Four hundred and twelve rejects, seven genuine requests in a hundred

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Fictional document

> **Fictional document — demonstration example**
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> **Fictional document**, produced for demonstration. **It is the one indicator an automatic sort never produces on its own.**

Indicator	Value
Incoming emails this quarter	**2,840**
Filed as unqualified	**412**
Opened by a human beforehand	**0**
Reread at random	**100**
Genuine requests among them	**7**

Nature of the seven

Origin	Count

Existing client	**3**
Partnership approach	**2**
Prospect with a very short message	**2**

> **A qualification rate is easy to measure: you can see what gets through.** The reject error rate can only be measured if somebody rereads what was thrown away — and nobody has any reason to.

What changes

Rule	Applied?
A sample of rejects reread every week	**Yes**
False-negative rate in the summary	**Yes, beside the volume handled**
Deleting a discarded message	**Never**

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> https://bluelemonagent.ai/en/entreprises/cas-usage/agent-de-qualification-de-mails-commerciaux

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