



***“The Power of INTELLigent
Customer Contact”***

Prospect Qualification & Appointment Scheduling

Customer – An Australian real estate development company

Objective – Prospect Qualification, Follow-up & Sales Appointments scheduling.

Intellicom was engaged by Client to help increase market penetration while reducing pre-sales costs.

Intellicom Solution:

- Prospect Qualification through cold calling and parameters based filtering.
- Follow-up on mailers sent by client and set-up sales appointments. Pre-meeting verification and confirmation to sales adviser
- Manager sales adviser schedules with geographical spread conditions.
- Appointment booking for seminar sessions in smaller towns.
 - Schedule visit to seminar
 - Confirmation call one day prior to seminar
 - Post seminar follow-up