

SAMCO

Building business and technology relationships.

January 23, 2007

Murray Warren
Increased Revenues.com

Our company has been in business over 25 years specializing in accounting and business process and POS solutions for a variety of niche and vertical markets. We also offer complete managed IT and network security products and services through our sentry:IS division and web site development and hosting under our eSamco division.

When Murray approached us in May of 2006 we were extremely skeptical and dubious that his claims could be true. We've been around the block a few times and have encountered bad experiences with different consultants' solutions that had claimed to increase our sales and income further fueling the doubts we had about what he promised he could do. Taking a huge leap of faith we trusted Murray and signed on for his 3.5 month guaranteed pro-active new business development solution.


It has taken a bit longer to see a good ROI, but, we are now starting to see the fruits of our labor coming to the surface. Murray has delivered so much value for our company including:

- Locating and hiring Rochelle, an outstanding new business development expert, in one week she generated 17 qualified new web based demo/ sales meetings. Rochelle is absolutely amazing on the phone.
- In addition to locating Rochelle he introduced us to Future Works, who provided a \$7,000 wage subsidy to offset some of the initial cost.
- Developed an effective sales technique for us to perform online web based presentation tool for online sales meetings with prospects.
- He has let us use his database of prospects at no additional cost to call into for over 6 weeks.
- Murray created an effective proven 6 step "Closers" Blueprint to present to new customers, qualify them and close the business all over the Internet.
- He has developed extremely successful lead generation and appointment setting scripts and supplied excellent training and coaching to both Rochelle and our sales person.

It has taken about 2 months longer than expected to see any ROI but it is beginning to happen now. **We're getting into companies that have never heard of us; our sales pipeline has increased over 300% working with Murray, and we now have a successful lead generation system and we are starting to close lucrative new accounts because of his techniques.**

We now believe that being pro-active and initiating first contact is a fantastic way to increase sales and capitalize on new market opportunities. Murray has helped manifest this for us.

Thanks Murray!


B. A. (Barry) Clarke
President
BAC/mtf

Unit 61, 7789 – 134th Street Surrey, BC Canada V3W 9E9
Call One Number for Support, Sales & Administration: 604-597-4211
Toll Free Sales Only: 1-800-663-2080
Fax: Admin & Sales: 604-597-7320
Support & Technical: 604-597-4878

Web Site: www.samco.com

Email: Info@samco.com