LOADING GROWTH

MODULE 5

CLIENT ONBOARDING

Trackers Introduction

HAVE A KNOW-HOW OF THE TRACKERS

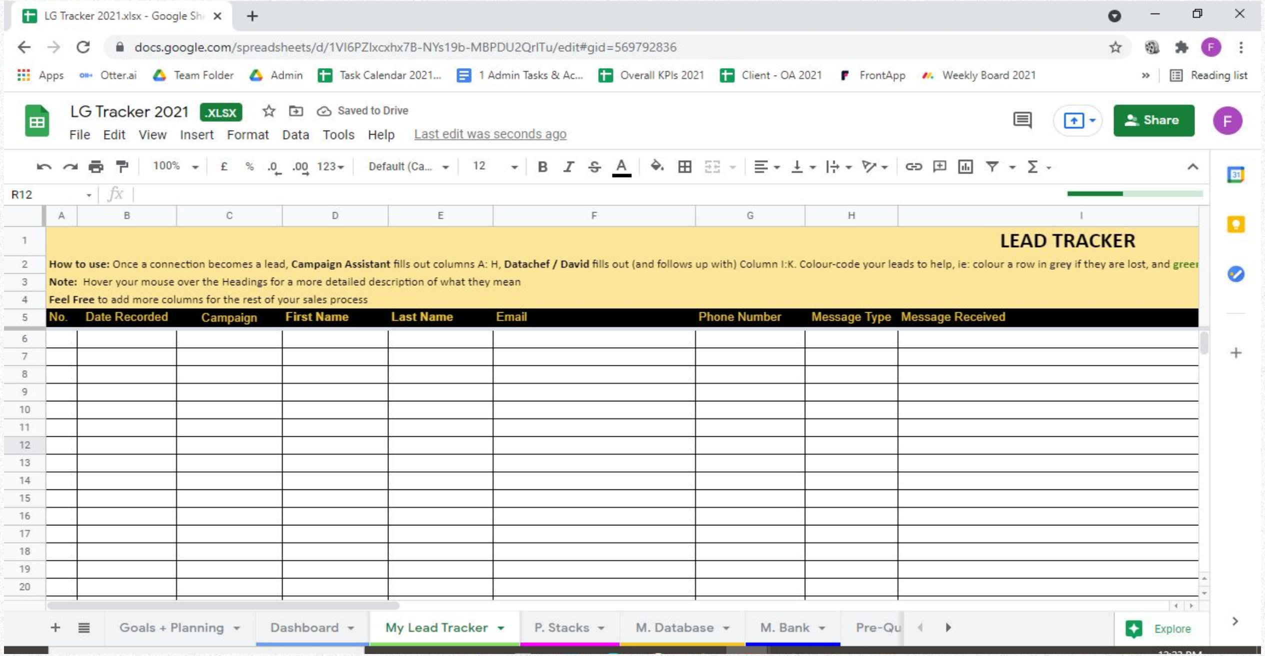
LEAD GENERATION 90

TOPICS

- MY LEADS TRACKER
- P. STACKS
- M. DATABASE
- M. BANK
- PRE-QUALIFIED LEADS

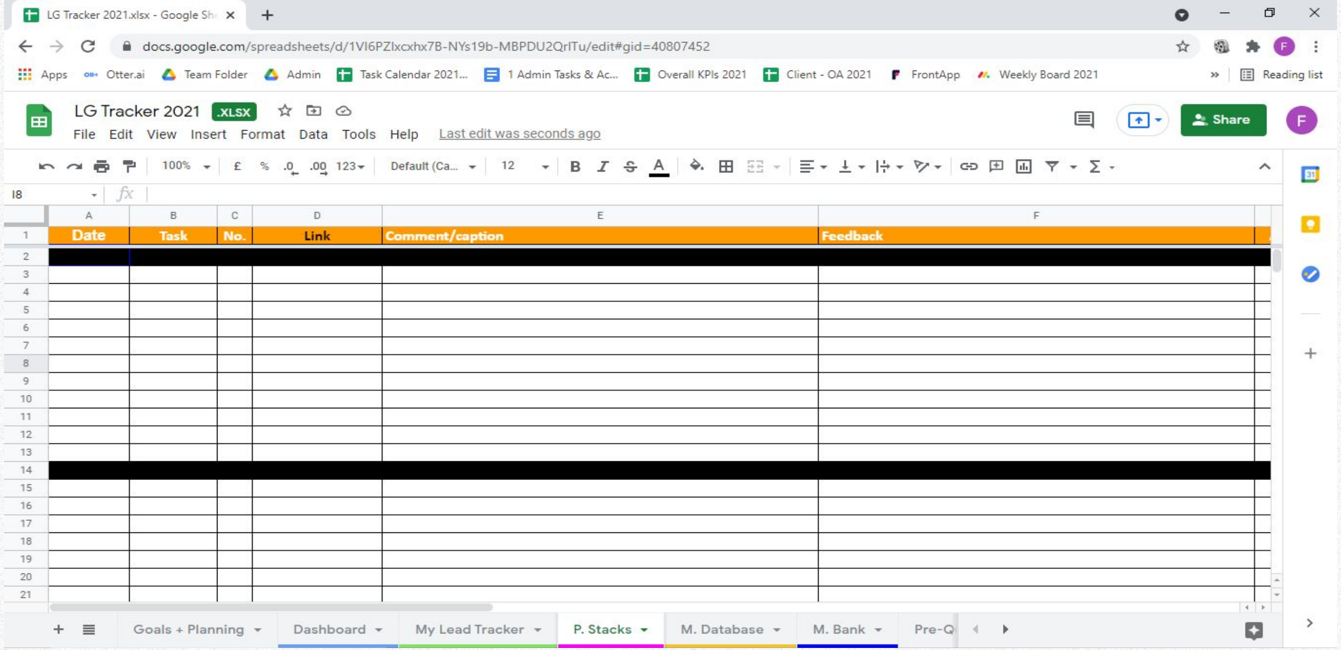
TRACKERS | MY LEADS TRACKER

- The CA will put the relevant information of interested leads on column A-H; leads that are up for sales call. Then your sales team or person in-charge for client calls will do the calls and fill out columns I-K.



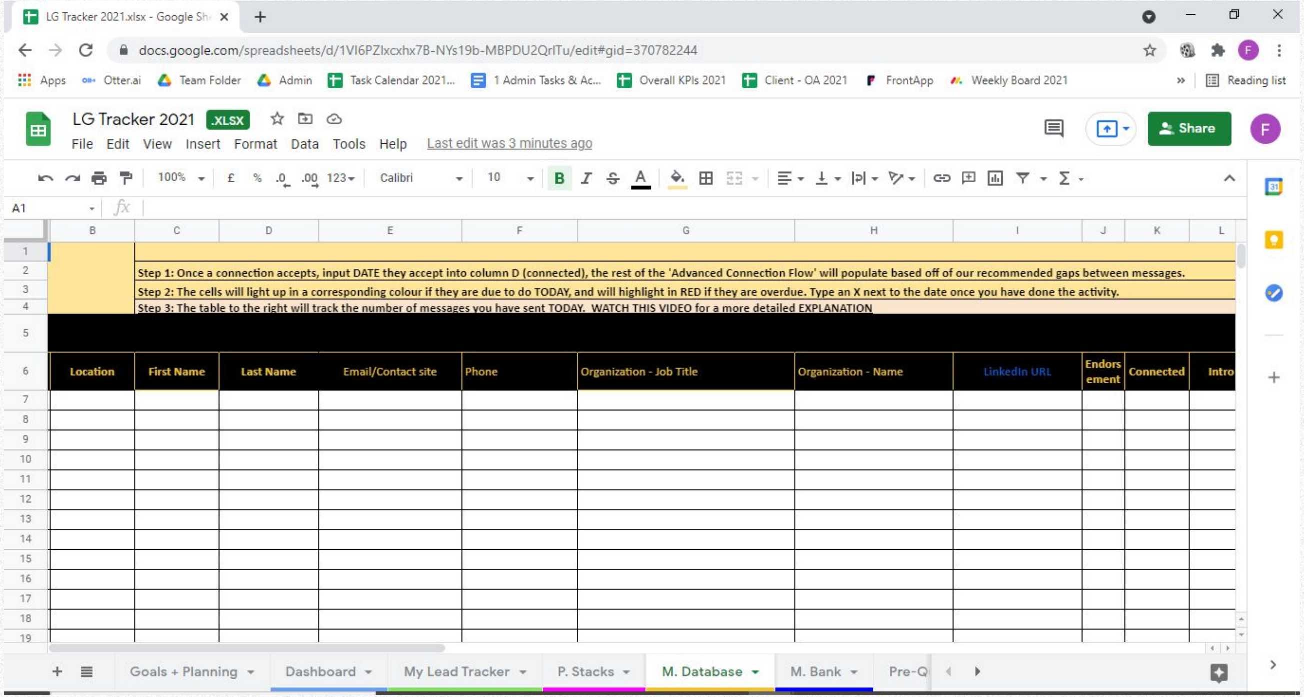
TRACKERS | P. STACKS

- This will contain the engagements done by your CA with the people, groups, or pages that you connect with and/or follow. It includes links of liked, commented, and shared posts. You can put your feedback in column F with regards to the listed engagement.



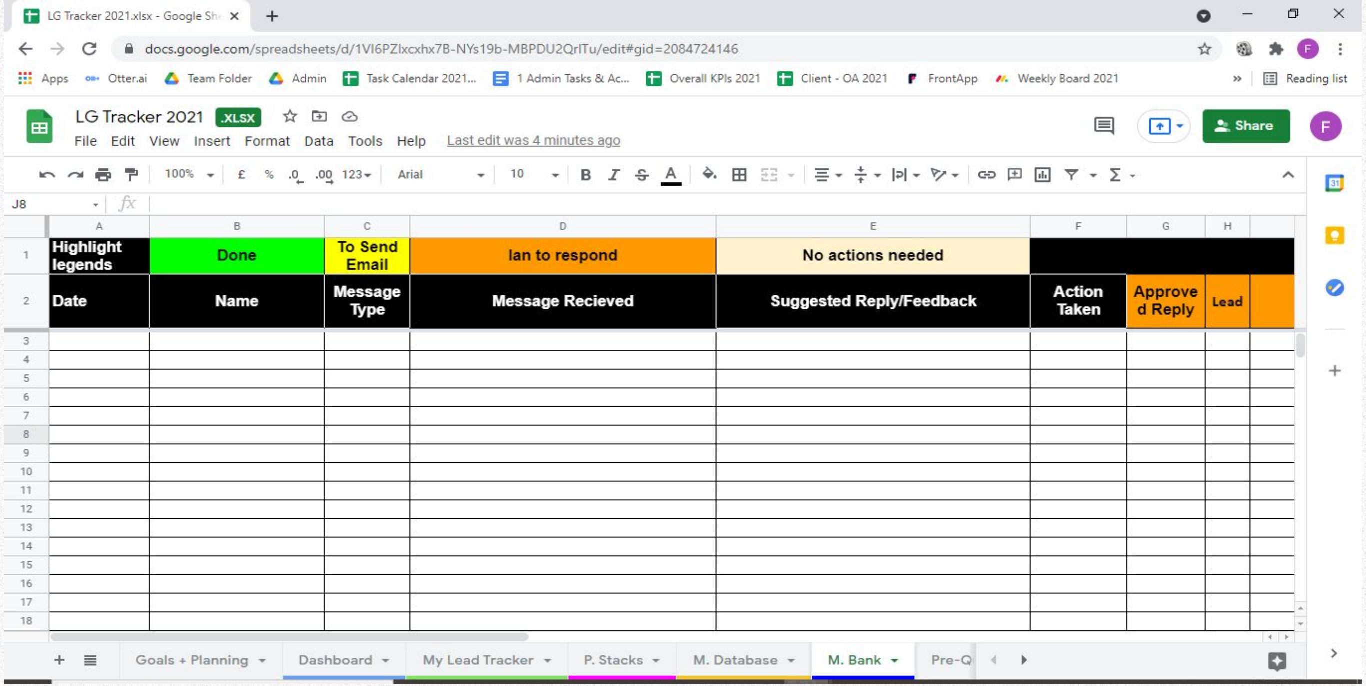
TRACKERS | M. DATABASE

- The CA will input important details of leads who accepted your connection invite.



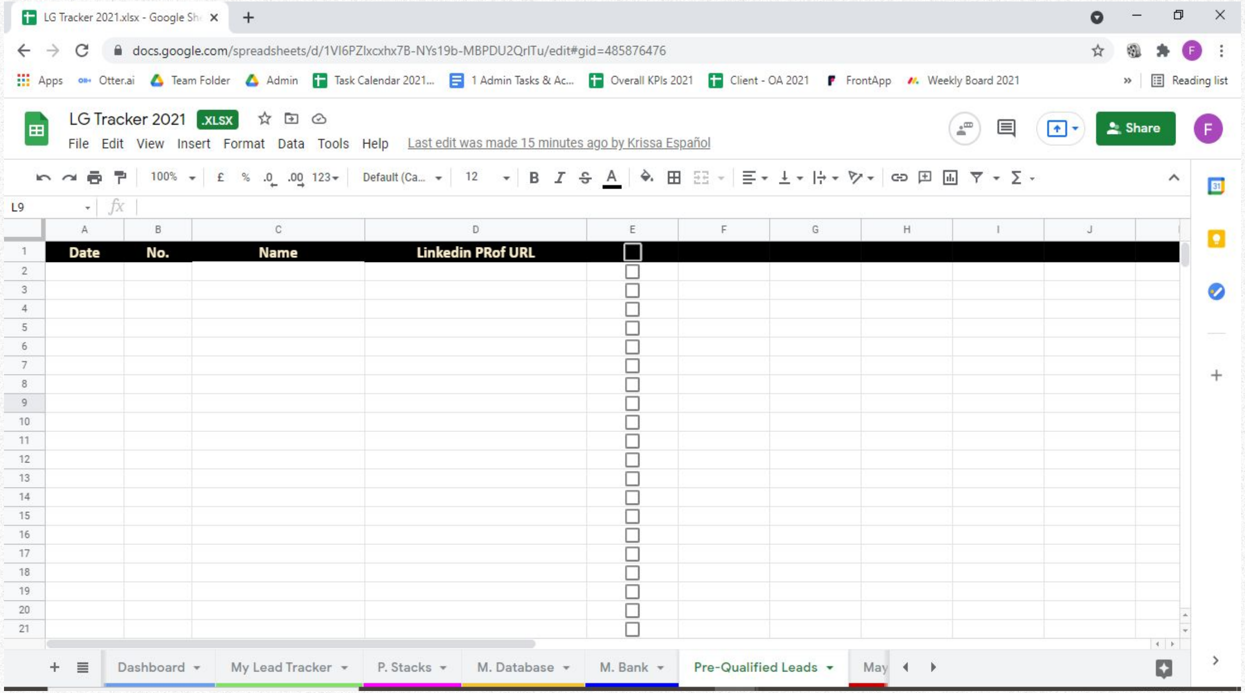
TRACKERS | M. BANK

- This is a track of messages extracted from Linkedin. Herein, the CA will fill out columns A-D for the leads' responses. In column E, you will place your reply suggestions and the CA will copy and send it to the corresponding leads.



TRACKERS | PRE-QUALIFIED LEADS

- This is a CA's daily monitoring of the number of people sent with connection invites.



TRACKERS | MONTHLY TRACKER

- This will show you the progress of your Campaign Assistant in performing lead generation on a daily basis. This sheet is presented per month. Herein, the CA will fill out the daily performed KPI with totals of per messages sent, likes, comments, status update, and articles shared.