! Kruppi! 🍪 Menggunakan coklat premium 🍪 Pelbagai pilihan untuk anda There are 6 option: 🍫 Mint - RM13 🍫 Walnut - RM14 🍫 Chocolate chip - RM14 🍫 Mocha - RM14 🍫 Dark chocolate - RM14 🍫 Red velvet - RM15 Kan banyak pilihan tu, boleh beli untuk anak² ke,, anak sedara ke,, untuk mak ayah pun boleh 🍪 buat kunyah² sambil berehat !! What are you waiting for, let's get it before running out of stock. You can get it at whatsapp 🍪</p>	5	 <p>Tfnbrowniebysuji Yesterday at 3:17 AM</p> <p>KENAPA KENA BELI TFN Brownies ?? Apa yang best tentang TFN Brownies ni ??? Sebabnya adalah; 1️⃣ PEMINAT COKLAT 🍫🍫 - TFN Brownies ada jalan penyelesaian terbaik untuk korang yg suka makan coklat.la menggunakan coklat premium yang sangat sedap !! 2️⃣ LAPAR 🍪🍪 - Rasa lapar? Tapi malas nak masak la pula.. Makan je TFN Brownies ni.. xpayah susah-susah nak masak. 3️⃣ FEELING STRESS? 🍪🍪 - Rasa tertekan? Perlu kan seseorang untk menghiburkan? Jawapan nya mesti lah TFN Brownies. Hilang stress korang lepas makan. 4️⃣ SELF REWARDS 🍪🍪 - Macam mana nak hargai diri sendiri? Korang kena lah kenyang kan perut. Macam mana nak happy kan perut korang tu? TFN Brownies lah jawabannya.. Dah lah murah, hati pun senang kan 🍪🍪 Nak tahu info menarik dengan lebih lanjut,boleh pm kami berdua!! azila: https://wa.link/5z99i suhaila: https://wa.link/jidrb1</p>
3	 <p>Tfnbrowniebysuji Yesterday at 3:20 AM</p> <p>anda rasa selalu lapar ? Rasa nak kunyah ? yg teringin nk mkn cookies tfn brownies nim 🍪 haa meh sini sue dan aji ade open oder untuk cookies mewah ni 🍪 TFN BROWNIE ade 6 Flavour buat korang jatuh hati!!!! Sistor ada KEREPEK BROWNIE yang tersedap di abad ini TfnBrownie... rase Brownie cookies yang mewah dengan coklat premium. 6 flavour yang akan buat korang jatuh cinta 🍪 🍫 Chocolate chip 🍫 Walnut 🍫 Mint 🍫 Red velvet 🍫 Mocha 🍫 Dark Choc Jika berminat tekan link dibawah 🍪 azila :https://wa.link/5z99i suhaila : https://wa.link/jidrb1</p>		 <p>[FEEDBACK OF THE DAY] ----- Feedback from our customer of TFN Brownies !! As you can see, our customer so satisfied with this crispy brownies . They fell in love with it, and want to repeat again, again, again and again !! Now let's all get these TFN Brownies before they run out and you will regret it. 🍪🍪 there are 6 flavours which is Mint - RM13 Walnut - RM14 Chocolate chip - RM14 Mocha - RM14 Dark chocolate - RM14 Red velvet - RM15 don't worry it's cheap, less than RM20 only 🍪 Pm us now 🍪 azila : https://wa.link/5z99i suhaila : https://wa.link/jidrb1</p>

No	Copywriting hard sell	No	Copywriting hard sell
7	<p>Jangan risau, #TFNBrownies kan ada 😊 Makan TFN brownies ni boleh tidur lena..... Kalau awak nak tahu TFN Brownies ni menggunakan bahan premium 🍫 ia boleh mengenyangkan dan tak muat langsung.. Takkan nak tengok je, jom laa beli sekarang sebelum kehabisan stok.. tak perlu susah-susah nak masak/panaskan .. Hanya buka, dan sedia untuk dimakan!! 🍫 .</p> <p>ADAKAH ANDA BERMINAT ??</p> <ul style="list-style-type: none"> ✔️ Mint 🍫 - RM13 ✔️ Walnut 🍫 - RM14 ✔️ Chocolate chip 🍫 - RM14 ✔️ Mocha 🍫 - RM14 ✔️ Dark chocolate 🍫 - RM14 ✔️ Red velvet 🍫 - RM15 <p>Jom beli sekarang, tekan link dibawah azila: https://wa.link/f5z99i suhaila: https://wa.link/jidrb1</p> 	10	 <p>NAK CARI MAKANAN TAUU TAPAN LAMA ? Anda ada masalah makanan tidak tahan lama, baru sahaja beli dah basi, Tak sempat nak makan dah rosak. Itu adalah contoh masalah yang ramai orang hadapi kan?? Apa yang perlu buat??🙄 1. Beli makanan yang tidak mudah rosak dan tahan lama. 2. Simpankan makanan di dalam peti sejuk atau di kawasan kering supaya tahan lama. Dan mesti ramai yang suka berkelah bersama yang trsyg kan?? Tapi taktahu nak bawa makanan yang mengenyangkan dan senang dibawa??🙄 Haaa, bukan senang tau nak cari makanan yang tahan lama, sedap, mengenyangkan dan senang dibawa kemana sahaja.. Anda jangan risau, kami ad penyelesaianya 🍫 NAK TAU APA BENDA TU?? mestilah #TFNBrownies Terdapat 6 perisa yang anda boleh dapatkan Mint 🍫 - RM13 Walnut 🍫 - RM14 Chocolate chip 🍫 - RM14 Mocha 🍫 - RM14 Dark chocolate 🍫 - RM14 Red velvet 🍫 - RM15 Pm kami sekarang!!!</p>
8	 <p>Mint 🍫 Walnut 🍫 Chocolate chip 🍫 Mocha 🍫 Dark chocolate 🍫 Red velvet 🍫 kudapan lazat dan Crispyy!! Krupp krapp krapp krapp bila makan, diadun pula dengan chocolate premium meleleh di mulut🍫 Awahl!! lazatnya tak terkata!! Sekali makan tak cukup 1 pack!! 🍫 Confirm NAK lagi & lagi. Siapa yg belum cuba tu, korang memang akan menyesal punya!! Jom dapatkan TFN Brownies dari kami sekarang!!!! azila: https://wa.link/f5z99i suhaila: https://wa.link/jidrb1</p> 	11	 <p>Mint 🍫 - RM13 Walnut 🍫 - RM14 Chocolate chip 🍫 - RM14 Mocha 🍫 - RM14 Dark chocolate 🍫 - RM14 Red velvet 🍫 - RM15 pm kami sekarang untuk promo yang ada !!! azila: https://wa.link/f5z99i suhaila: https://wa.link/jidrb1</p> 
9	 <p>SELAMAT PETANG SEMUA !! 🍫 Coklat premium yang sedap dan tidak muak 🍫 TFN Brownies no.1 di Malaysia, makanan kudapan ringan kegunaan orang ramai 🍫 ✔️ Mint ✔️ Walnut ✔️ Chocolate chip ✔️ Mocha ✔️ Dark chocolate ✔️ Red velvet Jangan tengok saja tau?? Jom dapatkan sekarang dengan kami.. RAMAI YG MENYUKAINYA, SAKU CUBA HENDAK LAGI... YANG BELUM CUBA TU, JOM CUBA SEKARANG, KORANG TAKKAN MENYESAL PUNYA 🍫 .. BELI SEKARANG, SEBELUM KEHABISAN STOCK!! 🍫 Nak order, tekan jer link bawah 🍫 azila: https://wa.link/f5z99i suhaila: https://wa.link/jidrb1</p> 	12	 <p>Tfnbrowniebyuji May 23 🍫 bosan dan ingin sesuatu untuk dikunyah ketika sedang membuat kerja/assignment? jangan risau. tfn brownies kan ada! 🍫 pelbagai pilihan flavour iaitu - red velvet - mint - mocha - dark chocolate - walnut - chocolate chip nak rasa semua atau salah satu flavour dia atas? ws kami laju laju! 🍫 azila : https://wa.link/f5z99i suhaila : https://wa.link/jidrb1 p/s : stok terhad !!!</p> 




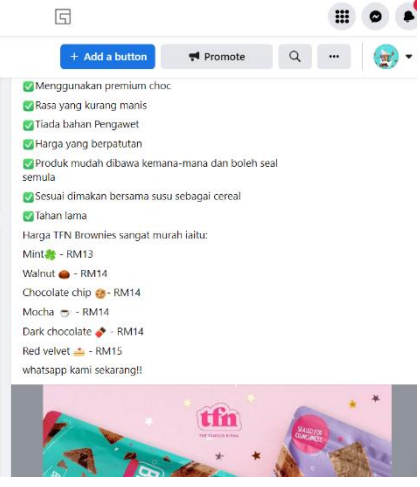












No	Copywriting hard sell	No	Copywriting hard sell
13		15	
14		16	

Figure 12: Hard Sell

5.5 FACEBOOK (FB) POST – COPYWRITING (SOFT SELL)

No	Copywriting (soft sell)	No	Copywriting (soft sell)
1	<p>Tfnbrowniebysuji 13h · 🌐</p> <p>WOW LEPAS TENGOK APA YANG VIDEO CAKAP ABOUT TFN BROWNIE, SERONOKNYA KALAU DAPAT MAKAN KUDAPAN NIL.</p> <p>...</p> <p>Kalau korang nak tau apa yang video ni pasal apa, you guys kena la play the video, and jangan skip the video because if korng skip nanti korang tak tengok la apa yang dia video ni pasal apa.</p> <p>...</p> <p>Yang pastinya lepas korang tengok video ni mesti korang tau kenapa korang kena try and grab TFN BROWNIE ni ! 🍪</p> 	4	<p>Tfnbrowniebysuji 14h · 🌐</p> <p>“KELEBIHAN SNACKING” 🍪🍪</p> <ul style="list-style-type: none"> 📍 la dapat membantu anda untuk kenyang 📍 la baik untuk menstabilkan gula dalam darah 📍 la dapat memberi tenaga sepanjang hari 📍 la dapat mengawal nafsu makan yang berlebihan ketika makan berat 📍 la dapat mengantikan dengan nasi 📍 la dapat meninggikan metabolisme badan <p>...</p> <p>GET TFN BROWNIE FROM US AND TASTE THE DELICIOUS PREMIUM CHOCOLATE AND WILL MAKES YOU ADDICTED EVERYTIME. AFFORDABLE PRICE FOR EVERYONE, ONLY UNDER RM20 RINGGIT!</p> 
2	<p>Tfnbrowniebysuji 13h · 🌐</p> <p>BAD NEWS FOR EVERYONE ! ! !</p> <p>STOCK CHOCOLATE CHIP & RED VELVET DEKAT #TFNBROWNIEBYSUJI HAS OFFICIALLY SOLD OUT AND THERE IS NO PLANNING TO RESTOCK IT ANY TIME SOON.</p> <p>...</p> <p>But jangan risau semua, kita still ada 4 lagi flavour yang sedap & rangup. Mint, Dark chocolate, Walnut dan Mocha. So what are you guys waiting for, having an easy food is a must kan !</p> 	5	<p>Tfnbrowniebysuji 14h · 🌐</p> <p>KENAPA PERLU PILIH TFN BROWNIE??</p> <p>Kerana produk ini Nombor 1 di Malaysia! Nak tahu apa isi dalam?? 🍪</p> <p>...</p> <ul style="list-style-type: none"> 🍪 Rasa yang sangat sedap sedia untuk dimakan 🍪 Hanya perlu buka dah boleh makan terus 🍪 crunchy brownie yang rangup <p>...</p> <p>DAPATKAN TFN BROWNIE DARI KAMI DAN RASA COKLAT PREMIUM YANG SEDAP. HARGA MAMPU MILIK, BAWAH RM 20 UNTUK SATU PACK!</p> 
3	<p>Tfnbrowniebysuji 14h · 🌐</p> <p>TFN BROWNIE PRODUCT YANG BERBAHAYA ! ! ! 🚫</p> <p>Kenapa TFN Brownie berbahaya ye? 🍪</p> <p>Kerana ia akan membuatkan anda jatuh cinta dan ketagih untuk makan tanpa henti dek kerangupan dan kesedapan rasa coklat premium yang lembut bak kain baldu yang mengasyikkan apabila sesuatu masuk ke dalam mulut seseorang 🍪</p> <p>...</p> <p>APAKAH YANG MEMBUATKANNYA KETAGIH??</p> <ul style="list-style-type: none"> ~ Rasa tidak muak ~ Rasa tidak terlalu manis ~ Sesuai untuk semua peringkat umur ~ Membuatkan anda ter'addicted' ~ Menggunakan coklat premium ~ Sekali makan teringat samapi termimpi² <p>...</p> <p>Wow! Bestnya kalau awak-awak semua dapat merasa kesedapan nims chocotub ni 🍪🍪</p> <p>Harga pun murah je awak, tak sampai Rm20 ringgit pun laaa 🍪</p> <p>...</p> <p>Berminat??</p> <p>Boleh komen "saya nak" dekat komen atau bleh je pm kami.</p> 	6	<p>HELLO GUYS! YOU GONNA LOVE THIS! OUR NEW FLAVOUR IS SPECIFICALLY FOR U GUYS</p> <p>...</p> <p>This new flavour is lebih untuk orang yang gemar akan Dark Chocolate and Mocha.</p> <p>...</p> <p>Dark Chocolate and Mocha ni sangat sedap & lebih enak! Sekali rasa pasti tidak menyesal dan akan repeat. TFN Brownie ni sangat sesuai untuk bawak pergi travel dan ia mudah makan.</p> 

No	Copywriting soft sell	No	Copywriting soft sell
7	<p>Tfnbrowniebyсуji 14h · 🌐</p> <p>SELAMAT MALAM GUYSS.</p> <p>Tgh buat ape tu?? Layan movie/drama ke?? Agak? kan, mesti bosan klaw tgk movie or drama tanpa jajan kan?? xsempat movie habis, dah rasa bosan 🙄 bkn movie yg xbest, tapi xada bnda nak mengunyah... HAAA, kalau macam tu, kami ad jual #TFNBROWNIE Ada satu jenis je ke?? 🙄 Eah2, mestilah bnyk pilihan yg bleh anda pilih tau!</p> 	10	<p>tfnbrowniebyсуji May 23 · 🌐</p> <p>habibi habibi... datanglah kepadaku... sudah lama ku menanggung rindu... 🥺 jampi jampi sikit biar berhantu sikit tfn crunchy brownie kita ni 🙄 agak agak perisa apa yang dah masuk korang? kalau rasa dah terpengaruh, meh la dapatkan dengan kami 🥰 azila : https://wa.link/f5z99i suhaila : https://wa.link/jidrb1</p> 
8	<p>Tfnbrowniebyсуji May 23 · 🌐</p> <p>Betul ke orang kata makan tfn brownie ni umpama macam tengok crush? 🥰 Tengok lah wajah bahagia ni awak semua! Takde awak pun saya bahagia dengan kepingan crunchy tfn brownie ni! 🥰🙄 Kena pulak makan flavour mint, sejuk je hati kan? 🥰🙄 Korang nak rasa bahagia tak? Korang boleh tekan link ws ni laju laju! 🙄 Azila : https://wa.link/f5z99i Suhaila : https://wa.link/jidrb1</p> 	11	<p>Tfnbrowniebyсуji May 23 · 🌐</p> <p>bosan dan ingin sesuatu untuk dikunyah ketika sedang membuat kerja/assignment? jangan risau. tfn brownies kan ada! 🥰 pelbagai pilihan flavour iaitu - red velvet - mint - mocha - dark chocolate - walnut - chocolate chip nak rasa semua atau salah satu flavour dia atas? ws kami laju laju! 🥰 azila : https://wa.link/f5z99i suhaila : https://wa.link/jidrb1 p/s : stok terhad !!!</p> 
9	<p>Tfnbrowniebyсуji May 23 · 🌐</p> <p>4 sebab kenapa uolls kena beli tfn brownie sebagai kudap-kudapan.</p> <ul style="list-style-type: none"> - campuran resepi rangup dan berkrim - mudah dibawa kemana-mana sahaja - produk unik dan 'rare' - boleh dimakan dengan pelbagai cara <p>snek ni kami import dari dapur homemade gitu... 🙄 sebab tulah produk kami mendapat tempat di hati rakyat! cuba sekali pasti nak lagi! cepat cepat ws kami ya! 🙄 azila : https://wa.link/f5z99i suhaila : https://wa.link/jidrb1</p> 	12	<p>MORNING #tfnlovers ❤️</p> <p>Getting ready a good monday, lets start your breakfast with crunchy tfn brownie 🥰</p> <p>Korang breakfast ape tu?</p> <p>#tfnbrownie #tfnadelliga #teamtfn #kerepekviral #kerepekbrownie #brownies #cookies #crunchy</p> 





No	Copywriting soft sell	No	Copywriting soft sell
13	<p>Tfnbrowniebysuji May 24</p> <p>Chocolate Chip! Chocolate Chip one of everyone's favourite tau 🍪 sekali makan mesti repeat! and yang paling penting harga sangat berpatutan dengan rasa ranggup tfn brownie! untuk tahu lebih lanjut boleh Whatsapp 📞 azla: https://wa.link/f5z99j suhaila: https://wa.link/jjdrb1</p> <p>#chocolatechip #tfnbrownie #sodelicious #everyonefavourite</p> 	15	<p>Tfnbrowniebysuji July 11 at 11:30 PM</p> <p>AWAK SUKA TFN BROWNIE FLAVOUR DARK CHOCOLATE? . . . Kalau awak suka, maksudnya awak boleh cuba yang ni. Dark chocolate adalah merupakan flavour baru dalam TFN Brownie! . . . Dark chocolate adalah merupakan flavour baru dalam TFN Brownie! MUST TRYYYYYY</p> 
14	<p>Tfnbrowniebysuji June 21 at 10:01 AM</p> <p>APA LA BEST SANGAT TFN BROWNIE NI Oiiii! . Awat ramai sangat rakyat kat Malaysia ni duk onzzz je dengan crunchy brownie ni? . Asal restock habis, asal habis restock! pening tengok tak cukup-cukup stok! . Ha ? Sebab apa ? Sebab bila take a bite,tak berhenti kunyah!... craving gilaazz . Korang pulak onzzz flavour yang mne guys ? 🍪 . . #tfnbrownie #tfnadellia #tfniteam #crunchybrownie #cookies #brownie</p> 	16	<p>Tfnbrowniebysuji June 21 at 10:18 AM</p> <p>TFN brownie boleh mengisi masa lapang dengan keluarga juga tau! and of course boleh buat banyak aktiviti sebagai contoh membuat kek, aiskrim and letakkan TFN brownie as hiasan dia atas. Sangat crunchy!</p> 

Figure 13: Soft Sell

6.0 GRAPHICS

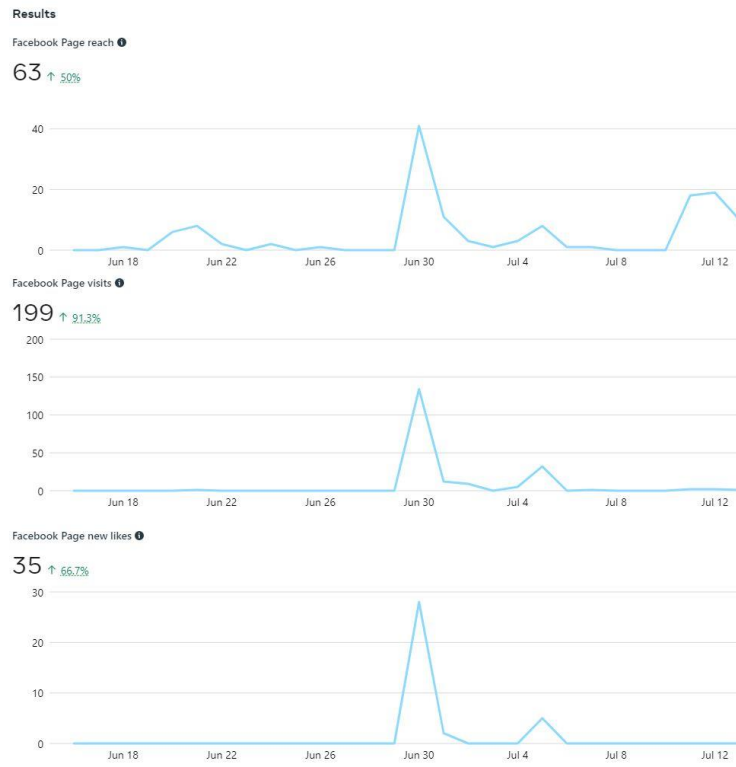
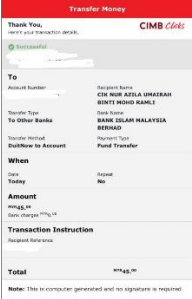
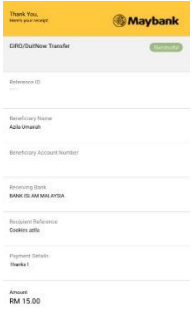
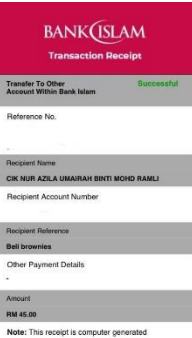









Figure 14: TFN Brownie by Suji Facebook's insight

7.0 SALES REPORT

MONTH	CUSTOMER INFORMATION	EVIDENCE
03/06/2022	<p>Name: Khairunnisa Izzati Binti Yusni</p> <p>Address:</p> <p>Item: Chocolate Chip (1) Dark Chocolate (1) Red Velvet (1)</p> <p>COD: RM2 TOTAL: RM 45</p>	 <p>Transfer Money Thank You, verify your transaction details. @ Successful To: Account Number: CIMB NUR AZILA UMARAH BINTI MOHD RAMLI Transfer Type: To Other Banks To Other Banks: BANK ISLAM MALAYSIA BERHAD Transfer Method: Fund Transfer When: Today Amount: RM45.00 Transaction Instruction: Transfer to Other Bank Total: RM45.00 Note: This is computer generated and no signature is required.</p>
05/06/2022	<p>Name: Amirah Izzati Binti Abdul Razak</p> <p>Address: Taman Seri Pagi, 70450 Senawang, Negeri Sembilan</p> <p>Item: Walnut (1)</p> <p>TOTAL: RM 16</p>	 <p>Thank You, verify your transfer. Maybank DDO/OutNew Transfer Reference ID: Beneficiary Name: AMIRAH IZZATI BINTI ABDUL RAZAK Beneficiary Account Number: Beneficiary Bank: BANK ISLAM MALAYSIA Recipient Reference: DOKER 2022 Payment Details (Works): Amount: RM 15.00</p>
06/06/2022	<p>Name: Syazwan Amer</p> <p>Address: LOT 346, LORONG DATO' SUKIM BATU 7 IJOK, 45600 BESTARI JAYA, SELANGOR</p> <p>Item: Chocolate Chip (1) Dark Chocolate (1) Walnut (1)</p> <p>TOTAL: RM42</p>	 <p>BANK ISLAM Transaction Receipt Transfer To Other Account Within Bank Islam: Successful Reference No.: Recipient Name: CIMB NUR AZILA UMARAH BINTI MOHD RAMLI Recipient Account Number: Recipient Reference: Bell brownies Other Payment Details: Amount: RM 42.00 Note: This receipt is computer generated.</p>
08/06/2022	<p>Name: Nur Amira Nasuha</p> <p>Item: Chocolate Chip (1) Walnut (1)</p> <p>COD: cash on delivery TOTAL: RM22</p>	

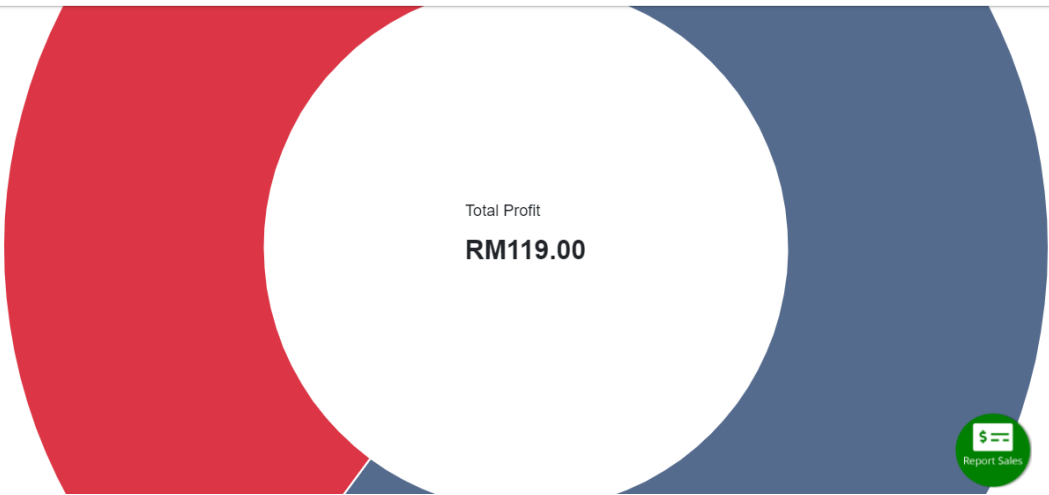
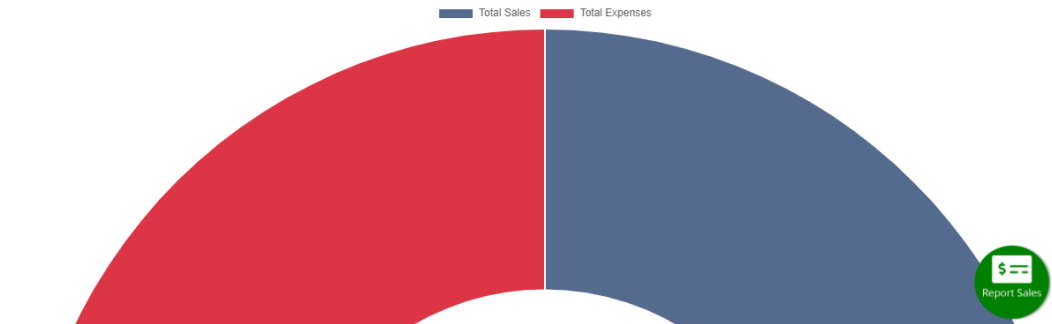
		
10/06/2022	<p>Name: Aiman Hakim</p> <p>Item: Chocolate Chip (3) Walnut (1)</p> <p>COD: cash on delivery TOTAL: RM56</p>	
11/06/2022	<p>Name: Ainaa Sukna</p> <p>Item: Chocolate Chip (1) Walnut (1)</p> <p>COD: cash on delivery TOTAL: RM28</p>	
12/06/2022	<p>Name: Nur Aisyah</p> <p>Item: Red Velvet (1) Walnut (2)</p> <p>COD: cash on delivery TOTAL: RM42</p>	
16/06/2022	<p>Name: Nurul Asyikin</p> <p>Item: Red Velvet (1) Chocolate Chip (1)</p> <p>COD: cash on delivery TOTAL: RM29</p>	

19/06/2022	<p>Name: Alya Nasuha</p> <p>Item: Red velvey (2)</p> <p>COD: cash on delivery TOTAL: RM30</p>	
22/06/2022	<p>Name: Orked Athiqah Liyana</p> <p>Item: Walnut (1)</p> <p>COD: cash on delivery TOTAL: RM14</p>	
23/06/2022	<p>Name: Sophea Aleesya</p> <p>Item: Red Velvet (1)</p> <p>COD: cash on delivery TOTAL: RM15</p>	
27/06/2022	<p>Name: Aminah Nuraini</p> <p>Item: Walnut (1)</p> <p>COD: cash on delivery TOTAL: RM14</p>	

Yearly Sales
RM353.00

Yearly Expenses
RM234.00

Yearly Performance



Go-eCommerce

Business Name	Date	Type	Marketplace(if any)	Others Marketplace (if any)	Total Sales (RM)	Expenses Category	Expenses Subcategory	Total Expenses (RM)	Descriptions	Create d At
TFN Brownie By Suji Station	01/06/2022	expenses				Goods	Stock	234	1 carton (25 pack) Tin Brownie	14/07/2022
TFN Brownie By Suji Station	03/06/2022	online	Social Media		45				Khairunnisa Izzati Chocolate Chip (1) Dark Chocolate (1) Red Velvet (1)	14/07/2022
TFN Brownie By Suji Station	05/06/2022	online	Social Media		16				Amirah Izzati Walnut (1)	14/07/2022
TFN Brownie By Suji Station	06/06/2022	online	Social Media		42				Syazwan Amer Chocolate Chip (1) Dark Chocolate (1) Walnut (1)	14/07/2022
TFN Brownie By Suji Station	08/06/2022	offline			22				Nur Amira Nasuha Chocolate Chip (1) Walnut (1)	14/07/2022
TFN Brownie By Suji Station	10/06/2022	offline			56				Aiman Hakim Chocolate Chip (3) Walnut (1)	14/07/2022
TFN Brownie By Suji Station	11/06/2022	offline			28				Aina Sukna Chocolate Chip (1) Walnut (1)	14/07/2022
TFN Brownie By Suji Station	12/06/2022	offline			42				Nur Aisyah Red Velvet (1) Walnut (2)	14/07/2022
TFN Brownie By	16/06/2022	offline			29				Nurul Asyikin	14/07/2022

TFN Brownie By Suji Station	16/06/2022	offline			29				Nurul Asyikin Red Velvet (1) Chocolate Chip (1)	14/07/2022
TFN Brownie By Suji Station	19/06/2022	offline			30				Alya Nasuha Red velvey (2)	14/07/2022
TFN Brownie By Suji Station	22/06/2022	offline			14				Orked Athiqah Walnut (1)	14/07/2022
TFN Brownie By	23/06/2022	offline			15				Sophea Aleesya	14/07/2022

Business Name	Date	Type	Marketplace(if any)	Others Marketplace (if any)	Total Sales (RM)	Expenses Category	Expenses Subcategory	Total Expenses (RM)	Descriptions	Create d At
Suji Station	022								Red Velvet (1)	022
TFN Brownie By Suji Station	27/06/2022	offline			14				Aminah Nuraini Walnut (1)	14/07/2022

Figure 15: TFN Brownie Shop Sales Report

8.0 CONCLUSION

On top of that, TFNBrowniebysuji is a business that sells variety of thin crunchy brownie that not only focusing on face to face buying but also promoting of postage delivery. TFNBrowniebysuji give various of choices for customers to choose. The conclusions that we can conclude in this area that creating a Facebook page is a good movement to promoting and publish a business. We also be able to promote and publish our products among Facebook user and mostly kids, teenagers, adult, and older people that near on our business area. On this platform, we can put up the latest promotions of our business and any events. Facebook also known as wide target all around the world.

The tools and layout provided by Facebook indeed helping us to create a better growth of a business. Facebook also is a great medium to boosts up the marketing plan. For example, one of the reasons of tolls that really help us is where we will be able to schedule our post in our targeted time. Some of social media has their peak hours of user so it can post up automatically based on the time and date that we set. Eventually, Facebook ads are one of very helpful tools for a business because it can reach 5,000 people which will lead to potential customers.

In the end, social media such as Facebook is very recommended tools for people who wanted to join a business industry as Facebook has a lot of things that we can learn. To sums up, Facebook are not the only medium to promote and publish business because there are also few of other social media that gives a huge impact to business such as Instagram and Twitter.