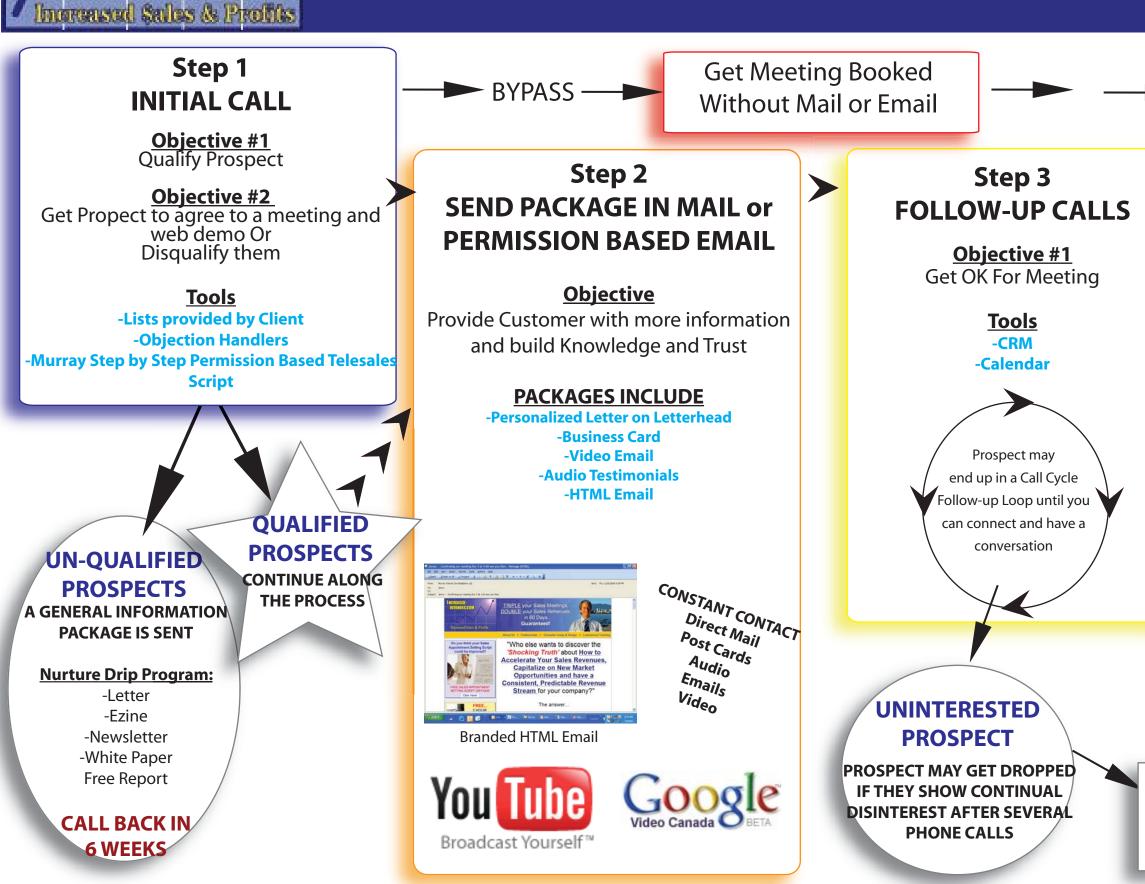


# INCREASED-REVENUES.COM

# **B2B TELEMARKETING PROCESS**





## Step 4 PASS LEAD TO REP

Objective #1 Close the Customer

#### Provide Rep With -Call Logs -Web Based Demo -Face to Face Call

### **REP MAKES FOLLOW UP CALL**

# **REP OPENS THE ACCOUNT**

## CONSISTENT ONGOING BUSINESS FROM THE CLIENT

