



JOHN EYRES
consultant

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"I have been using BCC services for over a year and results have exceeded all expectations. BCC's professionalism and clarity in calling strategies is an integral part of my marketing effort. Actual results from telemarketing are clearly evident and we will continue to utilize BCC services as a core component of our marketing strategy."

- Lars Johnson, President, Swiftechs

"Information Security Networks offers highly specialized solutions information security and energy management. John Eyres at BCC has generated and created new lead opportunities for our company. Working with BCC allows my sales team to focus on closing business, we now have increased our new customer base in 6 months."

- Mark Lawson, Information Security Networks

"We have contracted with BCC for softening our market via cold calling. John has managed to clear dead accounts and give us an updated data base.

He has generated interest in our company and products. Most importantly he has reached decision makers that will allow us to close a significant amount of business that we would not have had otherwise.

I recommend his services to anyone using the telephone as a prospecting tool."

- Jim Sealey, President/CEO, Dale Carnegie Training

"I want you to know how pleased we've been with the work you've done to help us raise awareness of the "Un-Suggestion System" with our target market. The number of presentation opportunities you've set up is quite impressive - far more than we had been able to do on our own. Several of those prospects also have commented on how cordial and professional you were when you spoke with them. You're a great representative for our firm."

- Les Landes, President, Landes & Associates

B•C•C

Business Connections Consulting

We make the tough calls so you don't have to!

Telemarketing/Cold Calling/Set Up Meetings • Customer Surveys
E-mail Campaign Follow Up • Direct Mail Campaign Follow Up
Phone Calling For Recruiting • Customer Service Call Follow Up
Database Clean-Up/Scrubbing • Confirmation Calls
Prospecting-Specialized Program • Installation Follow Up
Client Re-Activation/Previous Client Calling • Market Research
Secret Shopper • Trade Show Follow Up
Lead Generation/Qualification-Company Worthy Yes Or No
Announce Grand Opening/Sale/Special Event

Here's how it works:

1. We learn about your company and your sales message.
2. We review your database of contacts and your target audiences.
3. We script your telemarketing/cold call message.
4. We expand and optimize your contact list.
5. We call, call, call. (usually four hours per week for sales cycles lasting one, three or six months)

Anatomy of our sales call cycle:

- We deliver your salutation and message.
- We attempt to set up a meeting for your sales staff.
- We inquire about other contacts within the company we have called.
- We attempt to collect an e-mail address so that you can send follow up marketing materials electronically.
- We refer the potential customer to your Web site.
- We schedule a follow up call.
- You receive a weekly report via e-mail on all calls made.

Call us to discuss business connection solutions for your company!

314.495.2089
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Call us today and we'll call for you tomorrow!