Qualification and appointments — 41 booked

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

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What is qualified, what is redirected · fictional document

Fictional document — demonstration example

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Fictional document, produced for the demonstration. **The agent holds no appointment and moves none without the officer's agreement.** It never labels a project “priority”: priority is a political judgement.

What is established before a slot is offered

Criterion	Why it matters
Activity and headcount	Determines which schemes are available
Nature of the project	Setting up, expanding, taking over, in difficulty — four different conversations
Deadline stated by the sponsor	**Decides urgency far more reliably than the amount**
Municipality concerned	Determines the officer for the sector

What the officer receives before the meeting

Item in the briefing	Origin
Contact history	Territorial CRM
Grants already received by the business	**The authority's resolutions**
Compatible plots	Land marketing table, with its date
Questions to ask	**Drawn from the points left unanswered in the written exchanges**

What is not turned into an appointment

Destination	Annual volume	Handling
Another desk — planning, the region, chambers of commerce, state services	**309 out of 1,100**	**Named redirection, with the contact and the reason, and the sponsor is told in the same message**

A named redirection is not a brush-off: it is the only moment when a business owner understands who does what between the municipality, the urban community, the region and the state. **An anonymous brush-off produces a second call, usually to you.**

The result on turnaround

Measure	Before	After
First answer	**9 days**	**2 hours**
Full answer approved by an officer	Variable	**Within 48 hours**
Appointments booked over the year	—	**41**

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A project sponsor who waits nine days has already written to two other areas. Time to first answer is not a measure of internal comfort: it is the first thing on which one authority is compared with its neighbour.

For the authority to settle

Criteria triggering an offer of an appointment: _____

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https://bluelemonagent.ai/en/secteur-public/metiers/agent-ia-developpement-economique-local

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