Lead Creation

(If created today at 2pm)

Callback after 2.5 hrs

If still get NO revert, then

If they revert then,

Callback after 2.5hrs + Whatsapp Reminder

If still we get NO revert then,

If they revert then,

* We fill details, select time, punch activity how we connected and how demo is scheduled.
* Automated mail with demo classroom link is being shared to them.
* Automated whatsapp message with details is been shared too.
* Drop whatsapp message and mail.

**Demo gets** **Scheduled**

If Unanswered

* Update the stage as ‘Contacted’
* Put task as per the mentioned time.
* Drop activity as how we’ve connected them.
* Mark stage
* Mention Reason in Not scheduled Reason
* Drop Mail in case they don’t have laptop telling that they can get back to us once they have the system.
* Drop mail for all Not Interested Cases.So they can reach out later at any point
* Punch activity as how we’ve connected them.

**Asks to Contact After a specified time**

**IF NOT-INTERESTED**

**If DISQUALIFIED**

IF Answered (we start pitching)

Callback (within half an hour)