

Main Benefits of using

**quotemlocal.biz**  
Part of Czo Ltd

As a viable marketing tool for  
generating new business

No setup fees

No contract

Highly targeted sales Leads  
relevant to your business.

All the leads are telephone  
verified by highly trained  
employees.

As a marketing product  
invoices are coming in  
between 5-7% of the revenue  
that has been generated from  
receiving QML Leads.



Easily Accountable  
service

Simple, flexible  
service

Simple solution to increase  
your business growth

A service that changes for you  
as your business changes

*Easy comparison of ROI – simply match your invoice against the amount of business that you have closed*

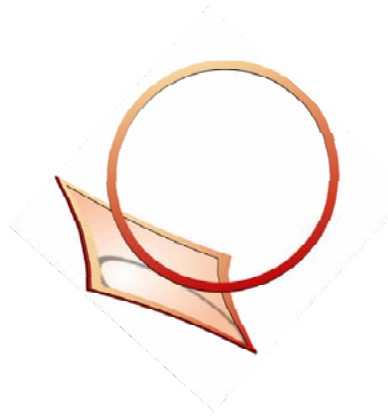
The Process of  
**quotemelocal.biz**  
Part of Czo Ltd

All people that register on the site are phoned up and then taken through a rigorous telephone verification process. This is the key to the quality of our leads. 70% of people that register their details do not get sent on to our customer base. This is due to our lead criteria of what we consider to be a "verified" lead, which is of a good enough quality to pass on to our customer base.

We call you to see if the lead meets your expectations – you can say yes or no!!

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Is a lead generation company that has revolutionised the way that many companies are generating new business? We are experts in the field of generating highly qualified and verified sales leads. We have been actively generating leads for over three years across various industry sectors and can proudly boast 400% growth in the last 12 months.



Step 1 – People find quotemelocal.biz on the internet.



Step 2 – People are directed to the relevant page on quotemelocal.biz, relevant to their search

Step 3 – People then begin their quote process. This is a free service to them and they save time by submitting their requirements out to multiple companies in one



Step 4 – Their details are then fed into our Customer Services department. A phone call is made to each person that registers, where we understand their exact requirements. We create a 2 page PDF document outlining the details of their quote requirements.



Step 5 – Customer Services take the lead and pass the lead details to a maximum number of 8 companies who can service the quote request. It then becomes your job to call up and begin the quote process.



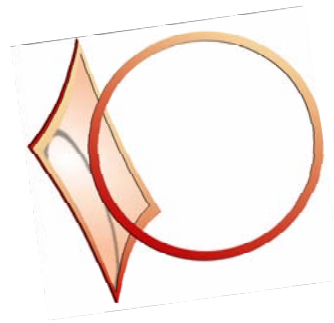
How does it work for me?

It's All about Return!!!

We ask all of our customers to sit down and analyse the results that we get for you. This is easy, simply take your invoice and match it against the business that you have closed from using

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Companies are seeing amazing results; typically invoices of £300.00 are resulting in £50,000 worth of business being closed.



### Purchasing of Leads

QML can pass the leads through in three different ways

- 1) We can call you up, outline the details of the lead, including the location and then email it through, after receiving verbal acceptance.
- 2) Customers can sign in to Quote Me Local and purchase the leads that are of most interest to them.
- 3) Customers can be on Auto Send, so that they receive all the leads in to their inbox that meet their requirements.

This section is aimed at helping the companies that are new to being in a competitive lead situation.

QML is offering a service to Potential Buyers by providing them with an easy means to gather quotes. From the quotes they can go away and make an informed decision as to which company they would like to use to carry out their work. As a result of this our most successful customers are aware that we are creating a competitive lead situation, where they have to be very proactive and sales driven to win the business. The companies that do well from the QML service are generally following these procedures with the leads.

- 1) A person is constantly trying to contact the leads to make initial contact.
- 2) The initial contact confirms that their contact details have been gathered from Quote Me Local.
- 3) An understanding of the project scope and requirements is reconfirmed to enable the company to put together an accurate and competitive proposal and to build up the initial rapport. This is done even though most of it could be assumed because Quote Me Local has already captured very similar information.
- 4) Companies at this stage generally have their internal procedures to get to a stage where they are getting a deposit for the work.

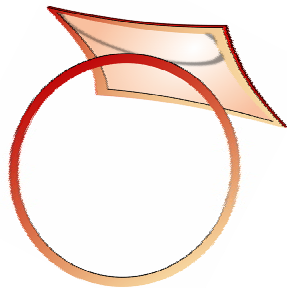
### Pricing Structure...

The price per lead varies between **£12** per lead and **£35** per lead. This is dependent on the potential order value of the lead. For example a website design lead with an estimated budget of £20,000 will sell for more money than a lead with an estimated value of £1000.

Until you trust us and the quality of the leads that we are sending through to you we will simply phone you up, outline the details of the lead and tell you the price of the lead and offer it to you. There are no other costs associated with the service.

In order for you to become a customer please fill in the form attached and fax it back to us on the 0870 135 5490.

We look forward to receive your feedback on the amount of business that you have closed.



#### Sales Contact Details:

Oliver Loveridge

T: 01223 890 647

E: [sales@quotemelocal.biz](mailto:sales@quotemelocal.biz)

F: 0870 135 5490

#### Customer Services Details:

Will Graham

Account Manager

T: 01223 890 670

E: [cs@quotemelocal.biz](mailto:cs@quotemelocal.biz)

F: 0870 135 5490