

# Client Hunting Methods for Software & Web Services

*(For Hunters, Tech Members & Leaders)*

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## 1 Facebook Groups (VERY IMPORTANT)

Search Facebook groups using keywords like:

- “Website Developers”
- “Software Developers”
- “Web Design & Development”
- “Business Owners Bangladesh / USA / UK”
- “Startup Founders”
- “E-commerce Business Owners”

**How to use:**

- Join active groups
- Look for:
  - Posts asking for websites/apps/software
  - Business owners asking for tech help
- Comment professionally
- Inbox the client with a **short, polite message**
- Never spam

- Some active group links :

<https://www.facebook.com/groups/637827887994334>

<https://www.facebook.com/groups/1765831213662252/>

<https://www.facebook.com/groups/findwebdeveloperbd/?ref=share&mibextid=NSMWBT>

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## 2 Facebook Business Pages & Ads Library

## Method:

- Search businesses without websites or with poor websites
- Check:
  - Restaurants
  - Shops
  - Real estate pages
  - Clinics, schools, startups

## Action:

- Message the page owner
  - Offer website/software improvement
  - Focus on **business benefit**, not tech terms
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## 3 Google Maps Search (HIGH CONVERSION)

Search on Google Maps using keywords:

- “Restaurant near me”
- “Real estate company”
- “Clinic”
- “School”
- “Shop”
- “Hotel”
- “Logistics company”

## How to contact:

- Open the business profile
- Get:
  - Phone number
  - Website
  - Email (if available)
- Contact via:
  - WhatsApp
  - Email
  - Facebook page

Best for:

- Websites
- POS systems
- Booking systems
- Management software

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## 4 LinkedIn Client Hunting (Professional Clients)

### Search filters:

- Company size: Small / Medium
- Industry: IT, Real Estate, Healthcare, Startup
- Job titles:
  - Founder
  - CEO
  - Co-Founder
  - Managing Director

### Method:

- Send connection request with **personal note**
  - After acceptance:
    - Start conversation
    - Understand pain point
    - Offer meeting (not direct selling)
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## 5 Freelancing Platforms (Indirect Client Hunting)

### Platforms:

- Fiverr
- Upwork
- PeoplePerHour

### How to use:

- Search job posts related to:
    - Website
    - App
    - POS
    - ERP
  - Bid professionally
  - If client needs full solution:
    - Invite them to meeting
    - Introduce Zentorra properly
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## **6 Instagram Business Pages**

### **Search:**

- Small business pages
- New startups
- Brands without websites

### **Method:**

- Engage first:
    - Like posts
    - Comment genuinely
  - Then inbox:
    - Short intro
    - Offer help
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## **7 TikTok Business Accounts**

### **Method:**

- Search by niche:
  - Restaurant
  - E-commerce
  - Startup
- Look for comments like:
  - “How to build website?”
  - “Need app”

### **Action:**

- Reply or inbox professionally
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## **8 Website Audit Method**

### **How:**

- Find poorly designed websites
- Check:
  - Slow speed
  - No mobile version
  - No SSL

- Outdated design

### Contact:

- Email or Facebook message
  - Offer **free suggestion / audit**
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## 9 WhatsApp & Direct Contact

- Use numbers found from:
  - Google Maps
  - Facebook pages
  - Websites

### Rule:

- Be polite
  - Short message
  - Ask permission before pitching
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## 10 Referrals & Network Leverage

- Ask:
    - Friends
    - Family
    - Previous clients
  - Offer:
    - Referral benefit
    - Free consultation
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## 11 Startup & Business Communities

### Search:


- Facebook startup groups
  - LinkedIn communities
  - Telegram business groups
  - Discord tech/startup servers
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## **What to Avoid (VERY IMPORTANT)**

- No spamming
  - No copy-paste mass messages
  - No fake claims
  - No underpricing without approval
  - No forcing sales
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## **Goal for Hunters**

- Start conversation
- Book meeting
- Hand over to Team Leader & Tech Member

 *Quality conversation > Quantity of messages*