

TELE-NURTURING

Nurturing Prospects Through The Sales Cycle!

A long sales cycle can be a real challenge! If your Sales Team focuses on near-term opportunities, how do you avoid losing contact with those prospects that show promise of purchasing in the long term?

With a 3D2B customized Tele-Nurturing process, you can prevent these long-term prospects from disappearing from your sales pipeline!

How Tele-nurturing Works

Not everyone who intends to buy intends to buy now. So it's important to have a program in place to nurture prospects by re-contacting them throughout an extended time period. 3D2B skilled *Business Development Representatives* regularly contact prospects to keep their buying intentions warm and actual, managing the "closed loop" lead process from lead to sale!



Who Could Benefit from this Activity?

Companies that sell high value products and/or services could benefit from such activity. In addition, those companies whose products have a long sales cycles can benefit from Tele-Nurturing.

Why Outsourcing Makes Sense?

Let 3D2B take this responsibility off your Sales Team. We allow your Sales Reps to focus on their core competence – closing the sale, when the prospect is ready to buy!

What Makes a Good Partner?



- You need a partner that has the right processes in place – with proven results!
- 3D2B has the people, processes, and technology in place to guarantee success and ROI.
- Let 3D2B be your strategic outsourcing partner!