

Xtrajunk Removal

Call Summary:

- Oscar pitched him and he is running ads on Yelp getting nothing.
- Wayne jumped over the call.
- Wayne quoted \$200/month with no contract.
- Wayne show him our client (A 4 painting plus).
- Both residential and commercial.
- Wayne sent him our 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.
- Card charged disclaimer given.

QA Department Notes:

Claudio is nice and understanding. He is already registered on Google and has a website <https://www.xtrajunk.com/services>. Wayne quoted \$200 for his listing optimization. Wayne told him to give at least three months to this campaign to see great results. He is looking for good results so we have to perform well to make him our permanent client.

Additional Notes:

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: | Claudio Silva | |
| • Business name: | Xtrajunk Removal | |
| • Business number: | (916) 790-2818 | |
| • Business email: | XtraJunk@hotmail.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)