

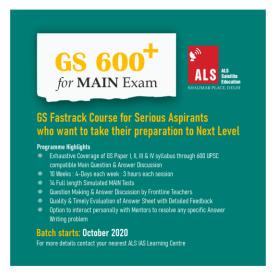


# Sales & Marketing

OCTOBER 12, 2020

# **Product Portfolio**







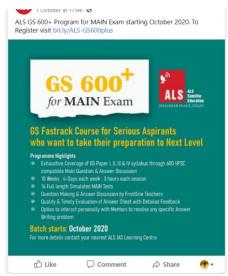






# Facebook Posts and Ads



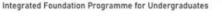






ALS GRADUATION PLUS + IAS Integrated Foundation Programme for Undergraduates ...see more





A comprehensive 2/3 Year Program for candidates pursuing Graduation in Colleges who want to prepare for Civil Services or any Competitive Exam after Graduation

Batch Starting 3rd October, 2020

www.alsias.net

FORM ON FACEBOOK ALS GRADUATION PLUS + IAS

LEARN MORE

□ ○ ○ 157



18 comments

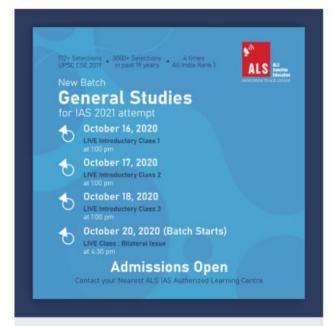




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ALS GS Batch for IAS 2021 Attempt starts 20th October. 3 Day LIVE Orientation on 16,17 and 18 October. ...see more



FORM ON FACEBOOK

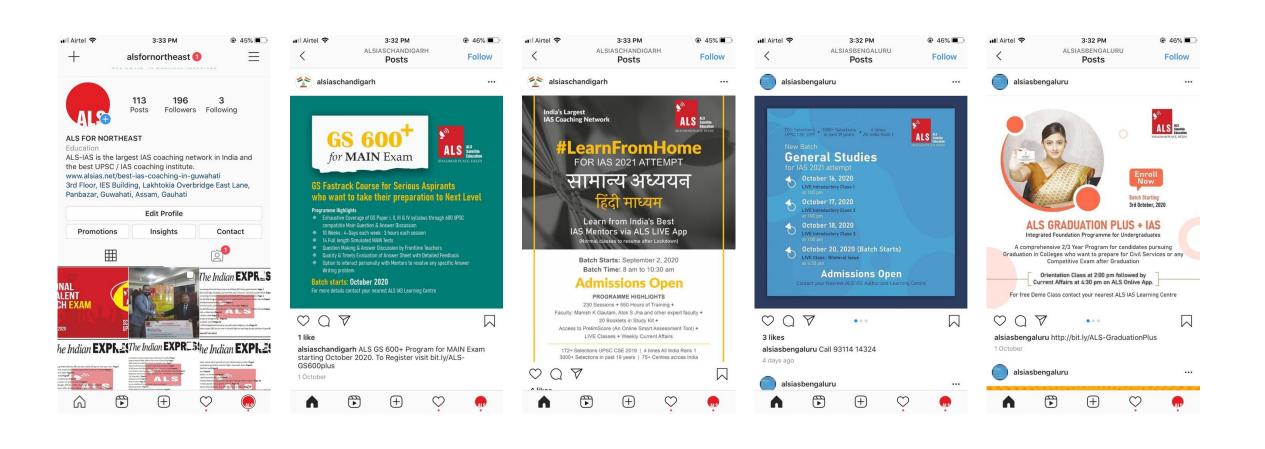
General Studies Batch for IAS 2021 attempt

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# **Instagram Account and Promotions**





# Google LBC



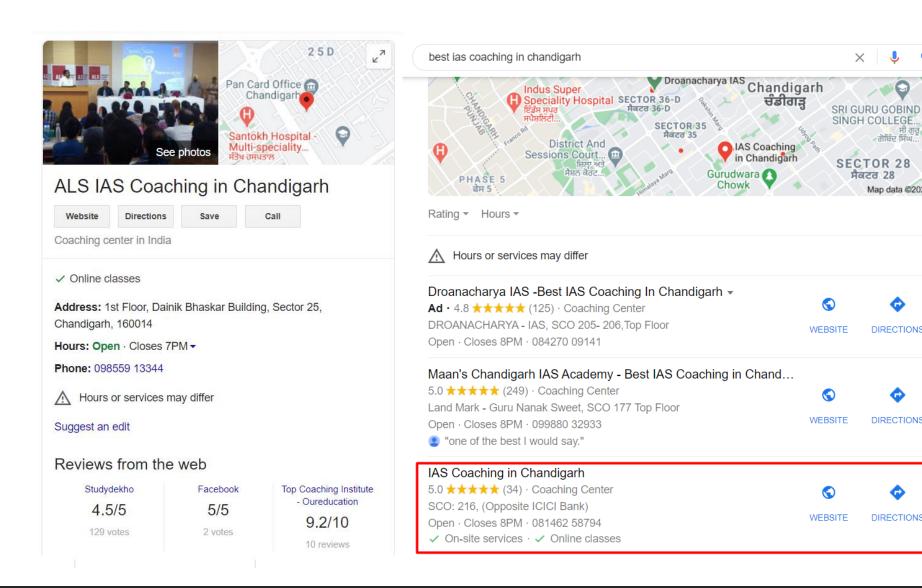
ਸੀ ਗੁਰੂ ਗੋਬਿੰਦ ਸਿੰਘ

Map data ©2020

**DIRECTIONS** 

DIRECTIONS

DIRECTIONS



# Google Search





best ias coaching in chandigarh





best ias coaching in chandigarh







whataftercollege.com > insights > top-5-ias-coaching-in... ▼

#### Top 5 IAS Coaching Chandigarh | Crack UPSC Exam

Jul 30, 2020 — List of Top 5 IAS Coachings in CHandigarh. We are going to help you in choosing the right institute in Chandigarh. You can discover a rundown ...

IAS Faculties: WAC Grading: 9/10; From the ... Batch Size: 30-35

**Demo Classes:** 3-Days Free Demo Classes Optional Courses Specialization: Public ...

www.studydekho.com > blog > best-ias-coaching-instit... •

#### Best 10 Institutes for IAS Coaching in Chandigarh | Discounts ...

Best 10 institutes for IAS Coaching in Chandigarh | Discounts & Fee · The list of top IAS coaching in Chandigarh to prepare for IAS exam · ALS IAS Academy · O2 IAS ...

chahalacademy.com > best-ias-coaching-in-chandigarh •

#### Best IAS Coaching in Chandigarh | UPSC Coaching in ...

Chahal Academy is the best UPSC coaching institute in Chandigarh as per the Education Council of India. We are also the fastest-growing Civil Services coaching ...

www.alsias.net > best-ias-coaching-in-chandigarh -

#### Online IAS coaching in Chandigarh | UPSC ... - ALS IAS

ALS IAS the best IAS coaching in Chandigarh. UPSC coaching in Chandigarh gets better with its 'Unique Learning Approach' for training students to face IAS ...

www.bestcoaching.app > top-ias-coaching-institutes-in-... •

Top 10 IAS Coaching Institutes In Chandigarh

rajiasacademy.com •

#### Raj Malhotra IAS Academy Study Group – Best IAS Academy ...

And this is exactly what Raj Malhotra envisioned when he founded this one of the best and topmost coaching Academy for IAS in Chandigarh alongside Mr. Jagpal ... This site may be hacked.

www.guora.com > Which-is-the-best-coaching-center-in-...

#### Which is the best coaching center in Chandigarh for IAS ...

May 6, 2019 — The best coaching centre in Chandigarh for IAS is O2 IAS Academy because of the excellent guidance provided by them. Teachers are always there to guide and ... 48 answers

Coaching for Civil Services: Delhi vs Chandigarh? - Quora 17 Mar 2015 Which is the **best Institute in Chandigarh** for **ias** preparation ... 12 Jul 2016 How **good** is Chanakya **IAS Academy in Chandigarh? -** Quora 14 Jun 2015 How is the ALS IAS coaching institute in Chandigarh? - Quora 27 Mar 2018 More results from www.quora.com

www.knowyourtutor.com > blog > top-ias-coaching-ins... •

#### 10 Best Institutes IAS Coaching in Chandigarh | Discounts ...

SNM IAS Academy for IAS Coaching in Chandigarh. SNM IAS ACADEMY. Considered one of the best IAS coaching institutes in Chandigarh, Guruji Kirpa SNM IAS ...

What is the fee structure of IAS coaching in Chandigarh?	~
What is the duration of IAS Coaching?	~
Is Delhi Better Than Chandigarh for IAS Coaching?	~

# Top 20 Google Search



1.	Google	Adwords
т.	auugic	Adwords

2. Blog Education

3. What After College

4. Sulekha

5. Study Dekho

6. Know your Tutor

7. Just Dial

8. Quora

9. Facebook

10.Instagram

11. Telegram

12. UPSC Pathshala

13. Best Coaching App

14. Exam Bazaar

15. Edu Gorilla

16.IAS Easy

17. Mera Education

18. Civil Services India

19. Urban Pro

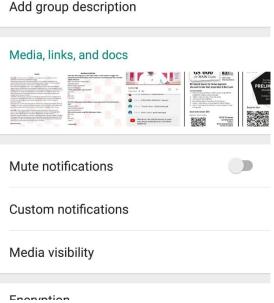
20. Pulse Phase

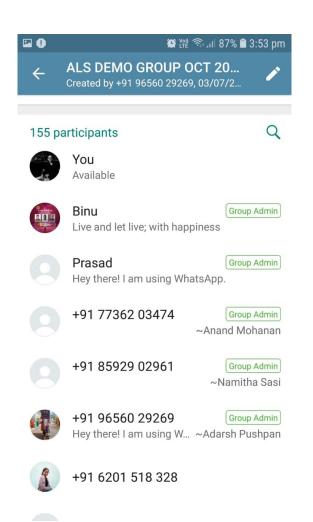
# Whatsapp broadcasting Group

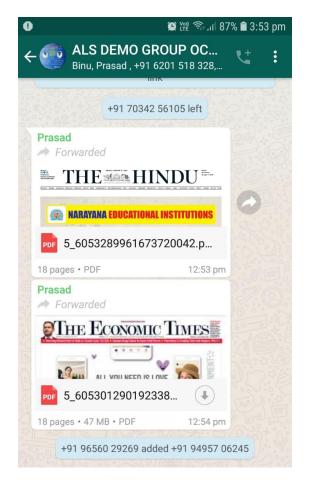




Add group description







Only admins can send messages

# ALS Promo video on Youtube









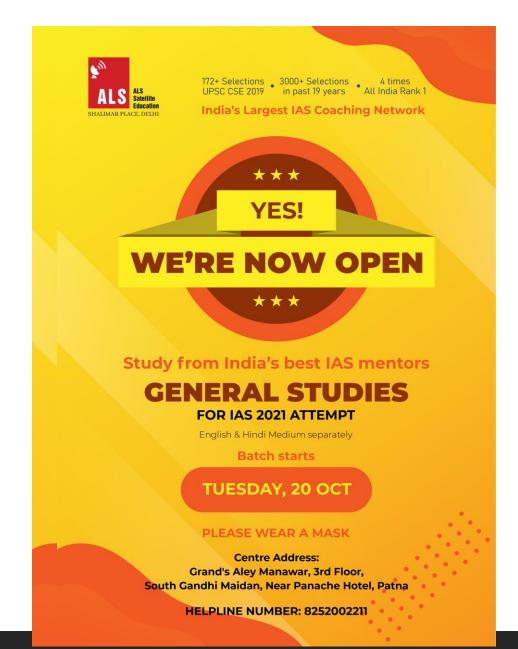




- 1. Corporate
- 2. Onlive
- 3. Graduation +
- 4. Prelims Answer key
- 5. AIR 87
- 6. GS Mains

# Yes! We're Open: Promotional Ideas

- 1. Whatsapp
- 2. Facebook
- 3. Instagram
- 4. Telegram
- 5. Google Ads
- 6. Poster
- 7. Banner
- 8. Hoarding
- 9. Leaflet
- 10. Newspaper Insertion
- 11. Newspaper Ad
- 12. Radio Ad
- 13.TV Ad
- 14. Referrals
- 15. Press Coverage
- 16. Magazine Ad
- 17. Hostel
- 18. Libarary



# **Un-lock SOP**



- Call Leads from various sources
- 2. Categorize as Hot, Cold or Warm
- 3. Add to WhatsApp broadcasting group
- 4. Send a personalized message seeking appointment at center
- 5. Engage on WhatsApp with results, promo videos and brochures
- 6. Follow-up call on appointment date
- 7. Counselling session followed by tour of center & demo when walk-in
- 8. Provide 3-days free demo class on ALS app/VSAT
- 9. Follow-up once demo is over
- 10. Update google sheet (Enroll, Will Enroll, Not Interested & Not contactable)

# **Check List**



- 1. Ensure facebook page updated with all products/batches
- 2. Cross check website with centre address, phone number & email
- 3. Check Google SEO/LBC for phone number, directions, review & pictures
- 4. Create Instagram and Telegram account
- 5. Do google search of best IAS coaching in your city
- 6. Take quotations for offline marketing vendors
- 7. Refresh your whastapp broadcasting groups
- 8. Check govt. notification on daily basis
- 9. Re-connect with old leads who wanted classes on VSAT/Centre
- 10. Re-connect with alumni for referrals
- 11. Check & update lead sheet on google daily basis
- 12. Follow SOP on Hot Leads
- 13. Update and follow-up with demos on google sheet daily basis
- 14. Collect pending installments as per HO data
- 15. Cross check pricing chart with portal
- 16. Competition analysis: Newspaper, Facebook, Google, Website & Enquiry

# Thank You