



Client Focus Connections - Services

Telemarketing

The staff at Client Focus Connections recognizes that consistency and perseverance are the keys to success! We also recognize that many sales agents do not have sufficient time to dedicate to cold calling. Therefore our telemarketing services are geared toward providing you with the freedom to focus your skilled efforts on closing our pre-qualified leads. We offer B2B, B2C, recruiting, client database and public opinion surveys, as well as specialty scripts designed for your target market.

List Management

If you have purchased calling sessions with Client Focus Connections our List Management Consultant can assist you in developing and specifying your target market. We will download leads from Hoover's, Inc. (a subsidiary of Dunn and Brad St.) and manage your list for you on a monthly basis. Our consultant will search your requested SIC Codes, download the leads in Excel and email them to you (if requested), so you can review the leads and scrub them from your current client base and/or any additional "do not call" lists. This process will save you time and money!

*Client Focus Connections can not re-sell these leads, but we are able to obtain these leads, when you use our telemarketing services.

Coaching and Consulting

At Client Focus Connections we understand that a sales agent is a company's most important asset because he/she deals directly with a prospect and/or client. Therefore we know it is important to offer support to you, the sales agent, so you can complete your job in the best way possible. Through our coaching and consulting services, we strive to build a relationship with you that can assist you in your success.

- Coaching: Weekly coaching conference calls, Tuesday's @ 9:00 AM and 12:00 PM (CST)!
- Consulting: Monthly One-on-One Consulting!

Customer Relationship Management (CRM)

We are a relationship building organization and one of the ways that we accomplish this is through our customer relationship management system. Our system provides methodologies and Internet capabilities that help you manage your customer relationships in an organized way. Our system will allow you to describe your contact in sufficient detail so that management, salespeople, and people providing additional services can access customer information, keep track of your customers needs, know what other products customers have purchased, and so forth.

New Intro Offer for New clients. Try our services for 30 days for 3 - 3 hour calling sessions (a total of 9 hours of calling) for only \$267.00 and receive "Coaching and Consulting" for 30 days, and List Management for free!*

* Coaching is every Tuesday at 9:00 AM or 12:00 PM (CST). Consulting is 1/ One-on-One session with our staff consultant for up to 10 minutes.