

ProScan™ Residential Sales Strategy Case Study

Customers reporting a 50% increase on traditional methods

TEAM ROLES:

Runner/Canvasser: 2 man team paid \$40 per set appointment

Pilot: 1 drone paid (\$25 per inspection (flight & report = 1))

Closers: 4-5 Sales (10% of gross)



5 DAY CYCLE:

10 inspections daily (50 per week)

6 claims filed daily (30 per week)

4 replacements daily (20 per week)



GROSS: \$160K

30% profit: \$48K

Canvassers pay: \$2K

Pilot: \$1.2K

Closer Pay: \$16K

ProScan: \$673

Net per week: \$28K

* Numbers based on \$8K average claim settlement



STEP 1 Plan Deployment



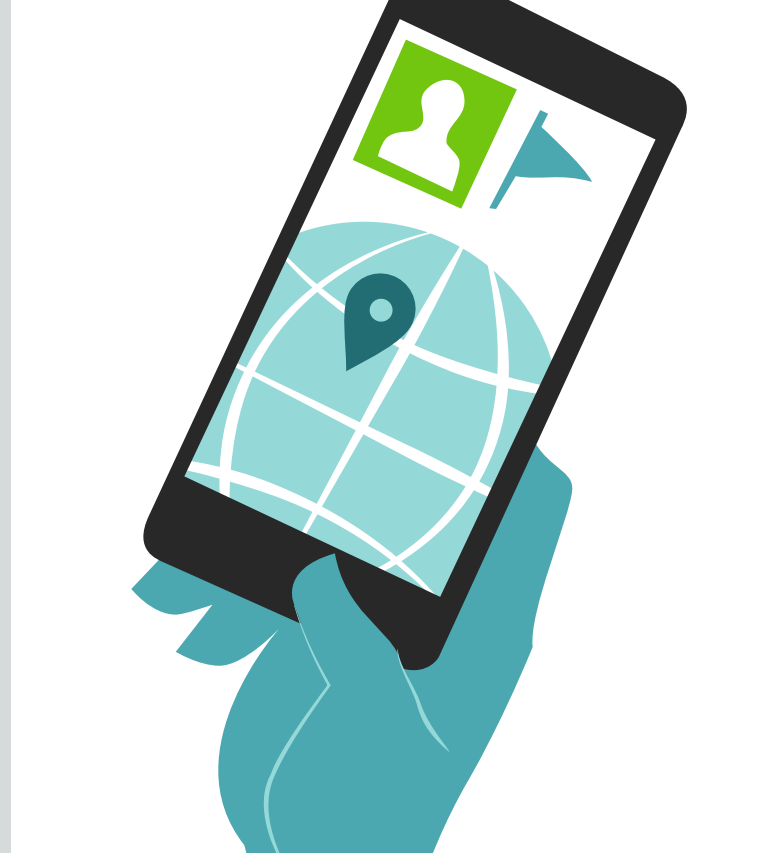
Cross reference the target neighborhood for a recent storm date ahead of time

STEP 2 Hang Doors



Runners hang doors with about 50 houses per day each (10am to 2pm)

STEP 3 Set Appointments



Canvassers knock and set appointments for Closer report review (3pm to 7pm)

STEP 4 Scan Roofs



Pilot scans roofs from 10am to 4pm (Average 10 per day)

STEP 5 Build Reports



Pilot and/or Closer reviews scan data and produces reports (Average 15 min. per)

STEP 6 Win Clients



Closer(s) run set appointments, live or virtual, to review reports and close deals