

chartered
developments

OUR BUSINESS IS NEW BUSINESS

Data Research, Lead Generation, Prospect Nurturing
Since 1997

TESTIMONIAL

TESTIMONIAL

“Over the decade we have invoiced in excess of £1m in fees thanks to Chartered Development’s work. This is seven times the amount we have spent on telemarketing, resulting in a great return on our investment”.”

A LEADING UK LAW FIRM

THE CLIENT

A leading law Firm in the United Kingdom

THE CLIENT'S WORDS

“In May 2017 we will have been working with Chartered Developments for 10 years. Chartered Developments makes the process of lead generation easy for us. They source data on prospective clients, in a typical year we buy a database of a few hundred prospects with an option to refresh an old database. Next, the calling team contact the prospects.

The Chartered Developments calling team really nurture our prospects, seek to understand their situation and create leads where appropriate. Chartered Developments have maintained a stable team. We have had the same account manager for 10 years. Their systems have kept pace and they have stuck to their guns of creating quality leads over quantity.

I have found the calling team to have a great depth of commercial knowledge when calling prospects which is evident from the high level of detail they extract from prospects during their calls. Although we often approach the same businesses several times, over our 10 year relationship Chartered Developments have worked closely with us to try and find new and relevant angles to talk to prospects about. As a result, we continue to receive quality leads from them.

In September 2016 we gained 4 new business instructions from their leads. In fact over the decade we have invoiced in excess of £1m in fees thanks to Chartered Development's work. This is seven times the amount we have spent on telemarketing, resulting in a great return on our investment. We recommend them not only for their competence but also their ethos”.

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