

The Basement Studios

Call Summary:

- Ross pitched him and he is running ads on Yelp getting nothing.
- Blake jumped over the call.
- Blake quoted \$225/month with no contract.
- He is already registered on Google and had a website.
- 25 miles gradually.
- 5 keywords.
- Blake show him our client (Wilder Perez Realtor) (Miami construction brokers Inc.).
- **Working hours and days Monday to Friday 10 AM to 6 PM and Saturday, Sunday appointment only.**
- Bi-weekly report.
- Blake sent him a proposal 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.
- Sent him a payment link.
- Card charged disclaimer given.

QA Department Notes:

Client is nice and understanding but also concerned about the results so deal him accordingly. He is already registered on Google and has a website <https://www.thebasementstudios.com/>. He saw our reviews but Blake handled him very well and gained his trust and got the payment. Blake quoted \$225 for his listing optimization. Blake told him to give at least three months to this campaign to see great results. He is looking for good results and trust on this campaign so we have to perform well to make him our permanent client.

Additional Notes:

Blake asked about his website and he said to Blake that one of my clients made this for me free of cost. Blake told him about the Pinterest account and quoted a \$100 one-time charge but he said maybe next month.

Basic Information:

Nationality:	N/A
Previous experience with SEO Company:	N/A
For how long the client is in this business:	6 years

Cross Checking the Information on CRM:

• Owner name:	Alex Pasternak	
• Business name:	The Basement Studios	
• Business number:	(703) 314-4835	
• Business email:	alexpaste@thebasementstudios.com	
• Personal email:	alexpaste@icloud.com	
• Business address:	Hidden on his listing	
• Keywords		(5)
• Radius		(25)
• 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		(Yes)
• Disclaimer Read Properly		(Yes)