The score on the need, not on the person

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Fictional document

Fictional document — demonstration example

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Fictional document, produced for demonstration. **A score built on the caller's ease decides who gets called back; a score built on the need only decides in what order to read.** The four criteria below are the client's own.

Element	Enters the score?
What the prospect describes, in their own words	**Yes**
The deadline they state	**Yes**
What they already have in place	**Yes**
Which offer it matches, or does not	**Yes**
The caller's ease of expression	**No**
Revenue potential	**No**
Probability of signing	**No**
Telephone line quality	**No**

Who gets a low score when the score listens to the conversation

Caller's situation	Effect on the score
Speaks with difficulty	**Low**
Hesitates, backtracks	**Low**
Calling from a noisy site	**Low**
Describes a real and urgent need	**No effect**

> **The last row is the problem.** A score that listens to the conversation measures the conversation, not the need — and its first effect is to leave at the bottom of the pile the people who speak least well. **Across the quarter's 1,100 enquiries, those signals moved 190 files by at least two ranks.**

What the salesperson receives

Element	Provided?
Every enquiry	**Yes**
Ranked by score on the need	**Yes**
The need in one sentence	**Yes**
The stated deadline	**Yes**
The detail of the score's four lines	**Yes — with the prospect's own sentence behind each**

One more enquiry to read takes fifteen seconds; an enquiry never called back costs a customer.

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Legal notice (in French): bluelemonagent.ai/mentions-legales

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This document is a fictitious example. To see the agent work on your own documents, request a demo from its page.

https://bluelemonagent.ai/en/entreprises/cas-usage/agent-ia-qualification-prise-rdv

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