

We are experts at earning first conversations. We are **modern outbound**.

We earn them through our fundamental formula: **TARGET + MESSAGE + CHANNEL + TIMING**.

WHAT WE PROVIDE

LEADING TECHNOLOGY WE USE



TARGET

We provide perfectly researched data to fit your swimlane that are channel-validated in real time, not months ago. We use the best data sources available, including manual research by actual humans.



MESSAGE

We create templates and scripts ready to maximize every outcome in every channel.



CHANNEL

We leverage phone (via ConnectAndSell and PhoneBurner) and follow up email (via GSuite). All outcomes are housed in Salesforce.com for transparent reporting of activities and progress.



TIMING

On average, only ~8.5% of the market is ready to buy today.*

- Our expert SDRs can handle the follow up *for you*, or we can sync our CRM to yours and seamlessly hand off warm leads.



What's your campaign goal?

CREATE AWARENESS

E.g. attendees, registrants, downloads, etc.

FIND A NICHE

E.g. 20 people in a segment saying "Yes, that's a problem I have."

DRIVE BETTER SDR RESULTS

E.g. Hand-researched, validated leads ready for SDRs to work ever day.

DISCOVERY MEETINGS

E.g. Appointments for new business conversations.

*From *The Math of Sales: Market Domination* ebook.