



## **Good Leads® Announces the Summer 2016 "Build The Pipeline" Incentive Plan for Outsourced B2B Lead Generation Services**

*Good Leads® is announcing the Summer 2016 "Build The Pipeline" incentive plan with a 10% service premium offering for outsourced B2B Lead Generation services. Good Leads will rapidly deploy a Strategic Strike inside sales team under their Prospect Builder® Program.*

Salem, NH ([PRWEB](#)) June 30, 2016 -- Good Leads® is announcing the Summer 2016 "Build The Pipeline" incentive plan with a 10% service premium offering for outsourced business development services. Good Leads will rapidly deploy a Strategic Strike [inside sales team](#) under their Prospect Builder® Program. Using a proven process and knowledge of a client company, the Good Leads Strategic Strike Team will skillfully act as their inside sales team.

Key features of the Build The Pipeline incentive plan are customization of an ideal prospect contact database; rapid deployment of seasoned outbound calling business development professionals; short term program commitment that is scalable and extendable and a financial incentive of a 10% no charge service premium on new programs.

The Good Leads Build The Pipeline incentive plan is also applicable to their Sales Builder® Program and Event Builder™ Program, respectively, to drive summer sales or event attendance. And in all cases, the plan is backed by Good Leads' signature guarantee and warranty to further protect and maximize client's marketing and sales investment. Good Leads CEO Bob Good stated, "Many companies are uncertain as to how to deal with the current economic environment and are sitting on the sidelines. In announcing the Good Leads Build The Pipeline plan, we are creating an incentive for our technology clients to get in the game by offering a quick deployment of skilled business development resources and adding a free 10% time extension at the end of the program as a no charge premium. The goal is to quickly fill our client's sales pipeline in the summer such that they achieve their 2016 revenue goals."

### About Good Leads:

Good Leads is a leading provider of outsourced business development services including qualified [B2B lead generation](#), setting phone, face to face and web demo appointments specializing in enterprise software, healthcare IT, network security and product design & engineering software and design services. For 14 years, Good Leads has partnered with 400 domestic and international institutions, from high-tech to governmental agencies, to develop and implement a business development strategy as part of their integrated marketing plan. <http://www.GoodLeads.com>; 866 894-LEAD.



**Contact Information**

**Donn Frohock**

Good Leads

<http://www.GoodLeads.com>

+1 (866) 894-5323

**Bob Good**

Good Leads

<http://www.goodleads.com>

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