

Client Name: Pamela Nichols, RE/MAX T-Town

1st Call:

- Showed clients
- Explained The Plan
- She Hired Some Other Company Which Scammed Her
- Up to 25 miles first month 10 miles
- 74137(total Sqmi 10.33) is the area she wants to target which is 15.9 miles away from her base location.
- Quoted \$250
- Sent her email and walked her through the commitments.
- Took information
- Took down the payment
- Offered voice search for \$100 and she declined
- Gave disclaimer and call ended.

QA Department Notes:

Client was very Nice and co-operative. She wants to target zip code 74137 specifically. She tried some other company before as well and no one called back from that company after taking the payment from her. Can be a good and long term prospect for the company.

Cross Checking the Information on CRM:

(Mentioning only incorrect Information)

- Name
- Email
- Business Address
- Cellphone Number (Yes)
- Services (Yes)
- Keywords (-)

- Radius Miles (10)
- Listings Status (Yes)
- Notes on CRM (Yes)
- Calls Committed (No)
- Insisting more miles (Yes)
- 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)