Joanne,

Since we joined, Blue Book our business has taken off. In fact we are having one of the best years we have ever had in 34 years – we are close to doubling sales over last year! We needed a comprehensive and affordable resource to make sure we were a) not missing out on opportunities in various regions and of different sizes and scope b) learn who are the commercial businesses that need our service.

Having been in business for so long we are were already plugged in but didn’t have a comprehensive approach to all of our client’s projects, to out of town general contractors, property management groups, developers as well as all the new local businesses that have either resurrected or sprout since the recession. Also, we know our business better than anyone, Blue Book allowed us to cherry pick the right opportunities where we could showcase our work history, leverage our existing contacts and shorten the sales cycle.

Lastly, I must say that you worked tirelessly to set up our Blue Book platform, assure that it worked on all of our 12 computers, accommodate our proprietary processes, pre-certify our tickets to the Blue Book event at Invesco Field and to answer questions from the decision makers 3 times without complaint! As the Director of Marketing, I feel I found a true partner who was direct, listened, is always accessible.

Sincerely,

Frances FitzGerald

Frances FitzGerald

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