AngelVision Technologies

A Client Experience

The following company has graciously volunteered
their experiences (regarding AngelVision and their Impact Movies)

BASE Engineering

Location: www.ImpactMovie.com/BaseEngineering

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AngelVision: **In what ways has the Impact Movie improved your sale and marketing efforts?**

Client: We have signed up many new clients this year. I do attribute it to our Impact Movie. I think the message is clear and our prospects get a good understanding of what our company does and how we're different in our market place. That Impact Movie is causing customers to contact us.

AngelVision: **What is your Impact Movie "WOW" story?**

Client: We were at a trade show not to long ago. A man came up and watched our Impact Movie that was on display in our booth. After viewing this, he asked for a copy of it. We gave him a CD and off he went. We didn't really expect much of this or to see him again. What happened next is amazing. He went to his hotel and he forced his boss to watch it on a laptop. Later that day, they came back to the booth and invited us to their offices in Ohio. On that trip, we secured a million dollar deal with this customer. All of this happened because the customer viewed the Impact Movie to start with. Needless to say, we're looking forward to our next trade show.

AngelVision: **In what ways have you found the Impact movie works best for you?**

Client: Our industry is not internet savvy, so we really use the CD's to get our message out. We have sent out a lot of CD's throughout the world. We include it in a nice literature pack and we have had a very good response to this presentation. We don't need to send them in huge bulk but at any given time we have about 8-15 CD's in the marketing department, ready to send out. We are not a huge company like Microsoft or anything big like that. A good month for us is sending out 10 CD's. When we go off to trade shows, we have a bundle of CD's we include in a sales packet. Also, when we are on the phone with potential customers, we tell them to go to the website and look at the movie or we just email them a link to it. We walk people through it and watch it with them. The conversation always turns to a question and answer session. It's very powerful.

AngelVision: **What difference have you noticed with your sales team?**

Client: We've increased the perception of our professionalism. We now have to live up to the Impact Movie.