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B2b lead generation by [Robortpeter](#)

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The telemarketers call back personally their indecisive prospects, and on the phone number of their choice. The Beanstalk Marketing will save date and hour of the appointment, and call back the prospect at the right date and time and route this call to the agent who argued on the first call, for him to close himself his sale. At the time of the call back the system will display the call back information to the agents and then he will have the ability to review information and notes prior to executing the call.

When you're prospecting for new business, calling back your contacts at the precise date and time is of the essence, for successful telemarketing campaigns, and it is an essential basic function of a good Beanstalk Marketing.

The outbound Beanstalk Marketing has 5 different dialing modes, it can accommodate all your specific campaigns. For each outbound campaign, you can import a call list with the information of the clients or prospects you wish to contact. The Beanstalk Marketing will manage the dialing for you automatically. The engine qualifies and filters non productive calls (absent, wrong numbers, faxes and answering machines). By eliminating these calls your TSRs can focus on calls that improve their performance.

The TSRs will therefore spend 80% of their time on calls, this will increase their productivity and will consequently increase your company's revenues.

Furthermore, the Hermes Eagle predictive dialer can intelligently adapt its dialing patterns based on performance in order to get the best possible results.

You can assign up to 10 numbers for each one of your contacts in your call list. This will allow you to penetrate your list by multiplying your chances to reach your contacts.

The outbound engine predictive dialer Hermes Eagle included in the Beanstalk Marketing has 5 different dialing modes, it can accommodate all your specific campaigns. For each outbound campaign, you can import a call list with the information of the clients or prospects you wish to contact, and the Beanstalk marketing server will manage the dialing for you automatically.

Your telemarketers doesn't dial manually anymore. The Beanstalk Marketing qualifies and filters non productive calls (absent, wrong numbers, faxes and answering machines). By eliminating these calls, thanks to the Beanstalk Marketing Hermes Net your TSRs can focus on calls that improve their performance.

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The predictive Beanstalk Marketing is based on powerful algorithm which adapts its dialing taking into consideration response time, average communication time and the state of the TSRs, to get the best contact rate, whatever the time slot of production.

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