

Recruiting Services



Is your company challenged to set enough initial appointments to keep the pipeline filled with prospective customers? Let Contact Science recruit your company an appointment setter.

Working with our partner, Gentry Search, we can find you an employee to make calls from your office. However, if your local market is small, the job market is tight or maybe a little pricey, we can find you a caller who works from their home office.

If you use the Contact Science prospecting software, managing local or remote callers is exactly the same. Offering total transparency, Contact Science accurately and automatically tracks productivity.

Our recruits come with a 60 day replacement guarantee.

How to get a new caller up to speed

Our Day 1 on-boarding checklist will have your new caller down the Contact Science software learning curve and making calls as soon as possible. Typically, the first week.

Also, we offer optional appointment setting skills training for a number of industries. Customized skills training is a good option if you need help in orienting your caller to the nuances of your specific industry right away.

<p>Appointment Setting Skills Training</p> <p><i>Programs Available for:</i></p> <ul style="list-style-type: none">• Managed Service Providers• Commercial Pest Control• Accounting Services• Commercial Real Estate• Colonial or Aflac Supplemental Insurance• Copy Machines• Transportation (Asset or Brokerage)

How we find callers

Our unique selection process includes the following:

- Conduct an initial interview to assess them on our predictive core factors:
 - Communication Skills - Voice + Articulation + Grammar + Concise
 - Energy - Enthusiasm + Motivation to do this work
 - Relationship Builder - Get to decision maker + Build relationships
 - Sales Acumen - Understands appointment/sales process
 - Sales Traits - Outgoing, professional attitude
- Speak with their work references
- Verify past results
- Conduct a background check (Social Security Trace and Criminal checks)



Our fee: \$4,800

For more information, contact Bob Howard 901.327.8686 bob@contactscience.com