



HC Development

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VRC
INSURANCE
SYSTEMS

Most Software CEOs struggle to create a profitable marketing mix, so we implement a Marketing Intelligence System to attract people who already need your service, resulting in more sales with better fit clients.



"In less than 12 months, Dwight generated 50 active prospects to produce over \$54,000,000 in contract revenue, the largest sales universe ever for the company."

W. Patrick McGinty
VRC Insurance Systems

Problem

VRC Insurance was struggling to reach their revenue goal.

Solution

Dwight worked with VRC's sales team and redefined their sales process demonstrating a stronger follow up procedure.