

Lead Acceleration campaign call flow sample

Real Technology Solutions (RTS) [fictitious company]

This call flow guides how we engage prospects. We take a carefully structured approach to collect essential data in order to qualify MQLs, SQLs and Opportunities for RTS Sales team to further nurture and close.



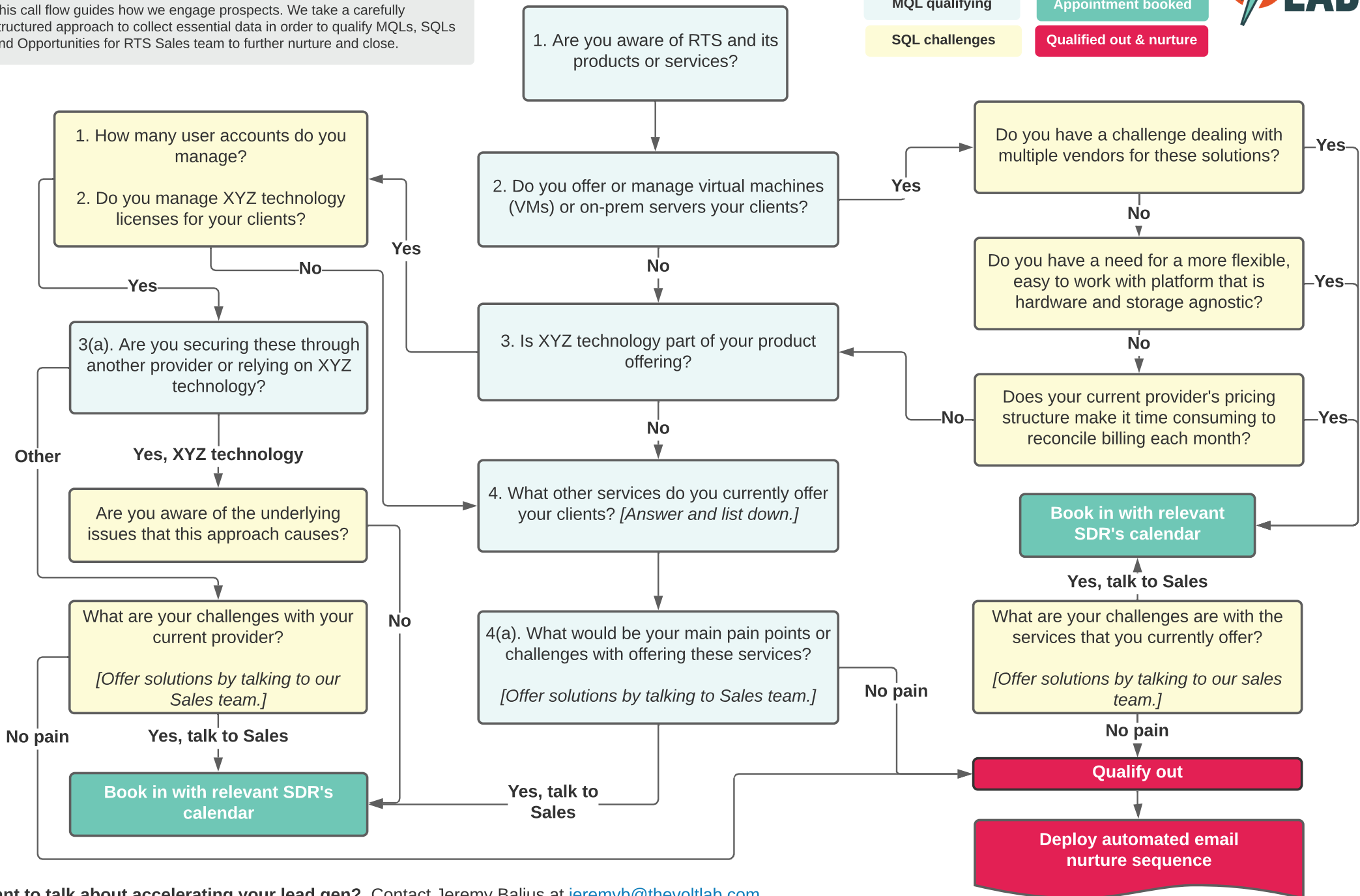
Qualification phases

MQL qualifying

Appointment booked

SQL challenges

Qualified out & nurture



Want to talk about accelerating your lead gen? Contact Jeremy Balius at jeremyb@thevoltlab.com