



Friday, December 21, 2007

Capital Records & Information Management was looking for a telemarketing company to schedule business-to-business appointments for our sales team.

When we contacted Results Telemarketing, their sales representative was very professional and spent time with us discussing what to look for when starting a call campaign such as ours. We learned that we should start a small pilot project comprised of 50 hours of telemarketing rather than the 100 hour projects that other companies were recommending.

Although we were impressed with Results Telemarketing, we decided to work with a competing firm that had some experience in our industry, but did not want to make the 100 hour investment. This company did not offer us the flexibility to start a smaller project, so we decided to work with Results Telemarketing.

Their staff worked with us every step of the way and their daily communication via phone calls and reports was vital to the success of the project. We have completed our first telemarketing campaign and are continuing to work with Results Telemarketing on an ongoing basis.

I would recommend Results Telemarketing to any company looking for a business-to-business telemarketing campaign. Their willingness to listen to our needs and provide a small pilot project made the decision to employ their services an easy one.