



RareAgent is the best. They are time-tested veterans who know how to create opportunity and generate revenue. They are credible, trustworthy and real rainmakers — a rare find. — Steven Morgan, President and CEO, SalesRecruits.com

Is Your Sales Funnel Drying Up?

Let your sales **EXPLODE** with RareAgent!

Today's economy has put significant pressure on companies to perform. Rapidly changing conditions mandate that we get every inch out of our sales leads and effectively execute on every converted opportunity. Yet, it's hard to do consistently. Just look at current sales turnover. People transition so quickly today that sales are consistently disrupted, and profits suffer. What happened to loyalty? Everyone is a free agent these days. Between market conditions and personnel, it is little wonder that our sales funnels are thin. Plus, most sales environments operate at less than complete efficiency. Did you know that 75% of sales leads are not followed up on properly? Dry might not be the word.

At RareAgent, we know what we do, and we do it better than anyone. We help you with:

- Resurrecting dead leads
- Maximizing sales with your existing client base
- Generating new leads

Our telemarketing and teleprospecting teams are the best of the best. The end result is more sales at a lower cost per acquisition.

The Thoughtful Conversation™

Do you know what is working or not working and why? How is your message being received? Often, your sales effectiveness is a result of simply not knowing. We can help.

Communication has a profound impact on revenue. At RareAgent, we recognize the need to engage our clients as partners and help drive top-line revenue by combining phone conversations and various marketing online interactions to research, build and deliver the right message to the right person—whether they're ready to buy now or later. We call that The Thoughtful Conversation™.

The Thoughtful Conversation™ is a framework used to prepare, engage and record conversations to maximize call effectiveness and develop better, faster and easier sales processes. In the end, you get a massive improvement in the number of conversations, increased lead conversion rates and faster velocity from leads to revenue.

We get results. You get sales.

“RareAgent can get a wall to talk back to them, it's amazing their ability to drive and have relevant conversations that produce action.” Johnny Anderson, Bulldog Solutions

Building Your Business – Together

At RareAgent, we partner with you and will be there through thick and thin. We have built our company based upon the values of commitment, integrity and hard work. Your success means our success. We like to think of ourselves as a virtual extension on the front end of your sales force, jointly working together – not some vendor off the street.

Are you all about leads? At RareAgent, we are.

What if?

- 100% were the increase in your effective sales conversations?
- 25% were the increase in your lead conversions?
- 20% less time was needed to close a deal?

You could do the math, but, then again you do not need to, do you? The impact is profound.

At RareAgent, these are the results you should expect.

Experience Really Does Matter

RareAgent works hard to be at the forefront of excellence. We have decades in the industry developing expertise along one line – calling, qualifying and assessing your leads. We implement best practices like Sales 2.0 and advanced systems for effectiveness. RareAgent leverages strategy, process, people and technology to insure that you get the highest return possible.

If you need help creating and staffing lead development, we have the experienced telesales professionals who know how to find, follow and finish effective lead generation using proven techniques for low-cost, high-yield programs.

Our staff, collectively, has decades of experience in sales ranging from inside sales to field sales to covering national territories. The team also has experience across a broad range of types of sales, including services of all kinds: enterprise-class high-tech, contract renewals, account maintenance, and much more.

Many of RareAgent's team members have been top performers in their prior sales careers but simply do not want to “carry the bag” and travel at the intensity level that most have experienced. Most importantly, they know how to qualify, how to navigate a prospect's organization chart, how to get past gatekeepers and how to zero in on the decision-maker.

Ready to Get Started?

Give us a call, or email us today!

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