



Client Hunting Methods for Software & Web Services

(For Hunters, Tech Members & Leaders)

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
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- **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>

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

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)

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

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

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

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*