

The Top 10 Reasons to Outsource Sales Appointment Setting

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{mosbotwordcount}The Top 10 Reasons to Outsource Sales Appointment Setting

{bot_wrgoogle}There are myriad reasons to outsource your prospecting, cold calling and sales appointment setting duties. Suffice it to say, the sales game has changed and you need the best methods to win the most sales.

Here are the TOP 10 REASONS to use professional appointment setters:

1) Statistically they are much better at scheduling qualified sales appointments than salespeople who prefer the limelight of presenting, negotiating and closing.

2) Appointment setters average 30 calls and 1.5 appointments set per hour.

3) When using an appointment setting company, sales organizations see sales reps' productivity double.

4) In numerous surveys, salespeople say cold calling is their number one dislike. Some say they plain hate it and avoid it at all cost.

5) It is much easier to manage a sales staff when the appointment setting is outsourced.

6) Appointment setting firms are better able to call on the most profitable leads—those most likely to buy from you soon.

7) Appointment setting services provide a trackable and much improved ROI over traditional sales approaches.

8) Appointment setters provide you with analytics that improve the effectiveness of your entire organization.

9) Professional appointment setters can gather valuable information about your brand and position.

10) Separating prospecting and appointment setting from selling is part of the new paradigm the top 2% of companies everywhere are using.

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