

“Earning & Retaining MORE Successful Customer Relationships”



A

Client A

Achieved and maintained the doubling of the conversion rate of leads to sales with a 12% net increase in dollars per conversation by the sales reps.



B

Client B

Added \$33.5 million to the top line in with the same head count while the industry was flat. Increased the stick rate by 17% and had the highest service quality ratings in the history of the organization.



C

Client C

Went from 68,000 confirmed sales in the baseline year to 149,000 confirmed sales with the same head count and no new technology.



D

Client D

A new hire pilot group outsold the team average (the experienced sales team) by 10.1%. They did this in week 3 of their 5 week new hire program.



E

Client E

Approximately 90 days after launch, the client measured that the users of our system were averaging \$76,000 more in sales than the non users.