

Lovett or Leaf It Lawn care Services

Call#1

- Client want to market his business but facing problems regarding economy and high prices so can't spend money for this part.
- Client has Facebook page and he is looking to market on social media.
- Tyson explain GMB, Client have no idea about GMB.
- We have to register him on Google.
- Tyson told him about GMB app.
- Coated \$200 per month with no contract.
- Attach all social media platform to Google listing including Yelp and create accounts where needed. Provide YouTube channel and videos.
- First we register you on Google and rank you up with 5 top keywords.
- Client has a website too and area which we have to target are mention there.
- Timestamp (13:32) Tyson mention I will come with 30-40 keywords and show you search rate so you can decide 5 keywords for your business ranking.
- We have to take pictures from his yelp account.
- Tyson send email proposal and commitments.
- Target cities from base location (Brandon).

Call#2

- Client is sharp and he want to confirm who will be the person to cater him on his campaign from our side.
- Tyson told about the activation call and CST procedure.
- Working days Mon-Sat.
- Working hours: 7am-7pm.
- Doing for 2 years and overall experience of 10years.
- Payment charged through PayPal link.
- Timestamp (15:30) Client said we have certain budget for marketing so at some point we pause our service with you guys for couple of months and then turn it on like on and off after two months.
- Timestamp (15:55) Client ask after pausing service, Listings still be on Google and rankings or it went inactive how it will work.
- Timestamp (16:08) Tyson said this is the best part if you deposited at any time you still be up and running but the progress will stop for the month and when you resume service it will increasing again.
- Timestamp (16:28) Client want to know the marketing part afterword. Timestamp (16:39) Tyson said as you know we keep getting your listing stronger and adding more keywords, spreading areas.
- Timestamp (16:55) Tyson said when you start it get bigger and when you stop or pause the listings will stop growing. But when you resume it will start from the same point.
- Disclaimer given and call ended.

QA Notes: Client is very nice but a bit tricky asks questions so deal accordingly. Sam is the person who help and work with our team. We have to create his listings on activation call. Also, He has told that their marketing budget is limited and he will be pausing the campaign in between different months. So please handle accordingly.

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|---|--------------------------|
| • Owner name: | Jacqueline Lovett |
| • Business email: | lovettorleafit@gmail.com |
| • Business number: sale call number: | (813) 321-7876 |
| • 2 nd Number for activation call Sam: | (813) 521-5456 |
| • Business Address: | Brandon FL, 33511 US. |
| • 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) | (Yes) |
| • 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) |