

Develop with Dell: Summer 2025 Sales Portfolio Case Study

Instructions: Please read through the following case study carefully and complete each Sales Portfolio assignment by its respective due date.

***Please note that every character, scenario, company, and product is fictional and fabricated for training purposes only.**

Background:

TechSolutions Inc. specializes in providing innovative hardware and software solutions for small to medium-sized businesses. Recently, TechSolutions Inc. launched a new product that has received positive feedback from existing clients; however, it is costly and has its drawbacks. **Alex Johnson** is the owner of a growing engineering business and has shown interest in similar but more affordable solutions in the past. You met Alex Johnson for the first time at a recent industry conference. Alex will be out of office for a few weeks after the conference, but has asked that you follow up with him upon his return.

TechSolutions Inc.

Years in business: 40

Mission Statement: “Our mission is to be a catalyst for groundbreaking solutions, simplify IT, improve connectivity, and help you serve your customers while protecting your data”

Vision: “To streamline the process for streamlining your operations”

Value Proposition: “**TechSolutions Inc** is dedicated to transforming the way businesses operate by providing cutting-edge technology solutions that drive efficiency, reduce costs, and enhance security. Our mission is to empower organizations to achieve their full potential through innovative and reliable tech products.”

New Product Information: OptiGuard Pro

OptiGuard Pro is a cutting-edge server for TechSolutions Inc designed to transform business operations, reduce costs, and enhance security. Here are some of its standout features:

Key Features:

1. Smart Workflow Automation:

- AI-Powered Task Management: Automatically assigns tasks based on employee skill sets and workload, ensuring optimal productivity.
- Predictive Analytics: Uses machine learning to forecast operational bottlenecks and suggest proactive solutions.

2. Cost Optimization Suite:

- Dynamic Resource Allocation: Adjusts resource distribution in real-time to minimize waste and maximize efficiency.
- Energy Saver Mode: Monitors and reduces energy consumption across all devices, leading to significant cost savings.

3. Advanced Security Protocols:

- Quantum Encryption: Utilizes quantum computing to encrypt data, making it virtually unbreakable.
- Behavioral Threat Detection: Continuously monitors user behavior to identify and neutralize potential security threats before they escalate.

4. Integrated Dashboard:

- Real-Time Analytics: Provides a comprehensive view of operational metrics, cost savings, and security status.
- Customizable Alerts: Allows users to set up personalized notifications for critical updates and anomalies.

5. Seamless Integration:

- **API Compatibility:** Easily integrates with existing software and systems, ensuring a smooth transition and minimal disruption.
- **Cloud-Based Solution:** Offers scalable storage and processing power, accessible from anywhere at any time.

Benefits:

- **Enhanced Efficiency:** Streamlines operations, reducing manual intervention and increasing overall productivity.
- **Cost Savings:** Identifies and eliminates unnecessary expenses, leading to substantial financial savings.
- **Robust Security:** Protects sensitive data with state-of-the-art encryption and threat detection technologies.
- **User-Friendly Interface:** Simplifies complex processes with an intuitive and easy-to-navigate dashboard.

Ideal For:

- **Large Enterprises:** Looking to optimize their operations and reduce overhead costs.
- **SMEs:** Seeking affordable yet powerful security solutions.
- **Tech-Savvy Organizations:** Wanting to stay ahead of the curve with the latest advancements in AI and quantum computing.

Costs:

\$500,000 per server.

Customer Information:

Customer Company Name: Connect Space

Customer Decision Maker: Alex Johnson, Director of IT Operations

Size: 100 employees

Industry: Engineering

Years in Business: 15

Relationship: New Customer

Connect Space is an engineering firm that specializes in structural engineering across the city. More specifically, Connect Space is responsible for the development of various skyscrapers and office buildings across the downtown area. Everything from permit requests to water drainage, to creating the actual building itself, Connect Space is fully embedded in the development of office space for several companies. With this comes the issue of data protection, private customer information, and confidential information related to their projects.

Although they have only been in business for 15 years, the influx of incoming businesses in the city has led to a substantial increase in the number of active projects, anticipated future projects, permit requests, and groundbreaking constructions.

Given that they are an engineering firm, they have historically focused primarily on the engineering side of the house and have neglected the upkeep and maintenance of their IT infrastructure. Because of this, Connect Space is expanding rapidly and does not have the technological infrastructure to support the expansion – which could result in them losing over \$2,000,000 in future business.

Connect Space's current portfolio consists of the following:

1. 200 Clients – valued at over \$3,000,000
2. 120 completed projects
3. 80 active projects
4. 350 anticipated future projects valued at over \$2,000,000

Case Study Scenario:

You are a top performing Sales Representative at **TechSolutions Inc** where you manage over 1,000 customer accounts across the central state region. This includes small and medium-sized businesses across several different industries. You have worked at TechSolutions Inc. for 10 years and have an additional 5 years of sales experience prior to your time at TechSolutions.

Due to your exemplary performance, you were recently re-assigned to a different office and region that is recognized as a difficult region to manage. You will begin working in this new region in the new fiscal year.

It is time to prepare for the upcoming quarter and develop your territory account management plan. This is not the only change, however. Due to economic uncertainty, you have been given additional training responsibilities; specifically, as it relates to training the upcoming cohort of new Sales Representatives.

In March, TechSolutions hired a new cohort of 20 Sales Representatives who have just completed their onboarding and training. Executive leadership has asked you to show **Jamie Smith**, a recent new hire who completed their training, what it takes to guide a customer through the entire sales process and complete a sale. It is almost the end of the quarter and fiscal year, and although you are also preparing for the new fiscal year (Quarter 1) in the new region, you still need to meet your quota for the current quarter and following through with the ConnectSpace lead and completing this sale would get you across the finish line to reach your goal and quota for the year.

Keep in mind that you want to show Jamie each step of the sales process and the level of persistence, research, and planning it takes to be successful in sales. This includes navigating your sales strategy, engaging with a customer, overcoming objections, completing a personal pitch and product pitch, leveraging tools like AI and whiteboarding, and ultimately completing the sale.

Remember that you have over 1,000 customer accounts that need attention as well, and you are required to have a Territory Account management plan created and delivered to

leadership. However, this lead with Connect Space could be the biggest sale of your career and will serve as an example for Jamie.

Customer Initial Interaction:

During a recent industry conference, you had a brief conversation with Alex Johnson. You discussed the challenges Alex is facing with their current hardware, including difficulties in integrating various systems, managing customer data efficiently, and scaling operations as the business grows. Alex mentioned that they are expanding rapidly and have concerns with operational costs, Data protection and customer information. He believes that their existing IT infrastructure is not sustainable in the long term and needs a solution.

Alex expressed interest in TechSolutions Inc.'s new product as well as a refresh for their existing products, but was hesitant to commit without further information and additional communication.

More specifically, Alex was concerned about the cost of the new product as it would be a substantial investment for his company.

After talking with Alex, you were able to uncover a few additional pieces of information:

1. Alex is the Director of IT Operations at Connect Space
2. Alex just purchased a new beach house and will be vacationing there in the summer
3. Alex has been in the IT / Engineering business for over 25 years
4. Connect Space has over 100 employees, most of which are engineers
5. Alex will be out of office for 2 weeks on vacation

This is a perfect opportunity to showcase to Jamie what it takes to be successful in sales by showing value through persistence, overcoming his objections, and providing a tailored solution to meet their needs.

Sales Portfolio Assignment 1: AI Industry Research

Due Date: Friday 6/6/25

Format: Email to developwithdell@dell.com

Evaluation: Rubric

Although you are excited at the opportunity to provide a solution for Alex and ConnectSpace, you understand that you must get your sales territory plan to your manager for the upcoming fiscal year. Since Alex is on vacation, this is the perfect opportunity to prioritize and maximize your time. Before you can create a plan, you need to research the market to better understand the region and customers first. The new region you are taking over is Central Texas, which includes the following cities: Austin, Round Rock, Belton, and Kyle. Because you are not from Texas, these cities and their respective demographics are new to you.

This is the information you want to uncover:

General information:

1. How many businesses with less than 100 employees are in each city?
2. What are the top 5 industries in each city?
3. What is the average business age in each city?
4. How many businesses are less than 5 years old?
5. How many businesses are moving to each city each year?
6. How many businesses, on average, are filing for bankruptcy each year?

Understanding the industry:

7. What is the overall size and growth rate of the engineering industry?
8. What are the key industry trends and drivers?
9. What are the major challenges and opportunities in engineering?

Competitive Analysis

10. Who are the major players in the engineering industry?
11. What are their strengths and weaknesses?

12. What are their future strategies and goals?

Emerging Trends

13. What are the latest technological advancements in industry?

14. What are the opportunities and challenges associated with these advancements?

Please leverage your AI tools of choice to uncover this information and be sure to list all the resources that were used.

Sales Portfolio Assignment 2: Sales Territory Strategy

Due Date: Friday 6/13/25

Format: Email to developwithdell@dell.com

Evaluation: Rubric

Note: For this assignment, please use only the list of made-up companies located at the end of the case study

Sales Territory Strategy:

Now that you have done your research, it is time to formulate your Sales Territory Strategy. It's important to note that although this is a new territory for you, the quarterly quota expectations remain the same. You understand that proper planning prevents poor performance, and this new region is no exception. The expectation from your manager is to create a plan for your new territory. This includes establishing a 30-, 60-, and 90-day plan of action, understanding the different types of industries in your region including competitive industries, and creating a tiered roadmap of engagement based on business opportunity priorities. How are you going to prioritize your leads? Are you going to reach out individually, host seminar sessions, or plan to reach out to mutual contacts for introductions?

For this assignment, please **only use the list of made-up companies** that are included in this case study for your strategy. They are located at the end of the case study.

Create your Sales Territory Strategy and send it developwithdell@dell.com by Friday, 6/13/25.

Sales Portfolio Assignment 3: Customer Email

Due Date: Friday 6/20/25

Format: Email to developwithdell@dell.com

Evaluation: Rubric

Alex Follow-Up:

To build on your initial interaction with Alex at the conference, you know based on your experience that the next logical step is to send a follow-up email to Alex to convince him to set up a meeting for a more detailed discussion. Please send an email directed to Alex Johnson requesting a follow-up meeting. In your email, please be sure to reference your initial conversation with Alex at the industry conference, acknowledge his cost concerns, and remember the goal is not to sell Alex the technology solution in this email, rather, the goal is to set up an in-person meeting.

You understand that in sales, time is critical, and you know that if you don't get this email out to Alex ASAP, you might miss the window of opportunity to set up a meeting with Alex.

Because of this, send your email to Alex by Friday, 6/20/25.

Sales Portfolio Assignment 4: Personal Pitch

Due Date: Saturday 7/5/25

Format: Email to developwithdell@dell.com

Evaluation: Rubric

At this point, you have scheduled an in-person meeting with Alex. In order for this meeting to successfully set the tone for your remaining interactions with Alex, you understand that your Personal Pitch is a critical piece of engagement. In your elevator pitch, be sure to reference the value you and TechSolutions bring to ConnectSpace. You also want to reference your experience and the extent to which you have worked with engineering companies in the past. It is probably a good idea to keep it to under 2 minutes. Remember, your personal pitch is designed to hook the customer in and keep them interested in furthering the conversation.

Please type out a written personal pitch and email it to Develop with Dell by Saturday 7/5/25. Keep in mind that although this submission is an email, you will be pitching your personal pitch on zoom at the end of the summer.

Sales Portfolio Assignment 5: Product Pitch

Due Date: Saturday 7/11/25

Format: Email to developwithdell@dell.com

Evaluation: Rubric

Alex Johnson is intrigued by your elevator pitch and has decided to listen more to the product TechSolutions has to offer to help TechSolutions better improve their operations.

The product that you are pitching is Tech Solutions' OptiGuard Pro server. Please review the product's features, benefits, and impacts in the product section of this case study.

The goal is to convince Alex that the product is of value. It's important to note that the product pitch should have enough detail to convince Alex that OptiGuard Pro is valuable, however, it should not be too detailed that it overpowers the conversation.

For this assignment, please submit your product pitch via email to Develop with Dell by 7/11/25. Keep in mind that although this submission is through email, you will be pitching this product at the end of the summer via zoom.

Sales Portfolio Assignment 6: Whiteboarding

Due Date: Saturday 7/18/25

Format: Email to developwithdell@dell.com

Evaluation: Rubric

Now that you have met with Alex via an in-person meeting and have given your elevator pitch and product pitch, it is time to close the deal. Alex is convinced that OptiGuard Pro is of value; but is unsure of how it can truly impact his business. Specifically, Alex wants to see, visually, how the new product can lower costs, improve efficiency, and protect customer data. This is your opportunity to visually demonstrate through whiteboarding the impact and benefits of investing in this OptiGuard Pro.

More specifically, you want to visually illustrate the connection between purchasing the OptiGuard Pro server and the overall impact to the following parts of the business: (1) improved operations, (2) reduced operational costs, (3) increased data security.

Please illustrate this by drawing a flow chart diagram either digitally, or on paper and email a picture of it to Develop with Dell by 7/18/25.

Develop with Dell: Sales Territory Strategy Company List

Instructions: Please use this list of made-up companies to complete your Sales Territory Strategy portfolio assignment that is due on Friday, 6/13/25. Please email your response to developwithdell@dell.com

**Please note that all companies listed are fabricated and fictional for training purposes only*

Engineering Companies

1. TechNova Solutions

- o Age: 15 years
- o Size: 500 employees
- o Revenue: \$150 million/year
- o Customer Interest: High
- o Previous Engagement: Frequent
- o Distance from Home Office: 10 miles
- o Response Rate: High
- o Mutual Connections: 5
- o Business Need: High

2. Innovatech Engineering

- o Age: 8 years
- o Size: 200 employees
- o Revenue: \$80 million/year
- o Customer Interest: Medium
- o Previous Engagement: Occasional
- o Distance from Home Office: 25 miles
- o Response Rate: Medium
- o Mutual Connections: 3
- o Business Need: Medium

3. Quantum Mechanics Inc.

- o Age: 20 years
- o Size: 1,000 employees
- o Revenue: \$300 million/year
- o Customer Interest: High
- o Previous Engagement: Frequent
- o Distance from Home Office: 15 miles
- o Response Rate: High
- o Mutual Connections: 7
- o Business Need: High

4. EcoBuild Systems

- o Age: 5 years
- o Size: 50 employees
- o Revenue: \$20 million/year
- o Customer Interest: Low
- o Previous Engagement: Rare
- o Distance from Home Office: 30 miles
- o Response Rate: Low
- o Mutual Connections: 1

- o Business Need: Low

5. NanoTech Enterprises

- a. Age: 12 years
- b. Size: 300 employees
- c. Revenue: \$120 million/year
- d. Customer Interest: Medium
- e. Previous Engagement: Occasional
- f. Distance from Home Office: 20 miles
- g. Response Rate: Medium
- h. Mutual Connections: 4
- i. Business Need: Medium

Real Estate Companies

6. Prime Realty Group

- o Age: 25 years
- o Size: 1,500 employees
- o Revenue: \$500 million/year
- o Customer Interest: High
- o Previous Engagement: Frequent
- o Distance from Home Office: 5 miles
- o Response Rate: High
- o Mutual Connections: 8
- o Business Need: High

7. UrbanNest Properties

- o Age: 10 years
- o Size: 400 employees
- o Revenue: \$200 million/year
- o Customer Interest: Medium
- o Previous Engagement: Occasional
- o Distance from Home Office: 18 miles
- o Response Rate: Medium
- o Mutual Connections: 3
- o Business Need: Medium

8. GreenSpace Realty

- o Age: 7 years
- o Size: 150 employees
- o Revenue: \$70 million/year
- o Customer Interest: Low

- o Previous Engagement: Rare
- o Distance from Home Office: 22 miles
- o Response Rate: Low
- o Mutual Connections: 2
- o Business Need: Low

9. Skyline Estates

- a. Age: 18 years
- b. Size: 800 employees
- c. Revenue: \$350 million/year
- d. Customer Interest: High
- e. Previous Engagement: Frequent
- f. Distance from Home Office: 12 miles
- g. Response Rate: High
- h. Mutual Connections: 6
- i. Business Need: High

10. MetroLand Developers

- o Age: 22 years
- o Size: 1,200 employees
- o Revenue: \$450 million/year
- o Customer Interest: Medium
- o Previous Engagement: Occasional
- o Distance from Home Office: 8 miles
- o Response Rate: Medium
- o Mutual Connections: 4
- o Business Need: Medium

Fast Food Companies

11. Burger Haven

- o Age: 5 years
- o Size: 100 employees
- o Revenue: \$50 million/year
- o Customer Interest: High
- o Previous Engagement: Frequent
- o Distance from Home Office: 3 miles
- o Response Rate: High
- o Mutual Connections: 5
- o Business Need: High

12. Pizza Palace

- o Age: 12 years
- o Size: 300 employees
- o Revenue: \$120 million/year
- o Customer Interest: Medium
- o Previous Engagement: Occasional
- o Distance from Home Office: 10 miles
- o Response Rate: Medium
- o Mutual Connections: 3
- o Business Need: Medium

13. Taco Fiesta

- o Age: 8 years
- o Size: 200 employees
- o Revenue: \$80 million/year
- o Customer Interest: Low
- o Previous Engagement: Rare
- o Distance from Home Office: 15 miles
- o Response Rate: Low
- o Mutual Connections: 2
- o Business Need: Low

14. Chicken Delight

- o Age: 15 years
- o Size: 500 employees
- o Revenue: \$150 million/year
- o Customer Interest: High
- o Previous Engagement: Frequent
- o Distance from Home Office: 7 miles
- o Response Rate: High
- o Mutual Connections: 6
- o Business Need: High

15. Sushi Express

- o Age: 10 years
- o Size: 250 employees
- o Revenue: \$100 million/year
- o Customer Interest: Medium
- o Previous Engagement: Occasional
- o Distance from Home Office: 12 miles

- o Response Rate: Medium
- o Mutual Connections: 4
- o Business Need: Medium

Additional Companies

16. FusionTech Engineering

- a. Age: 6 years
- b. Size: 80 employees
- c. Revenue: \$30 million/year
- d. Customer Interest: Low
- e. Previous Engagement: Rare
- f. Distance from Home Office: 20 miles
- g. Response Rate: Low
- h. Mutual Connections: 1
- i. Business Need: Low

17. Elite Realty Advisors

- o Age: 14 years
- o Size: 600 employees
- o Revenue: \$250 million/year
- o Customer Interest: High
- o Previous Engagement: Frequent
- o Distance from Home Office: 6 miles
- o Response Rate: High
- o Mutual Connections: 5
- o Business Need: High

18. Grill Masters

- o Age: 7 years
- o Size: 150 employees
- o Revenue: \$70 million/year
- o Customer Interest: Medium
- o Previous Engagement: Occasional
- o Distance from Home Office: 9 miles
- o Response Rate: Medium
- o Mutual Connections: 3
- o Business Need: Medium

19. Precision Engineering

- o Age: 10 years
- o Size: 250 employees
- o Revenue: \$100 million/year
- o Customer Interest: Medium
- o Previous Engagement: Occasional
- o Distance from Home Office: 14 miles
- o Response Rate: Medium
- o Mutual Connections: 4
- o Business Need: Medium

20. Luxury Homes Inc.

- o Age: 20 years
- o Size: 1,000 employees
- o Revenue: \$400 million/year
- o Customer Interest: High
- o Previous Engagement: Frequent
- o Distance from Home Office: 5 miles
- o Response Rate: High
- o Mutual Connections: 7
- o Business Need: High

21. Burger Bliss

- o Age: 3 years
- o Size: 50 employees
- o Revenue: \$20 million/year
- o Customer Interest: Low
- o Previous Engagement: Rare
- o Distance from Home Office: 8 miles
- o Response Rate: Low
- o Mutual Connections: 2
- o Business Need: Low

22. NextGen Engineering

- o Age: 9 years
- o Size: 220 employees
- o Revenue: \$90 million/year
- o Customer Interest: Medium
- o Previous Engagement: Occasional
- o Distance from Home Office: 17 miles

- o Response Rate: Medium
- o Mutual Connections: 3
- o Business Need: Medium

23. Urban Oasis Realty

- a. Age: 11 years
- b. Size: 350 employees
- c. Revenue: \$150 million/year
- d. Customer Interest: Medium
- e. Previous Engagement: Occasional
- f. Distance from Home Office: 10 miles
- g. Response Rate: Medium
- h. Mutual Connections: 4
- i. Business Need: Medium

24. Pizza Paradise

- o Age: 6 years
- o Size: 120 employees
- o Revenue: \$60 million/year
- o Customer Interest: High
- o Previous Engagement: Frequent
- o Distance from Home Office: 4 miles
- o Response Rate: High
- o Mutual Connections: 5
- o Business Need: High

25. EcoTech Engineering

- o Age: 4 years
- o Size: 70 employees
- o Revenue: \$25 million/year
- o Customer Interest: Low
- o Previous Engagement: Rare
- o Distance from Home Office: 22 miles
- o Response Rate: Low
- o Mutual Connections: 1
- o Business Need: Low

26. SkyHigh Realty

- a. Age: 19 years

Engineering Companies

26. SkyHigh Engineering

- o Age: 19 years
- o Size: 900 employees
- o Revenue: \$380 million/year
- o Customer Interest: High
- o Previous Engagement: Frequent
- o Distance from Home Office: 6 miles
- o Response Rate: High
- o Mutual Connections: 6
- o Business Need: High

27. Taco Town Engineering

- a. Age: 8 years
- b. Size: 200 employees
- c. Revenue: \$80 million/year
- d. Customer Interest: Medium
- e. Previous Engagement: Occasional
- f. Distance from Home Office: 11 miles
- g. Response Rate: Medium
- h. Mutual Connections: 3
- i. Business Need: Medium

28. Innovative Engineering

- a. Age: 7 years
- b. Size: 180 employees
- c. Revenue: \$70 million/year
- d. Customer Interest: Medium
- e. Previous Engagement: Occasional
- f. Distance from Home Office: 16 miles
- g. Response Rate: Medium
- h. Mutual Connections: 4
- i. Business Need: Medium

29. Prime Properties Engineering

- o Age: 15 years
- o Size: 600 employees
- o Revenue: \$250 million/year
- o Customer Interest: High
- o Previous Engagement: Frequent
- o Distance from Home Office: 5 miles
- o Response Rate: High

- o Mutual Connections: 7
- o Business Need: High

30. Chicken Craze Engineering

- o Age: 5 years
- o Size: 100 employees
- o Revenue: \$50 million/year
- o Customer Interest: Low
- o Previous Engagement: Rare
- o Distance from Home Office: 13 miles
- o Response Rate: Low
- o Mutual Connections: 2
- o Business Need: Low

Real Estate Companies

31. Quantum Realty

- o Age: 12 years
- o Size: 400 employees
- o Revenue: \$180 million/year
- o Customer Interest: Medium
- o Previous Engagement: Occasional
- o Distance from Home Office: 9 miles
- o Response Rate: Medium
- o Mutual Connections: 4
- o Business Need: Medium

32. Sushi Sensation Realty

- o Age: 9 years
- o Size: 220 employees
- o Revenue: \$90 million/year
- o Customer Interest: High
- o Previous Engagement: Frequent
- o Distance from Home Office: 7 miles
- o Response Rate: High
- o Mutual Connections: 5
- o Business Need: High

33. Tech Innovators Realty

- o Age: 10 years
- o Size: 250 employees
- o Revenue: \$100 million/year

- o Customer Interest: Medium
- o Previous Engagement: Occasional
- o Distance from Home Office: 14 miles
- o Response Rate: Medium
- o Mutual Connections: 3
- o Business Need: Medium

34. Metro Realty

- o Age: 18 years
- o Size: 800 employees
- o Revenue: \$350 million/year
- o Customer Interest: High
- o Previous Engagement: Frequent
- o Distance from Home Office: 6 miles
- o Response Rate: High
- o Mutual Connections: 6
- o Business Need: High

35. Burger Bonanza Realty

- o Age: 6 years
- o Size: 120 employees
- o Revenue: \$60 million/year
- o Customer Interest: Medium
- o Previous Engagement: Occasional
- o Distance from Home Office: 10 miles
- o Response Rate: Medium
- o Mutual Connections: 3
- o Business Need: Medium

Fast Food Companies

36. EcoBuild Realty

- a. Age: 5 years
- b. Size: 50 employees
- c. Revenue: \$20 million/year
- d. Customer Interest: Low
- e. Previous Engagement: Rare
- f. Distance from Home Office: 22 miles
- g. Response Rate: Low
- h. Mutual Connections: 1
- i. Business Need: Low

37. Fusion Realty

- o Age: 14 years
- o Size: 600 employees
- o Revenue: \$250 million/year
- o Customer Interest: High
- o Previous Engagement: Frequent
- o Distance from Home Office: 6 miles
- o Response Rate: High
- o Mutual Connections: 5
- o Business Need: High

38. Grill House Realty

- o Age: 7 years
- o Size: 150 employees
- o Revenue: \$70 million/year
- o Customer Interest: Medium
- o Previous Engagement: Occasional
- o Distance from Home Office: 9 miles
- o Response Rate: Medium
- o Mutual Connections: 3
- o Business Need: Medium

39. Precision Realty

- o Age: 10 years
- o Size: 250 employees
- o Revenue: \$100 million/year
- o Customer Interest: Medium
- o Previous Engagement: Occasional
- o Distance from Home Office: 14 miles
- o Response Rate: Medium
- o Mutual Connections: 4
- o Business Need: Medium

40. Luxury Estates Realty

- o Age: 20 years
- o Size: 1,000 employees
- o Revenue: \$400 million/year
- o Customer Interest: High
- o Previous Engagement: Frequent
- o Distance from Home Office: 5 miles
- o Response Rate: High

- o Mutual Connections: 7
- o Business Need: High

Additional Companies

41. Burger Delight Realty

- o Age: 3 years
- o Size: 50 employees
- o Revenue: \$20 million/year
- o Customer Interest: Low
- o Previous Engagement: Rare
- o Distance from Home Office: 8 miles
- o Response Rate: Low
- o Mutual Connections: 2
- o Business Need: Low

42. NextGen Realty

- o Age: 9 years
- o Size: 220 employees
- o Revenue: \$90 million/year
- o Customer Interest: Medium
- o Previous Engagement: Occasional
- o Distance from Home Office: 17 miles
- o Response Rate: Medium
- o Mutual Connections: 3
- o Business Need: Medium

43. Urban Realty

- o Age: 11 years
- o Size: 350 employees
- o Revenue: \$150 million/year
- o Customer Interest: Medium
- o Previous Engagement: Occasional
- o Distance from Home Office: 10 miles
- o Response Rate: Medium
- o Mutual Connections: 4
- o Business Need: Medium

44. Pizza Haven Realty

- o Age: 6 years
- o Size: 120 employees
- o Revenue: \$60 million/year

- o Customer Interest: High
- o Previous Engagement: Frequent
- o Distance from Home Office: 4 miles
- o Response Rate: High
- o Mutual Connections: 5
- o Business Need: High

45. EcoTech Realty

- o Age: 4 years
- o Size: 70 employees
- o Revenue: \$25 million/year
- o Customer Interest: Low
- o Previous Engagement: Rare
- o Distance from Home Office: 22 miles
- o Response Rate: Low
- o Mutual Connections: 1
- o Business Need: Low

46. SkyHigh Estates Realty

- o Age: 19 years
- o Size: 900 employees
- o Revenue: \$380 million/year
- o Customer Interest: High
- o Previous Engagement: Frequent
- o Distance from Home Office: 6 miles
- o Response Rate: High
- o Mutual Connections: 6
- o Business Need: High

47. Taco Delight Realty

- o Age: 8 years
- o Size: 200 employees
- o Revenue: \$80 million/year
- o Customer Interest: Medium
- o Previous Engagement: Occasional
- o Distance from Home Office: 11 miles
- o Response Rate: Medium
- o Mutual Connections: 3
- o Business Need: Medium

48. Innovative Realty

- o Age: 7 years

- o Size: 180 employees
- o Revenue: \$70 million/year
- o Customer Interest: Medium
- o Previous Engagement: Occasional
- o Distance from Home Office: 16 miles
- o Response Rate: Medium
- o Mutual Connections: 4
- o Business Need: Medium

49. Prime Estates Realty

- o Age: 15 years
- o Size: 600 employees
- o Revenue: \$250 million/year
- o Customer Interest: High
- o Previous Engagement: Frequent
- o Distance from Home Office: 5 miles
- o Response Rate: High
- o Mutual Connections: 7
- o Business Need: High

50. Chicken Sensation Realty

- a. Age: 5 years
- b. Size: 100 employees
- c. Revenue: \$50 million/year
- d. Customer Interest: Low
- e. Previous Engagement: Rare
- f. Distance from Home Office: 200 miles