



Trade Show Outreach: Get Out There and Sell

Make your trade show investments work harder.

Leveraging attendee and exhibitor lists, we find prospective customers for you to target at industry events. Then, we create outreach campaigns to set appointments for your sales team during the show.

Tell us which events you want to target, and Vast Results will:

Research trade show attendees

Identify appointment opportunities, leads and booths that your sales team should pursue

Gather contact information for target attendees

Develop email, phone and voicemail scripts for pre-event outreach

Contact leads to schedule appointments for your salespeople

Confirm appointments and send preliminary information to leads

Create a follow up plan and toolkit for after the show

Provide regular feedback

Vast Results has **over 40 years** of sales, marketing and management experience. In addition, we bring drive, professionalism and, most importantly, results to your company.

ABOUT VAST RESULTS

Vast Results brings energy, experience and persistence to companies that don't have time to consistently follow up with or build their sales pipeline. We do the time-consuming parts of the sales process really well, so our clients can focus their time and energy on the things they do best. Together, we get to "YES."