



*Lead generation Appointment Setting Teleprospecting
Telemarketing Inside Sales Cold calling*

February 24,
2009

Rich Enterprises, Inc. Newsletter Providing sales tips, industry news, and company updates

Dear Melissa,

Rich Enterprises, Inc. provides our small to mid sized clients with qualified leads and new sales appointments through our cold calling and telemarketing services. Our goal is to help our clients expand their business by locating new prospects and customers.

This newsletter is designed to keep our clients informed of new developments within our industry, new legal requirements, company and staff updates, and new marketing techniques that may enhance their sales. Should you have any questions, please do not hesitate to contact us any time.

Using Desktop Sharing to increase success rates

By Tracy
Rumsey(staff)



In this Internet friendly age, we have many technology tools that can increase our success rates in all that we do. One of the most under-utilized tools is desktop sharing.

What is desktop sharing? Desktop sharing is a program that provides web-based access to remote computers. This allows a remote connection to be established from anywhere and does not require special software to be installed in order to be used.

How can you use this service? Desktop sharing can be used for presentations, training, webinars or any other type of meeting that could benefit from other users seeing exactly what is on your screen/desktop.

This type of service can also benefit those in the IT field that do troubleshooting. This service not only allows the administrator to share their desktop with you but also allows others to take over your desktop (with permission of course).

Desktop sharing can also be used for sales. It is a great tool for showing the prospective client exactly what your product or services can do for their

business.

Here are a few features of desktop sharing:

- Web based
- Easy to use, user friendly
- Protects users privacy
- Allows administrator to share only what is needed
- Show contracts, spreadsheets, charts, sales information
- Access from any computer with internet availability

Next time you are planning a webinar or conference call, think about using desktop sharing. Seeing your product and services can make the difference between sales or confusion.

Desktop sharing is a cost effective way to conduct business since you will not need to leave the comfort of your office to complete business transactions with multiple clients.

Announcements!!

By Melissa Rich
(President)

Canada Telemarketing

We are pleased to offer telemarketing into Canadian businesses. We have noticed a strong increase in business from our Canadian clients and have several requests from US businesses that are seeking to further penetrate the Canadian markets.

If you have any questions, please do not hesitate to contact us.

(620) 443-5247

About Our Company

Rich Enterprises, Inc. was founded in 1999 on the premise that businesses must not only maintain, but must always seek new revenues and opportunities in order to succeed.

We certainly look forward to answering your questions and meeting your outsourcing needs. We are proud to be an active member of our local Chamber of Commerce and professional business associations.

Rich Enterprises, Inc. has been honored by the Kansas Department of Commerce as the 2007 Women Owned Business of Year - Service Industry Firm. In August of 2004, Rich Enterprises, Inc. was certified as a Women Owned Business Enterprise with the State of Kansas Department of Commerce.

Our primary website for cold calling services can be viewed at www.richworldwide.com. In 2004, Rich Enterprises, Inc. also established www.richcrm.com to handle customer service calls or warm calls.

Our sales team is anxious to provide information about products, pricing, and answer your questions. Rich Enterprises, Inc. is responsible for a wide range of sales outsourcing services and looks forward to creating a sales solution and

program that best suits your needs.

Please feel free to contact us via any of the following methods:

[Learn More](#)

Contact Information

email: customersupport@richworldwide.com

phone: (620) 443-5247

website: <http://richworldwide.com>

Join our mailing list!

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Program special! 10% off any Canadian Telemarketing four week pilot program! Please give us a call to get started!! (620)443-5247

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