

Alejandra Santana - Real Estate Agent

Call Summary:

- Emilia pitched her and she is running ads on yelp getting nothing.
- Emma jumped over the call.
- Emma quoted **\$250/month** with no contract.
- Emma show her our client (Wilder Perez Realtor) (B&J inspection).
- Both buying and selling.
- Emma sent her our commitment and explain it.
- Create YouTube channel and post videos every month.
- Help with reviews part by generating a link and rating part.
- Create accounts for business on social media and link with GBP.
- Card charged disclaimer given.

QA Department Notes:

Client is humble and understanding. She is not registered on Google but has a website <http://homelandcapitalrealty.com/>. We have to register her on Google. Emma told her that you will receive a postcard from Google within 4-5 working days. Emma quoted **\$250** for her listing optimization. Emma told her to give at least three months to this campaign to see great results. She is looking for good results so we have to perform well to make her our permanent client. Emma pitched her for a landing page, sent her a sample and quoted \$200 one-time charge but she said maybe in future so deal her accordingly. Emma pitched her for a voice searcher and quoted **\$75** one-time charge and she agreed. She paid us a total of **\$325**.

GMB Optimization: \$250

Voice Searcher: \$75

Total: \$325

Additional Notes:

- She was getting skeptical but handled accordingly and showed her the Google Partner Link.

Basic Information:

Nationality:	N/A
Previous experience with SEO Company:	N/A
For how long the client is in this business:	N/A

Cross Checking the Information on CRM:

- Owner name: Alejandra Santana
- Business name: Alejandra Santana - Real Estate Agent
- Business number: (786) 317-7887
- Business email: realtorsantana@aol.com
- Business address: 811 SW 63rd Ave West Miami, FL 33144, USA
- Keywords (5)
- Radius (25)
- Listings status (No)
- Notes on CRM (Yes)
- Calls Committed (No)
- Insisting more miles (No)
- Commitment of phone ringing (No)
- Reg on GMB (coached) (No)
- 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 (Yes)
- Disclaimer Read Properly (Yes)