

## B2B Appointment Setting

Quality appointment setting and lead generation requires experts; Experts who bring experience, knowledge, talent, and technology to the forefront of any campaign. Call Center Services Inc. is a premiere provider of B2B appointment setting. Our strategic approach to appointment setting campaigns gets results, every time. Using a multi-touch approach, we combine the power marketing channels to engage a prospect and generate interest in today's digital world.



### Industry Expertise

We specialize in appointment setting solutions for clients who have complex, business-to-business products and/or services. This includes B2B appointment setting for industries including:

- Technology Companies
- SaaS providers
- Security firms
- Financial institutions
- Human resources/recruitment agencies
- Marketing Solutions
- Document Management
- And many more...

### Staff & Processes

Our Business Development Specialists understand how to identify a decision maker, especially at the owner, director, VP or C-suite level. They offer solutions-based information, helping the target with their specific need or program, with an extensive qualification process to give your sales team additional information and qualifiers before they make their call.

We do not stop at just one touch either. Your contact data is valuable, so our professional B2B appointment setters will make several attempts over a period of time to ensure consistent reach-out and successful closing all while updating and gathering updated company and contact information to maximize the value of our calls.