

Client Name: Crosby Electric

1st Call:

- Standard call showed clients and sent him email as well
- Quoted \$200 with a landing page.
- Very curious customer was concerned about us working with his competitors
- [Timestamp 46:20] it will take 25-30 days to beat up the competition and make you the number 1
- explained that his bill would be after 40 days
- [Timestamp 46:48] so you have 10 days' leverage to get traffic on your business. (Closer)
To get a job in to cover 200 bucks or 400 bucks? (client)
Yes(Closer)
- Was quite nervous about taking a shot.
- gave disclosure and call ended.

QA Department Notes:

Customer is very skeptical, asked a lot of questions and was quite nervous about the project we have to get him registered on google we also need to explain that it would take 5-7 days for google to send him a post card. We have to create a one-page website for his business. He might be expecting a good return on investment to cover up his initial cost through the traffic. He was explained that his next bill would be after 40 days. He needs to be dealt technically.

Cross Checking the Information on CRM:

(Mentioning only incorrect Information)

- Name
- Email
- Business Address
- Cellphone Number (Yes)
- Services (Yes)
- Keywords (-)
- Radius Miles (-)
- 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) (Yes)
- Scrapping Reviews (No)
- SEO Procedure Explained (Yes)
- Information in CRM (Yes)
- No of sale call mentioned in Notes (No)
- Disclaimer read properly (Yes)