

Client Name: Workaholic Express LLC

1st Call:

- Client was running ads on Google.
- Quoted \$225
- showed him 2 clients explained him the plan.
- Sent him the email as well walked him through the commitments.
- Also talked about website design, he asked for a website and we do web development as well.
- Explained the SEO process and told the client that it's a gradual process and in first month we will show you progress to move on the next month.
- Took the payment. Gave the disclaimer and ended the call.
- Very good call.

QA Department Notes:

Customer is very easy to talk to. A very good client. He was running ads on Google but was getting to expensive for him. He would be interested in getting a website from us if handled accordingly and with ease. SEO process was explained in detail as the customer asked for a time cap for results. He will be expecting some results in the first month.

Cross Checking the Information on CRM:

(Mentioning only incorrect Information)

- | | |
|-------------------------------|-------|
| • Name | |
| • Email | |
| • Business Address | |
| • Cellphone Number | (Yes) |
| • Services | (Yes) |
| • Keywords | (-) |
| • Radius Miles | (-) |
| • 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)