

# AppointmentGetter.com

Giving Your Team More Time To Sell



## YOU ONLY PAY FOR APPOINTMENTS KEPT

Unlike most other lead generation companies, you only pay for a qualified lead who keeps their appointment with you.

If the prospect does not keep the appointment (and doesn't re-schedule), you don't pay for the lead.

Call us (402.871.8108) or visit us  
on the web  
(<http://appointmentgetter.com>)  
for more information.



<http://davearch.sandler.com>

This service is only available to those companies and individuals who practice The Sandler Selling System™ as their approach to selling.

Tired of wasting your time . . .

- Calling back again and again - trying to reach a prospective client?
- Scouring reams of data to determine who your best prospects might be?
- Getting past fears of making cold calls?

Then we might have a fit.

## Our Five-Step Process

At Sandler Training, we teach our clients how to make effective and efficient cold calls.

However, sometimes a company determines that it would be to their advantage not to manage in-house lead generation at this time.

**That's where we come in.**

We use our proven Sandler Selling System's strategic cold calling approach to obtain qualified appointments for your sales team day after day and week after week.

Our goal is that you will never again worry about. . .

- Showing up or calling only to have a no-show on the part of the prospect;
- Sitting in front of a prospect who didn't *invite you* to come and see *them*; or
- Talking to a client who has no interest in your product or service.

***Those days can be over.***



**Here's our process:**

1. Listen until we understand your product or service.
2. Partner with you to create a comprehensive template for your **Qualified Prospect** and gain your approval of the calling approach to be used.
3. Determine with you how many appointments you wish per week in keeping with your schedule and budget
4. Schedule either phone or in-person sales appointments with those who match your **Qualified Prospect** template
5. Coordinate appointments with your calendar - sending you a profile of each new prospect we identify.