

THE POWER CALLING STRATEGY



IQI
TEAM



ELITE

ELITEONE

TECHNOLOGY MAKES THE DIFFERENCE

4 Things You Need for Calling

- 1. Energy*
- 2. Time*
- 3. Voice*
- 4. Patience*



Tips in Calling

- 1. Tonality*
- 2. Tell clients won't take too much of their time*
- 3. Have to be excited on the project*



Myth in Calling

1. Talk too long in the phone with client

- Make the topics relevant

2. Why client always reject me

- Do it like robot, our job is to filter quality client and invite them to showroom



Myth in Calling

3. Leads are not keen

- Treat every lead the same, calling is an important part for us to invite them out.

4. When I don't do calling well, I cannot do property

- Some of the people don't do well in calling, but they did very well in whatsapp and email blasting

Don't's in Calling

*Always ask a open question,
don't let client have chance
to reject you*

ie: Do you want to come to showroom or zoom session

