

LEAD GENERATION PROGRAMS

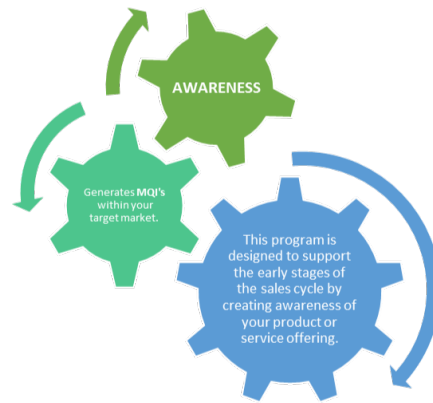
Optimize Sales with your choice of Lead Generation Services

Companies of all sizes, in every industry are starting to understand the key fundamentals of successful sales outcomes and are beginning to transform their processes to support a more customer-centric approach. Outdated methods produce low quality results that create a negative view of your brand in the marketplace. Implement an approach that brings value to sales efforts and advanced skills to your agents now, and in the future. Connecting with Chief level executives and management teams requires more than the one-size-fits-all approach. We map your prospects top priorities and delve into their requirements at a high level. Our high touch strategy is personal and makes a huge impact to arm your sales team with intelligence that adds strength to every engagement.

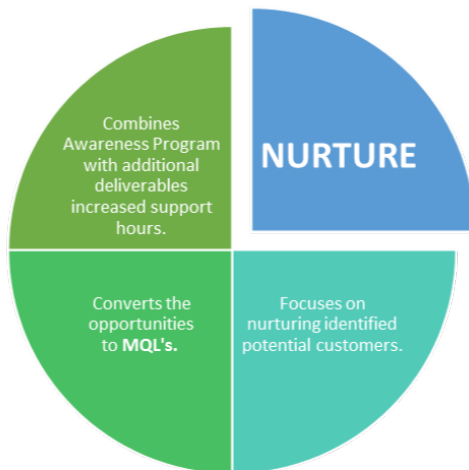
AWARENESS PROGRAM

Overview of Deliverables

- 1 Dedicated agent for 20 hours per week.
- Campaign Development and Execution.
- 1 month completion time with guarantee.
- Report of activities delivered at end of each week
- Progress Call (15-30 Minutes) once weekly.
- Priority alerts for identified HOT prospects.
- 300 Validated profiles of target prospect data.
- 100 MQL's early stage pipeline opportunities ready to be nurtured by sales.
- **Bonus** Strategy Blueprint with suggestions to assist with moving opportunities to MQL stage.



Development of a multi-touch strategy that blends digital and direct marketing techniques to include appropriately timed email communications, social media marketing activities and a series of direct outbound calling efforts. Every campaign is custom developed, scheduled accordingly, monitored and maintained by the dedicated Campaign Manager.



Includes development of a multi-touch strategy that blends digital and direct marketing techniques such as appropriately timed email communications, social media marketing activities and a series of direct outbound calling efforts. Every campaign is custom developed, scheduled accordingly, monitored and maintained by the dedicated Campaign Manager.

NURTURE PROGRAM

Overview of Deliverables

- 1 Dedicated Agent for 30 hours per week.
- Campaign Development and Execution.
- 4 month completion time with guarantee.
- Report of activities delivered at end of each week
- Progress Call (15-30 Minutes) once weekly.
- Priority alerts for identified HOT prospects.
- 300 Validated profiles of target prospect data.
- 100 MQL's early stage pipeline opportunities ready to be nurtured by sales.
- 75 MQL's mid-stage pipeline opportunities ready to be qualified for sales engagement.
- **Bonus** Strategy Blueprint with suggestions to assist with moving opportunities to SQL stage.

CLOSED LOOP PROGRAM

Overview of Deliverables

- 1 Dedicated agent for 40 hours per week.
- Campaign Development and Execution.
- 6 month completion time with guarantee.
- Report of activities delivered at end of each week.
- Progress Call (15-30 Minutes) once weekly.
- Priority alerts for identified HOT prospects.
- 300 Validated profiles of target prospect data.
- 100 MQL's early-stage nurture ready leads.
- 75 MQL's mid- stage opportunities ready for sales qualification.
- 30 SQL's ready for sales engagement.
- **Bonus** SQL Opportunity Analysis

Delivers intelligence that arms your sales team for success.

Combines Awareness + Nurture Programs with additional deliverables and support hours.

Map of prospects highest priorities and requirements at a high level.

In-depth opportunity analysis company profile, contact profile, situational details, budget and purchase process overview, and an outline of the decision making process including timelines and key decision makers.

Implements a high-impact engagement model that blends relevant business conversations with education and product knowledge.

MQL opportunities are nurtured and qualified to engage with sales.



Management & Execution

Our approach blends digital and direct marketing techniques to engage your audience with relevant content via a multi-channel strategy that includes email, social media and outbound calling. Every campaign is monitored and maintained from end-to-end by your dedicated Campaign Manager.



Guaranteed Results

Purchase our lead generation services with confidence. We guarantee that all deliverables will be satisfied within the time-frame specified for each program. Otherwise, we will work until they are met at no additional cost or we'll issue a full refund of the program cost.



Monthly Maintenance

Maintenance is available to ensure the ongoing health of your sales pipeline. We perform a complete cleanse of the database created with your selected program. Manually, the information is validated, updated where necessary and replenished with fresh new leads replacing any decayed data.

	Awareness	Nurture	Closed Loop
Validated Target Profiles	300	300	300
Marketing Qualified Interest	100	100	100
Marketing Qualified Leads	n/a	75	75
Sales Qualified Leads	n/a	n/a	25
Hours Dedicated Monthly	80	120	160
Campaign Life-cycle	1 Month	4 Months	6 Months
Paid in Full Discount	N/A	10%	20%
Monthly Maintenance Recurring	\$19.99	\$29.99	\$39.99
Retainer Fee Due at Signing	\$1000	\$2000	\$3000

Monthly Cost	\$1999	\$2999	\$3999
Sales Stage Focus	Awareness	Nurture	Closed Loop
Monthly Hours Included	80 Hours	150 Hours	160 Hours
Marketing Qualified Interest	⊗	⊗	⊗
Marketing Qualified Leads	Not Included	⊗	⊗
Sales Qualified Leads	Not Included	Not Included	⊗
Retainer Fee*	\$1000	\$1500	\$2000

ORDER INQUIRY FORM

Complete this form to inform us of your interest in moving forward with one of our Lead Generation Programs and we will be in touch shortly to complete the process. You may also contact us directly at 928-362-2666.

Name

Email

- AWARENESS**
- NURTURE**
- CLOSED LOOP**
- MAINTENANCE**
- MORE INFORMATION**

Submit



Venditto Consulting
Phoenix, AZ 85023

- +1 928-362-2666
- stacy@vendittoconsulting.com
- vendittoconsulting.com
- twitter.com/vendittoconsult
- facebook.com/VendittoConsulting



Proposal url: <http://www.proposalist.com/75f444849dd391022c164f8a9c0b1c2d>

Created with
PROPOSALIST

Beautiful web-based business proposals