

Client Name: US1 Movers

1st Call:

- Explained the plan showed her client.
- 5-6 keywords.
- Committed 25 miles Gradually
- [Timestamp 11:32] Give me the best Cities or Radius miles that you want to target I will target that for you.
ST Augustine
Daytona
and 2 more cities (Jacob)
- Wayne came on the call.
- 10 miles committed. Customer was explained that in the first month we are going to target 10 miles for her.
- Took down the information.
- Charged the payment gave the disclaimer
- Talked about her website she wasn't interested and the call was getting disconnected again and again.

QA Department Notes:

Customer is very easy to talk to and very co-operative. A good potential client and can work with us for a longer run. The Closer first went for the cities (Jacob). Wayne came on the call explained that for the first month we are going to target 10 miles. Listing is already there. Customer didn't ask a lot of question and had a direct approach.

Cross Checking the Information on CRM:

(Mentioning only incorrect Information)

- Name
- Email
- Business Address
- Cellphone Number (Yes)
- Services (Yes)
- Keywords (5-6)
- Radius Miles (10)
- Listings Status (Yes)
- Notes on CRM (Yes)
- Calls Committed (No)

- Insisting more miles (No)
- Commitment of phone ringing (No)
- Reg On GMB (coached) (N/A)
- Social. Media Handling (No)
- Guarantee Of ROI (First Month) (No)
- Scrapping Reviews (No)
- SEO Procedure Explained (Yes)
- Information in CRM (Yes)
- No of sale call mentioned in Notes (No)
- Disclaimer read properly (Yes)