

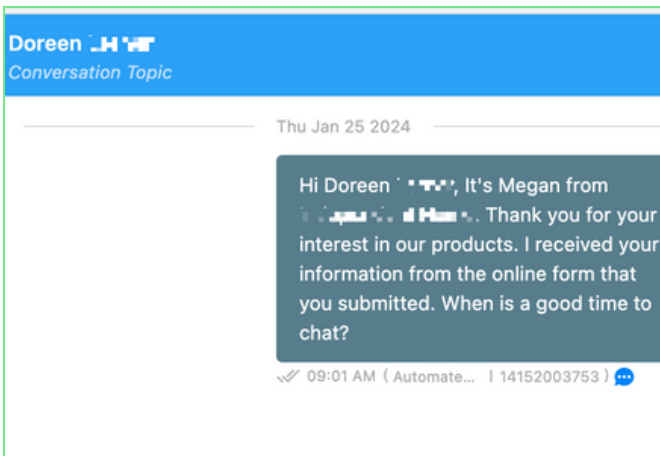
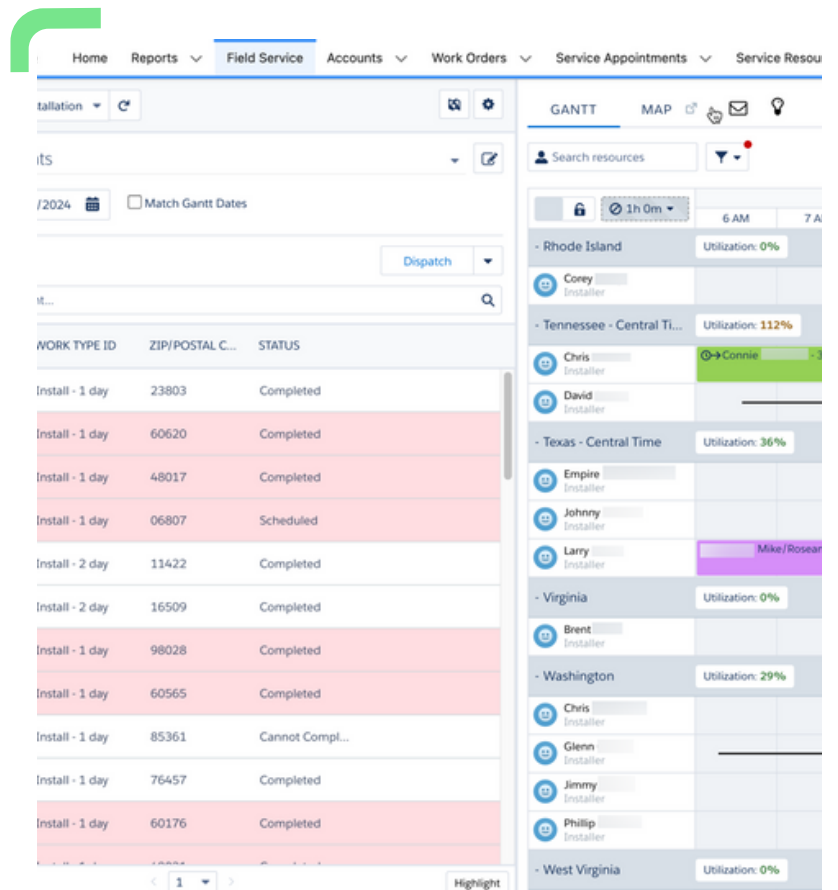
CASE STUDY #3

Discover

How LeadsSource helped our client - a home improvement services company - reach more customers, book and dispatch more in-home appointments, and sell their products more efficiently using our custom Salesforce solutions.

Background

Our client has a large team of telemarketers that call thousands of prospects a day to secure an in-home appointment with their Sales Reps to sell their product. The company has traveling sales reps across the United States that work among different territories, time zones, and schedules. Previously, they used multiple shared spreadsheets to track availability and appointments, as well as manual follow ups for confirmation.



Solution:

Our team helped Implement multiple custom solutions and Salesforce native applications to optimize this process across the board. A new dialer maximized their time contacting customers and following up in a proper cadence. A new booking system allows them to seamlessly view schedules, book and dispatch appointments. A full SMS texting platform auto-sends appointment confirmations and reminders, ensuring the customer is prepared and confident about their appointments.

Tell us your challenge. We're here to help.

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