



## Our Services

**ebQuickstart** provides specialized, team-based “villages” that can fill any or every gap in your end-to-end sales and marketing approach.

Whether you need a single service from a stop-gap approach or a complete sales and marketing department, we can insert ourselves quickly and put momentum and results toward your goals.

## We provide 5 Villages to grow your business:

- **ebQ Data Management village**
  - builds custom, targeted databases from scratch
  - updates existing databases with the contacts, companies, titles and fields you define
  - cleans out-of-date or neglected databases
  - organizes and segments databases for specific marketing campaigns
- **ebQ Marketing village**
  - creates marketing collateral (whitepapers, case studies, press releases, logos, slide decks, etc.)
  - interacts daily on social media and blogging sites to engage your target audience
  - runs webinars start to finish and manages trade show booths
  - builds and maintains Wordpress websites and provides SEO/SEM to take your site further
  - deploys online marketing campaigns, lead scoring/nurturing, and video creation
- **ebQ Lead Generation village**
  - sets quality appointments for your sales staff (conference calls, web demos, face-to-face)
  - utilizes a “top-down” approach to improve connection rates with real decision makers
  - navigates through gatekeepers and nurtures prospects
  - engages in solution & value based sales conversations – does not rely on robotic cold-calling scripts
  - facilitates interaction with your sales staff to create a seamless handoff
- **ebQ Sales village**
  - builds and maintains ongoing professional relationships with your prospects
  - creates consistent, reliable sales pipelines
  - identifies sales opportunities, addresses issues and works deals to close
  - achieves revenue generation, sales targets and long-term account goals
- **ebQ Customer Service village**
  - interacts with your existing clients to provide information on additional products and/or services
  - processes customer inquiries, concerns and requests
  - provides level one support, onboardings and training of new customers
  - executes maintenance and renewal programs

**These services are interchangeable within any ebQ relationship based on your ever-changing needs.**