



Chase results — by channel

LINDBERGH FORMATION — 16 rue de Maillé, 91310 Montlhéry, France · Companies register (RCS) Evry 817 946 114

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1,342 documents, 30 days · fictional document

Fictional document — demonstration example

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Fictional document, produced for the demonstration. This document publishes a **figure unfavourable to the agent**, its measured cause and the fix already applied. A result presented without its weak point is not a result, it is a brochure.

The overall result

Measure	Before	With the agent
Documents obtained	61 % in 26 days	78.8 % in 11 days — 1,057 out of 1,342
High-stakes documents obtained	—	197 out of 212
First chase sent	9 days after the close date	The same day

The figure that does not flatter the agent

LINDBERGH FORMATION — a simplified joint-stock company with share capital of €250,000 · Registered office: 16 rue de Maillé, 91310 Montlhéry, France · Companies register (RCS) Evry 817 946 114 · SIRET 817 946 114 00029 · VAT FR 60 817 946 114 · "Blue Lemon Agent" trade mark · Training-provider registration no. 119 108 635 91 (Île-de-France prefect — this registration does not amount to State approval) · Qualiopi certified, no. 03896, for the "training actions" category · contact@bluelemonagent.ai · dpo@bluelemonagent.ai · Hosted in France.

Population	Files	Return rate	Message sent
Files connected to the portal	177	86 %	Identical
Files without a portal, chased by plain email	37	44 %	Identical — word for word

The cause is not the message, it is the channel. Both populations receive exactly the same text. Without an upload link the client has to scan, name, attach — and puts it off until tomorrow. **A 42-point gap that owes nothing to the wording is fixed by the channel, not by insistence.**

The fix, and what it produced

Action	Scope	Measured result
Text message carrying the direct upload link, no password to hunt down	12 files out of 37	44 % → 71 % in three weeks
Extension proposed	The remaining 25 files	For the firm to decide
Connecting all 37 to the portal	Before the annual close	At 86 %: 1,154 documents in 11 days instead of 1,057

71 % is not 86 %, and it will not be written any other way. Those are 27 points recovered on the hardest population; the rest of the gap is the channel, and it is settled by connecting the files to the portal.

The 6 files that return nothing

What the firm is given	Why
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Missing documents, amounts, impact on the return	So the call is prepared, not improvised
Number of chases already sent, with their dates	So nobody asks a fourth time
Fee renewal date — 4 of the 6 fall within the quarter	That is the conversation to have, and it is worth more than another automated reminder

For the firm to set

Number of chases beyond which the file goes to a partner's call: _____

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