



Business Support Services > Contact Center > Solar Appointment Setting

If you need sales leads or need to make better use of the leads that you already have, talk to our team and see how we can improve your lead generation effort. Our proven process to qualify sales leads will help your company with improved conversion rates, increased sales and revenue. We help our clients spend more time meeting with qualified prospects rather than looking for them, or having to qualify them.

We help solar panel installers increase sales in the US residential market:

- ☞ We have a proven track record of solar appointment setting service
- ☞ Our solar telemarketing agents convince people to harness the power of the sun. Educate potential customers on the benefits of solar and proactively respond to questions regarding solar, proposals, financing
- ☞ As the first point of contact, our solar agents provides information about your products, cost savings and incentives
- ☞ Our agents receive client feedback, cultivate relationships and generate referrals

By outsourcing your lead generation to us, you can eliminate a challenging management process, get expert guidance in lead generation and appointment setting, and get timely results. Our services are flexible and scalable up or down to meet your business needs.

Maximizing the value of marketing & sales campaigns for your business

- ☞ **Lead generation:** Secondary research incorporating web and social networking to optimize the effectiveness of assignments
- ☞ **Prospecting:**
 - Cultivating sales opportunities and qualifying the likelihood of sales to targeted organizations.
 - Includes lead generation, lead nurturing and target account qualification
- ☞ **Sales leads and Report management:**
 - Distribute sales leads to nominated recipients
 - Track and report lead progress
 - Use tools and experience to simplify and automate the management of sales leads
 - Track and report opportunities generated through sales and marketing activities
 - Manage sales commission reports, daily sales performance and invoice billing process

You have nothing to lose. Pay only a small commission for the sales orders we bring. Instead of committing to the high overhead of an in-house lead generation staff, you can access our team of expert telemarketers.



Spend less time qualifying and prospecting leads
Spend more time engaging qualified leads
Spend more time retaining your best customers



Whether you're a start-up, a local business or a global conglomerate we can work with you to increase your sales and profit potential. For more information please feel free to get in touch today.

Case Study: Solar Appointment Setting

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Client Profile:

The client is a provider of high quality real-time customer leads, appointments, performance marketing and software solutions to solar, energy, and home improvement companies. They enable solar installers' access to pre-qualified solar leads in the US. The company is headquartered in California and has 100 employees.

The Challenge:

Our client wanted to contact with residential consumers. They have designed solar packages for consumers. The company was looking for a partner that could effectively manage appointment setting for them so that the end customer spends time speaking to the right party to explain the proposal designed for them.

How we help this client?

They have hired us for mainly appointment setting service. We set up a dedicated team of 10 telemarketing agents that focused on calling residential consumers.

- ☞ We generated qualified leads as per their requirement by adding some basic specific questions to our daily campaign through our surveys
- ☞ Our solar telemarketing agents convince people to harness the power of the sun
- ☞ Educate potential customers on the benefits of solar and proactively respond to questions regarding solar, proposals, financing
- ☞ As the first point of contact, our solar agents provides information about your products, cost savings and incentives

The Result:

Our appointment setting service helped their efforts by enabling them to meet their prospective business.

- ☞ Delivered high quality of leads (95%-100%)
- ☞ Our client closes 80% of the appointments
- ☞ Saved time for our client qualifying and prospecting leads