Call-Pitch Flow Chart

Introduction:

Introduce yourself as a mentor & ask for feedback of demo trial session

Awareness 1:

Make them aware about the technology & ask what attracted them to book the demo session

Awareness 2:

Make them aware about our curriculum head and our organization's vision

Probing and Analysis of Child:

How is Child in Studies? Do not take Ok, Average and Good as answers. Ask questions like, "Which particular Subject he/she is more interested in and which subjects is he/she having a difficulty."

Have a proper discussion about the categorization of kids in this age group and their mindset and way of learning

Continue Probing

Probing and Analysis of Child:

Who takes care of the child's academics? Ask whether the child is going to any tuitions?

Explain the importance of Self-Studies (50%) and Studies with the help of Teachers (School & Tuitions)

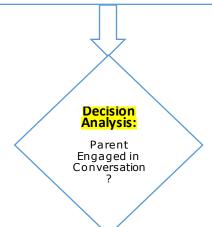
Now due to this situation of COVID-19, learning from school is not getting fulfilled

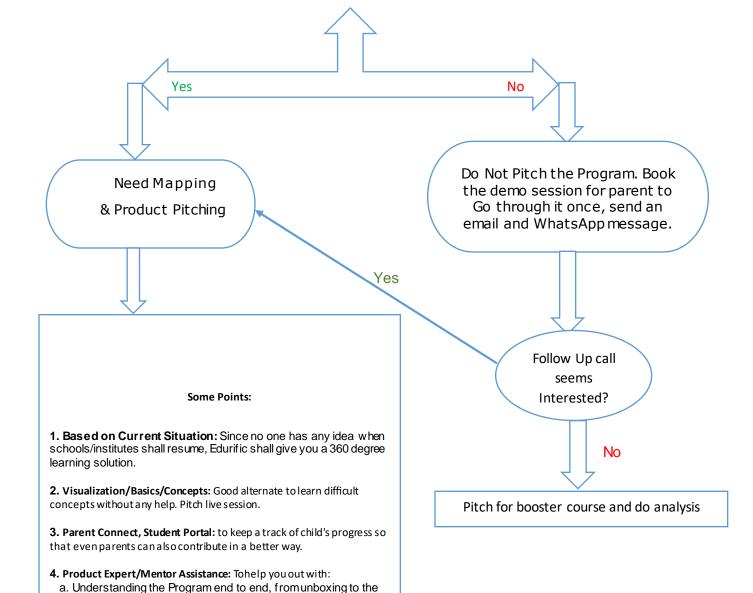
Rapport Building and Need Generation

Rapport Building:

A Bit of Product Pitching, and details about the child's interests and participation in extra-curricular activities

What steps have you taken to improve her learning and curiosity in the subjects? How is it working out for you?





proper familiarity with all the features.

-Sets a routine and discipline -Topic Choice Flexibility

that particular topic.

child

b. To take care of Academic and Non-Academic needs of the

5. Tutor: Real-time lecture, visual diagrams, problem solving and doubts by certified teacher which helps the students with: -Ensuring usage of Tab when parents are busy/not involved

6. Customization & Personalization: Customized as per the school curriculum (CBSE/ICSE/State), and the program adapts

7. Step by Step Clarity: By asking a few questions after every small video to ensure the child's understanding and retention of

according to the child's grasping and learning pace.