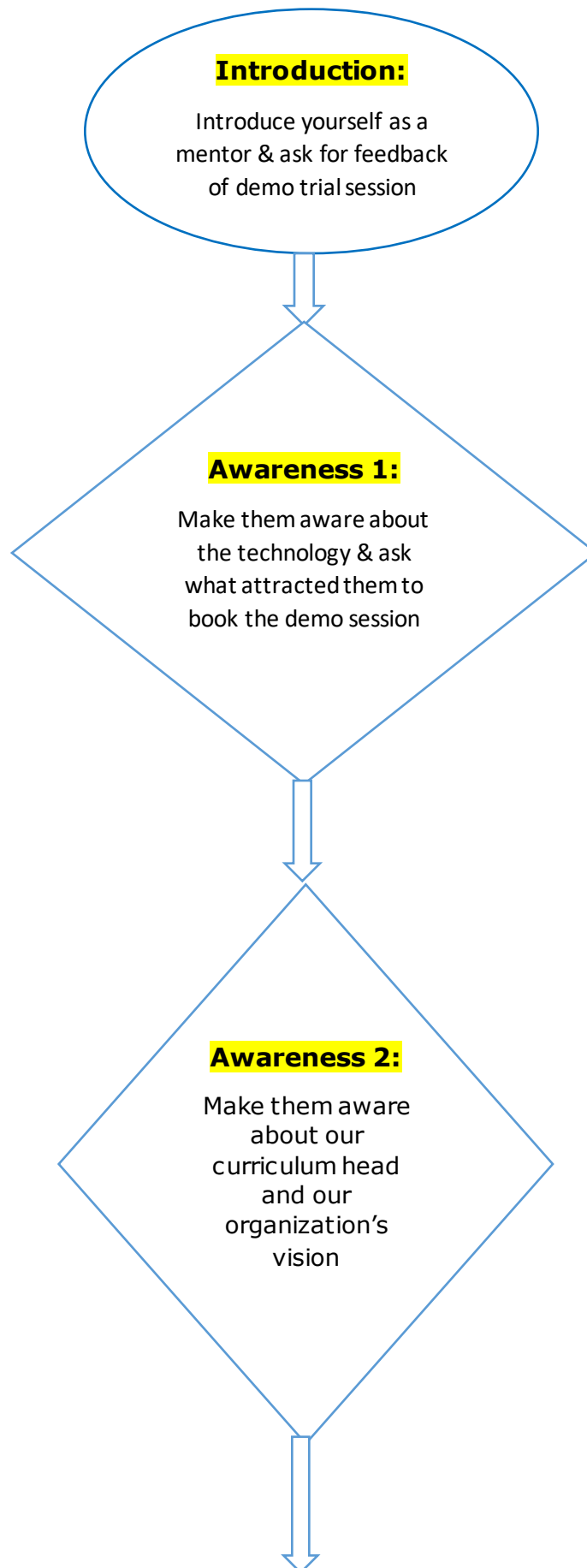


## Call-Pitch Flow Chart



### **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?

### **Decision Analysis:**

Parent Engaged in Conversation ?

