

# CASE STUDY



## COMMERCIAL ROOFING COMPANY



A commercial roofing company, leading the industry in Oregon and SW Washington, hired Envoy to help expand their presence.

### THE CHALLENGE

This company, who had significant success in Oregon, wanted to take their business to the next level in Washington.

They hired the Envoy team, in conjunction with their own sales department, to generate more meetings and expand their market share.

### THE RESULTS

- ▶ Envoy successfully exposed the client to an estimated \$1.1 Million of potential work.
- ▶ 48 meetings were set over 30 weeks of prospecting.
- ▶ On average, for every ten conversations, a meeting is set.

**SEE WHAT ENVOY CAN DO FOR YOUR BUSINESS**

**Give us a call**

**503-446-5284**

**Learn more**

**[envoyrm.com](http://envoyrm.com)**