Meetings — 46 booked in two months

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22 → 46, and the potential worked out on Marnex's own figures · fictional document

Fictional document — demonstration example

This document is produced by the Blue Lemon Agent website to illustrate what an AI agent hands to its users. The companies, matters, amounts and people in it are invented. It has no legal, accounting or commercial value.

Fictional document, produced for the demonstration. **A calendar is territory:** the agent offers inside the slots each salesperson opened themselves, and never redraws a calendar. No meeting already booked is ever moved by the agent.

Booking rules, salesperson by salesperson

Salesperson	Slots opened	Constraint respected
Julien Marchais	Tuesday and Thursday afternoons	**Travel time accounted for: two meetings 90 km apart do not follow each other an hour apart**
Sofia Renard	Mornings, Fridays blocked	No offer outside the declared slots, ever
Slot refused by the prospect	The prospect suggests another	**Passed to the salesperson, who accepts or not** — the agent does not arbitrate

The result over two months

Measurement	Equivalent two months last year	Two months with the agent	Change
Meetings booked	22	**46**	**+ 24**
Leads worked per month	150	**340**	The whole inbound flow
First qualification delay	4.2 days	**11 minutes**	—

What the 24 extra meetings are worth, on Marnex's figures

Element of the calculation	Value	Where the figure comes from
Extra meetings	24	Measured over two months
Meeting-to-order conversion rate	23 %	**Marnex CRM history**
Average order value	€14,200	Marnex CRM history
Potential revenue	**≈ €78,000**	**24 × 23 % × €14,200 = 5.5 orders**

> **Potential, not banked.** The salespeople are the ones who sign, and the 11-week sales cycle means **half of that amount will show up in the following quarter.** A demonstrator presenting those €78,000 as a result would be lying about the nature of the figure.

The second gain, the one rarely counted

Item	Time returned per week	Approximate monthly value
Sequence tracking, writing follow-ups, updating the CRM	**18 hours** (sales administrator and 2 inside salespeople)	**≈ €2,500** at loaded hourly cost
Agent subscription	—	**€312** a month

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Item	Time returned per week	Approximate monthly value
Monthly difference	**Half a post returned to the department**	**To calculate: ≈ €2,500 of time returned minus the subscription, before any commercial gain**

Meeting slots opened by each salesperson, to be confirmed: _____

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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-qualification-scoring-relance-multicanal

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