




callbox

**Outsourced
Lead Management
Services**





SALES & MARKETING SOLUTIONS



Largest in Outsourced
B2B Lead Management Services



9,700 clients served across
various industries



Clean, accurate, up-to-date, human-verified sales
data of over **35 million** target accounts



Over **5 billion dollars** of incremental sales
revenue for our clients



Complete **multi-channel
account-based** marketing approach

Awards



**Top Lead Generation
Companies of 2018**
Clutch



**Top 10 in Top Lead Generation
Companies of 2018**
10SEOS



**Top 5 in Best Sales Lead
Generation Services of 2018**
business.com



**No. 1 in Sales Lead Generation Service
2015, 2014, 2013**
TopTenREVIEWS TechMedia Network



**Top 10 in Best Lead Generation
2016, 2015**
TopSEOs



**Best Sales Lead Generation
Services of 2015**
Comparakeet



Top 50 Teleservices Agencies
Customer Interaction
Solutions Magazine

Clients



What Our Clients Have to Say



Neal Berz

We have done three successful campaigns with Callbox and are about to start a fourth after the holidays! They get us an impressive amount of legitimate appointments. We highly recommend them.

MISCOMPUTER
CORPORATION

Jared Haggerty

Worked with them for years. They know their craft and do a great job!



Ian Kimbrell

I wanted to thank you and your team for all the great work the past couple of months. We very much appreciate the quality of the leads we've been receiving.



Ryan Weidenmiller

Callbox helped us get the appointments we were looking for. If you're looking to outsource your telemarketing, Callbox is #1!



Charlie Alsmiller

You are doing a fantastic job. The leads are great and quite plenty. Thanks for your hard work!



Karl Pennington

My experience with Callbox was very positive. The team they put together knew our business and they were relentless in the pursuit of leads. I highly recommend them.



Richard May

We're very happy with your services, it was better than we expected. We got a lot of leads and closed a few so we're happy!

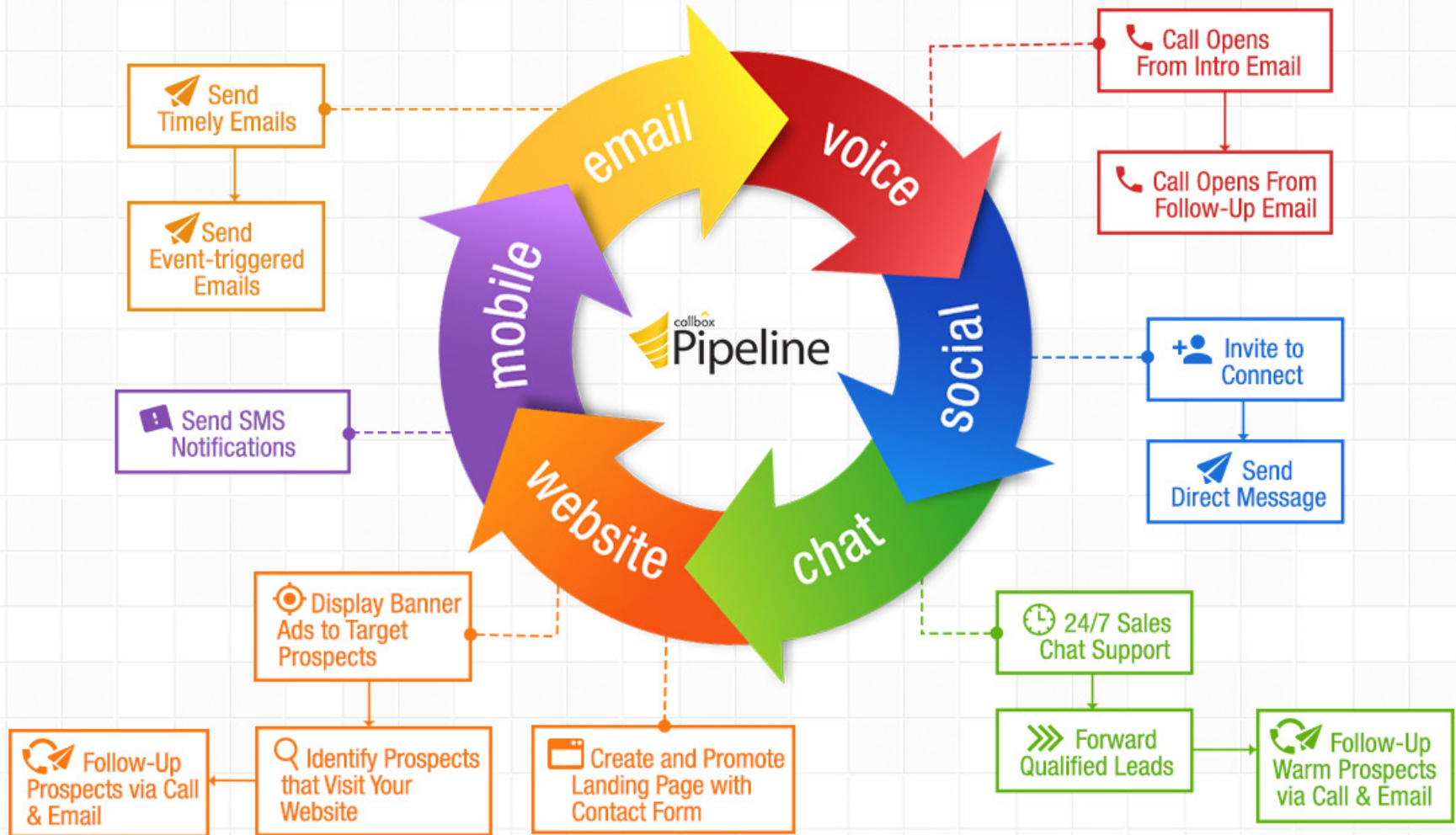


Bobby Cassely

It has been a pleasure working with them. Reasonable rates and overall it has been a great relationship working with them and they do provide legitimate leads.



This Is How We Multi-Channel



Multi-Channel Account-based Marketing Process

How We Help Our Clients Succeed

- IDENTIFY
- EXPAND
- ENGAGE
- CONVERT



Identify target accounts



Expand contacts within an account



Send personalized and timely emails



Call stakeholders to follow up and introduce the product



Connect and engage on social media



Remarket to account list via Adwords



Track and measure website interactions



Handle live chat inquiries



Convert engagements into MQLs & booked sales appointments

1 IDENTIFY

2 EXPAND

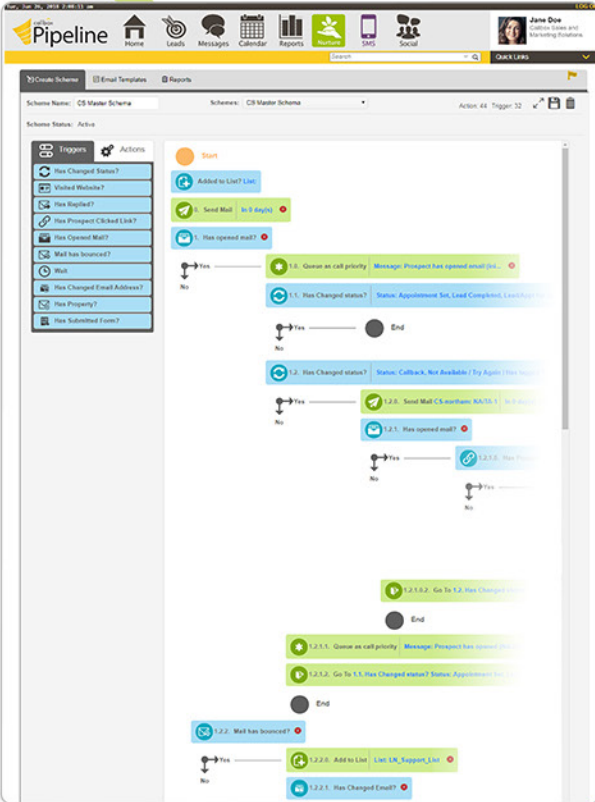
3 ENGAGE

4 CONVERT

Complete Account-based Marketing Approach to Lead Management



Pipeline Lead Nurture



Start Timely Conversations

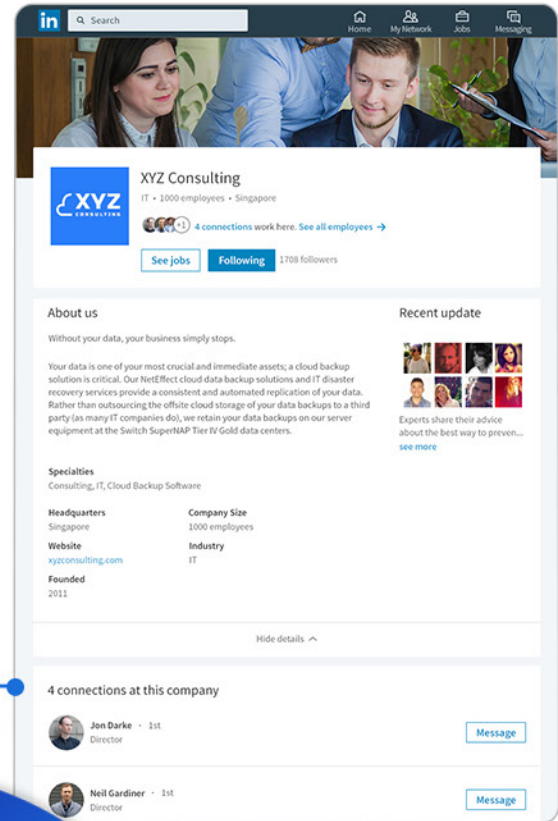
with SMART Calling

SMART Calling



Build Strong Connections

with Social Media Marketing



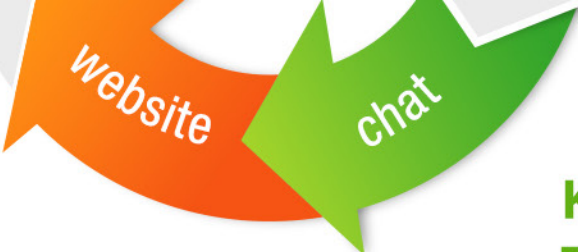
Maximize Every Opportunity

via Lead Nurturing



Never Miss an Appointment

via Mobile Notifications

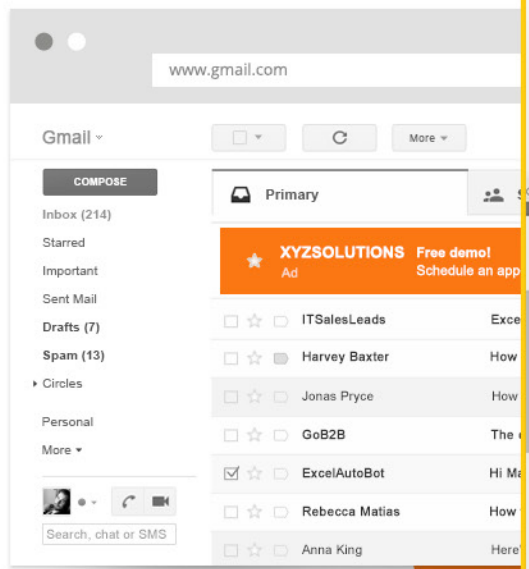


Increase Brand Awareness

with Targeted Adwords Campaign

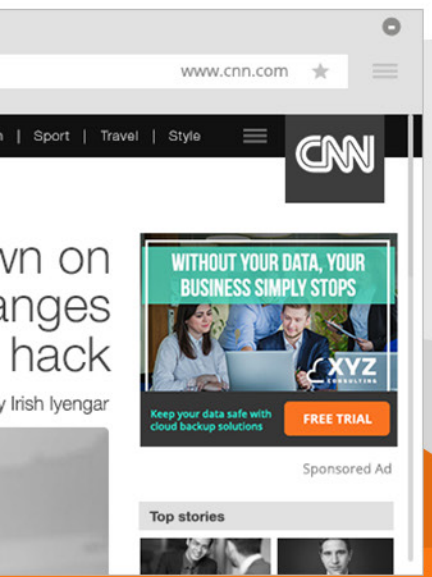
EMAIL ADS

Your ads are displayed to your target prospects in their Gmail accounts - prospects comprised of contacts in your campaign list and even those that aren't but are determined by Google to be interested in your type of service based on their online activity.



BANNER ADS

Your banner ads are displayed to your target prospects on Google-owned websites including YouTube and Google Display Network websites, such as popular news sites and blogs (CNN, New York Times, etc.).

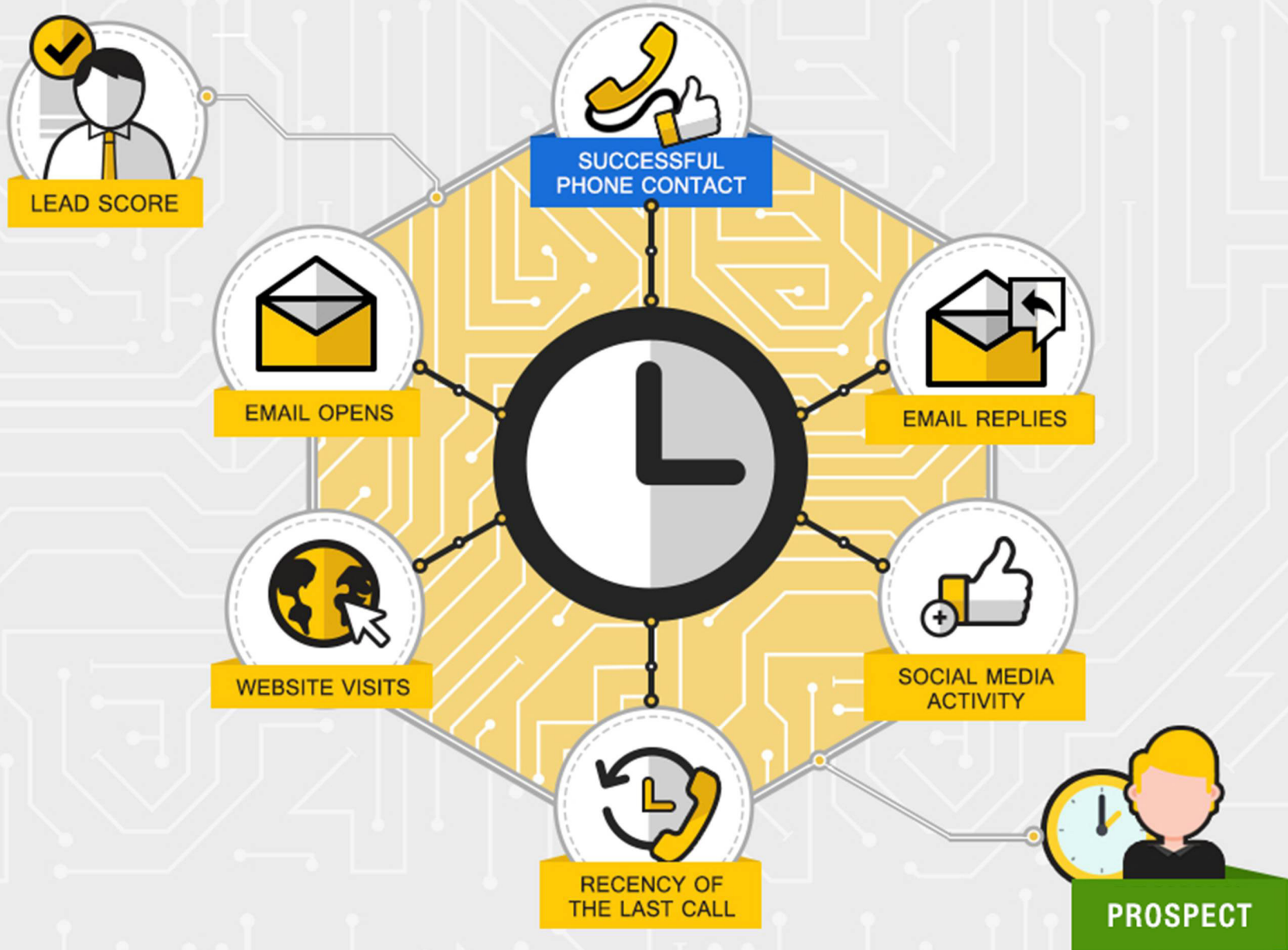


Keep in Touch 24/7

via SalesChat365

Callbox SalesChat365 keeps your business open for sales inquiries all day, all week, all year, and even on holidays.





Sales and Marketing At the Right Time

The logo features a yellow funnel-like shape on the left, composed of several horizontal lines that taper towards the top. To its right, the word "callbox" is written in a lowercase, sans-serif font, with a small yellow triangle above the letter 'o'. Below "callbox", the word "Pipeline" is written in a large, bold, black sans-serif font.

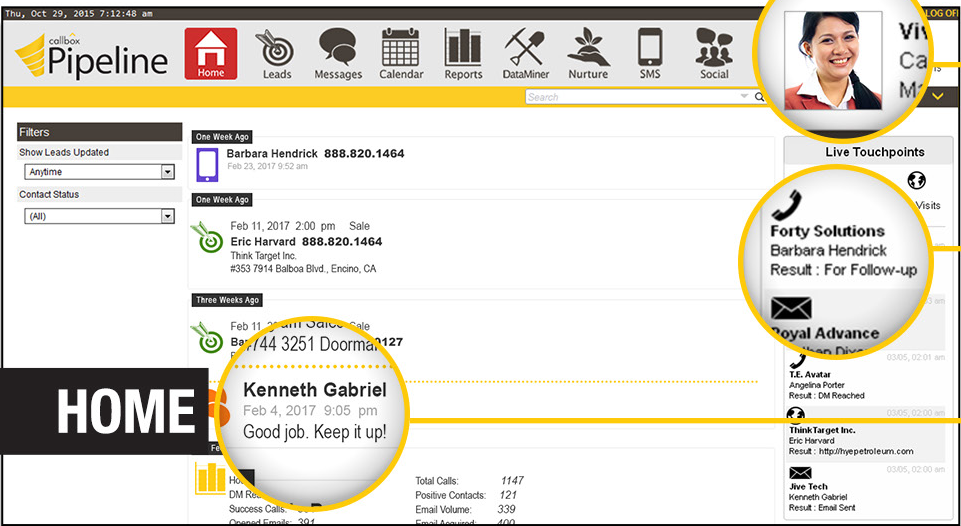
callbox
Pipeline
Multi-Channel Lead Management
and Marketing Automation Platform

“

*Callbox offers a complete technology solution: database of business contacts to select from, scheduling calendar for the team to block time, and very detailed reports that can be exported into Excel for import to CRM or other processing. **Callbox has strong team managers, so adjustments to lead generation process can be performed quite fast.***

Vitaly Khozyainov — Tahoma Devs

A grayscale, halftone-style portrait of a man with short hair, smiling, wearing a dark suit jacket and a light-colored shirt.



WRITE MESSAGE

Message your Account Manager directly within your Pipeline

LIVE TOUCHPOINTS

Monitor your calls and emails in real time!

CAMPAIGN STREAM

Up-to-date view of all campaign activities and communications

Email & SMS Notifications
Real time alerts for both you and your prospect for your upcoming appointments.

LEAD SCORE

Based on Demographic and Behavioral Scores

FULL TARGET INFO

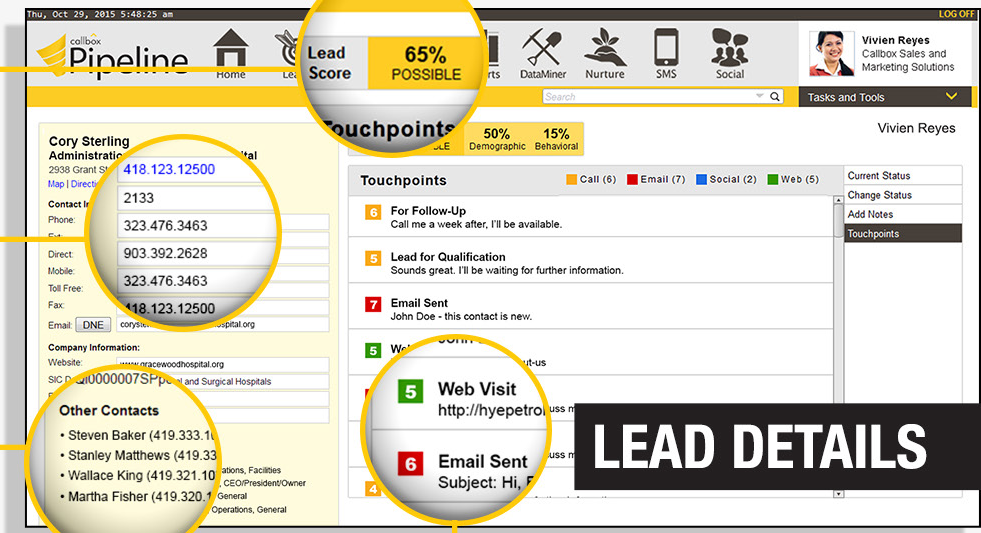
Phone-verified and updated information about the decisionmaker in the company

OTHER CONTACTS

Multiple contacts within your target company

CONTACT HISTORY

All touchpoints with your prospect



LEAD NURTURE TOOL

Drag-and-drop interface

Triggers: Lapsed Appointment?, Has Changed Status?, Visited Website?, Has Opened Proposal?, Has Prospect Clicked Link?, Has Opened Mail?, Mail Has Bounced?, Wait

Message: 0.0. Send me a Reminder... Send after 2 day(s)

0.1. Send Mail

0.2. Has Changed

G. WEBSITE VISITOR

Create your own or use our pre-defined schemes

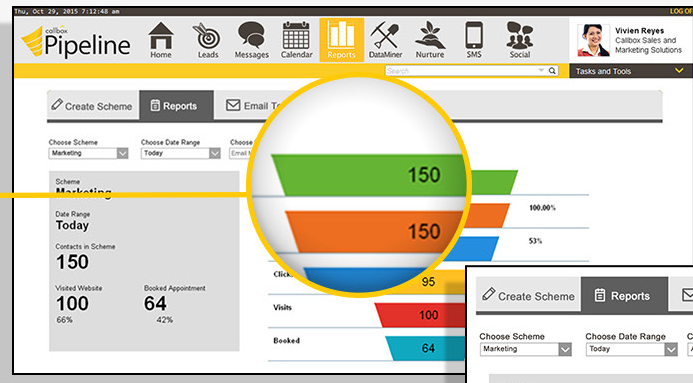
CUSTOMIZABLE SCHEME

Set triggers, choose email templates, and configure time frames

LANDING PAGE

Create and customize your own landing pages for your website visitors

MARKETING FUNNEL



REPORTS

All reports are exportable through your Salesforce or in CSV format.

ACTIVITY LOG

Contacts in Scheme: 22

Opened Emails: 18

Clicks: 3

Added to List: 8

Updated Staus: 22

Reminders: 8

Added to list: cbmktg_Lead_Nu

Nov 25, 2017 4:30

APPOINTMENT DOSSIER

Print a dossier for easy reference whenever you go to your appointment.

Your Appointment
Tuesday, Oct 15, 2013
3:30 pm

Daniel McAvery
Chief Executive Officer

Best Rates and Savings, Inc.
1013 Crenshaw Blvd.
Los Angeles CA, 90025

Phone (323) 479 3580
Ext. 2133
Direct (323) 476 3463
Mobile (323) 718 8232
Email dmcavery@brs.com

Company Information
Website www.brs.com
SIC Description Hospitality and Tourism Industry
Revenue 2,285.841mil
Employees 300

Agent Appointment Notes

I spoke with Daniel McAvery, Chief Executive Officer and the decision maker. They do not have a bar coding system in place. They are open to consider evaluating our solution based on pricing and ease of use. We can send him more information to dmcavery@brs.com and our Specialist can give him a phone call on Friday, September 13, 2013 at 10:00 AM EDT.

TOUCHPOINTS

- Call (7)
- Email (7)
- Social (2)
- Web (5)

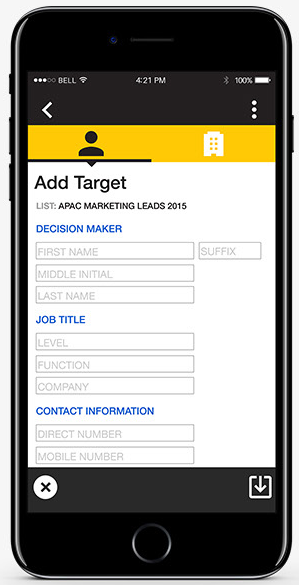
YOUR LATEST CONTACTS:

- **For Follow-Up** 10/25/2015
Call me a week later, I'll be available
- **Lead for Qualification** 10/25/2015
Sounds great. I'll wait for further info
- **Email Sent** 10/25/2015
John Doe - this contact is new
- **Web Visit** 10/25/2015
<http://hyepetroleum.com/about-us>
- **Email Sent** 10/25/2015
Subject: Hi, John. I'd like to discuss...



VIEW APPOINTMENTS

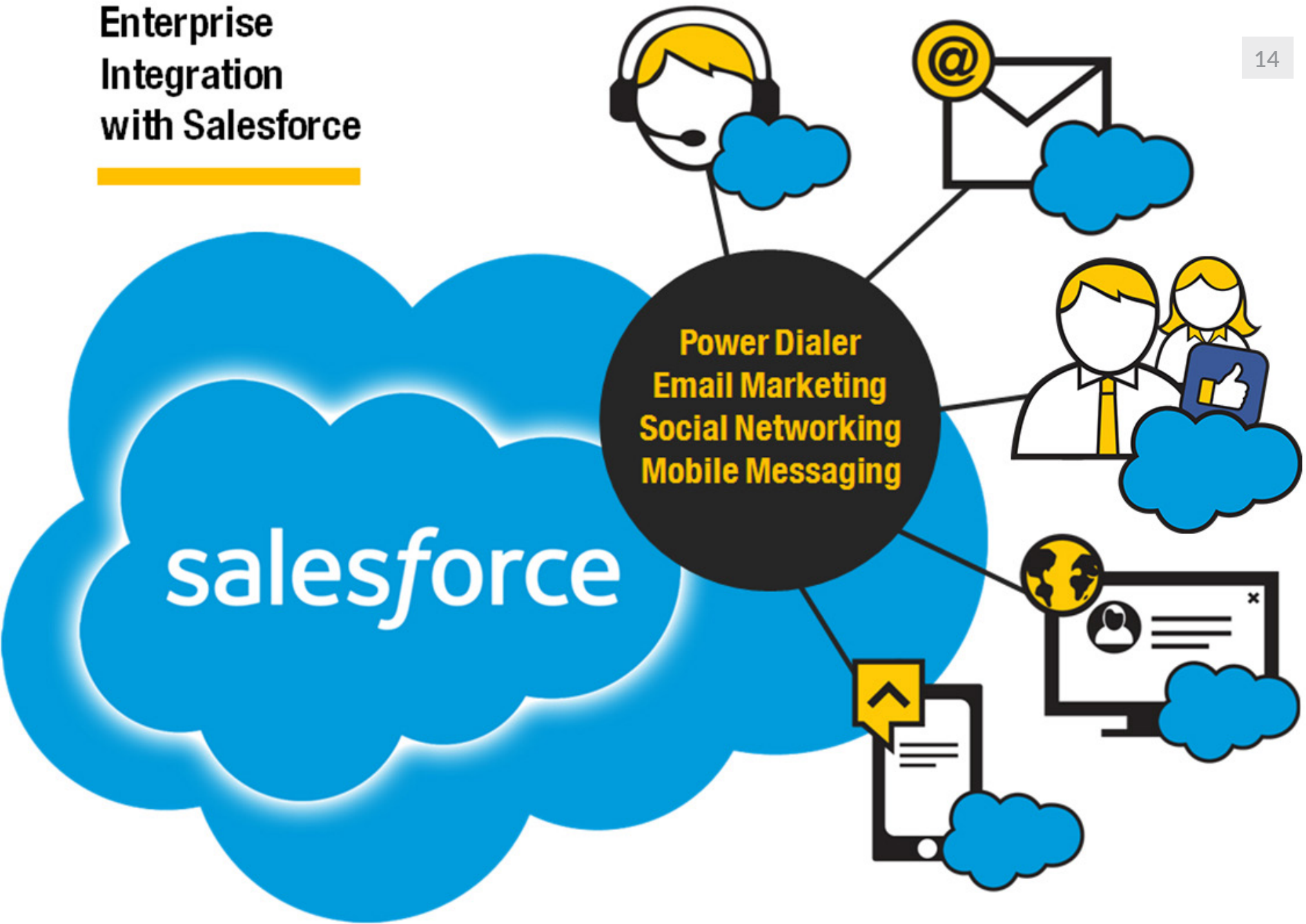
VIEW LEADS



EDIT CONTACT INFO



Enterprise Integration with Salesforce



What You Get When You Sign Up

 Your Own Team	 Account Manager & Campaign Manager	 Dedicated Sales Development Rep(s)	 Email and Social Marketing Specialist	 Research and Data Analyst	 Quality Analyst	
 Multiple Channels	 Voice	 Email	 Social	 Website	 Mobile	 Chat
 Pipeline Access	 Database	 Marketing Automation	 Transparency	 Customizable Campaign	 Mobile Access	

We deliver:

 Profiled Up-to-date Contact Data	 Follow-ups and Warm Leads	 Market Research Data	 Wider Brand Exposure	 Sales Appointments
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SALES & MARKETING SOLUTIONS

Website

www.callboxinc.com

Email

sales@callboxinc.com

info@callboxinc.com

Phone

USA **+1 888.810.7464 (Toll Free)**

+1 310.439.5814 (Direct)

UK **+44 20.74425066**

AU **+61 2 9037 2248**

NZ **+64 9.9143122**

SG **+65 3159.1112**

MY **+60 3.9212.5776**

HK **+852 3.6786708**

Let's Talk!

← *click to email us
or schedule a call*