



Prospecting PLUS Programmes



Amplify your prospecting performance



Need Predictable

★ Lead Generation?

★ Sales?

★ Growth?



Let's face it, sales prospecting is NOBODY'S favourite activity however when it comes to selling it's extremely crucial to undertake especially when looking to grow your business. Especially in the early stages when you're waiting for your inbound strategy to gain momentum but you need to get results now.

It can be a time consuming and laborious task that offers very little return on investment in terms of time (if you're doing it for yourself) and money (if you're getting someone else to do it for you).

Let's reflect on the following statistics:

- More than 40% of salespeople say this is the most challenging part of the sales process
- 60% of customers say no four times before saying yes whereas 48% of salespeople never even make a single follow up attempt.
- 70% of salespeople stop at one email. Yet if you send more emails, you've got a 25% chance to hear back.



So what can be done to stack the odds in your favour to create a healthy sales pipeline of qualified prospects?

Simply sign up to our prospecting plus programme to amplify your prospecting performance leveraging technology and an understanding of buying behaviour to enable you to achieve your goals

What's included?

Listed below are elements that are included in the campaign to optimise the chance of it succeeding

Campaign Strategy Development
Fully Managed Campaign
Dedicated Account Manager
Marketing Software Enablers
Message Content/Copy

Targeted Connection Requests
Sequential Follow Up Messages
Lead Data Interrogation & Exports
Reporting
Additional Refinements to Optimise

The Process - How we make it happen for you

1 Develop the campaign goals & foundations

3 Data Population, Interrogation & Organisation

5 Reporting

2 Prospect research & Lead Sourcing

4 Campaign Development & Implementation



SUCCESS!



The Options

We will help you select the right package that aligns with your growth aspirations & current capabilities

Prospecting Lite

Suitable for start ups

200 leads approached & entered into Sales Pipeline

Sales Qualified Leads

£997 + VAT per month

Prospecting Plus

Suitable for established micro & small businesses

400 leads approached & entered into Sales Pipeline

Sales Qualified Leads

£1497 + VAT per month

Prospecting Turbo

Suitable for high growth businesses

Marketing qualified leads delivered to be agreed

P.O.A

These packages can be purchased as an individual assignment or on a rolling month basis but for the best results and sustainable growth consistency is key!



Other considerations forming part of your success

This approach is tried and tested and has been proved to achieve results. That said, its success is really dependent on having sound marketing foundations.

To stand you in good stead of achieving optimum results there may be additional elements required for the campaign. These are listed below and will be discussed during the consultation.

Optional Additions

CRM Set up & Integrations

Marketing Collateral Audit

Marketing Materials Creation

LinkedIn Optimisation

Email Follow up Nurturing Campaigns

Telemarketing Follow up Nurturing Campaigns



Why work with me?

- 10X Return of Investment based on Customer Life Time Value
 - Passion for Product Innovations
 - Invested in long term outcomes
 - Multi sector experience gained for 20 years+ in sales
- Tried & tested methodologies with the added support you would expect from a Hubspot Partner
 - Driven by purpose & doing the right thing in business

So what are you waiting for?

Let's get started

Contact me:

07866 678833

hello@integrowsales.co.uk

www.integrowsales.co.uk

We'll succeed together!



Previous Clients have said



**Chris Dobbing,
CEO**

Cambridge Mask Company

"Sian worked with Cambridge Mask Co for several years as a key part of our hectic B2B sales team. She has an incredible tenacity - politely yet firmly getting engagement from prospects and closing them.

She on-boarded Cycle Surgery as well as many other international distribution partners from all over the world. She also initiated a conversation with global brand Brompton Bikes. Our investment in her services generated returns in excess of 10x for the business. Highly recommended."

"I needed to ensure I had a clear and straight forward sales plan for a new campaign that my team could implement including ongoing monitoring and evaluation of results and method. We initially discussed in brief over the phone and agreed it would be best to meet to talk through the detail.

As always Sian was able to quickly identify the key objectives and work with me to create a top to toe plan to coordinate the campaign to success. Much appreciated!"



**Phil Bridgeman,
Head of Memberships
Business West**