

GENERATE LEADS ORGANICALLY

DIGILEAP SOLUTIONS

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DIGILEAP MARKETING

Preparation of customer persona

Identifying the target audience

Preparation of persuasive content write up to engage target audience

Following proper funnel though connection requests to following up timely

Providing the social proofs and used cases of the brand and making the prospects from cold to warm to hot leads.

Finding the next figure in the pattern

Use of quiz strategy

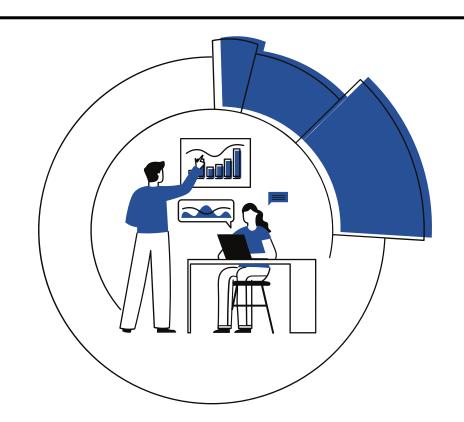
Lead scoring of generated leads to check the quality

Generation of MQL

OUTCOME



- 1. Before Digileap's service: Leads generated= 2-5 per month
- 2. Month 2nd onwards: 25% to 35% spike in MQL through organic way
 - 3. Overall Conversion rose from 2% to 15%



Quiz Strategy

