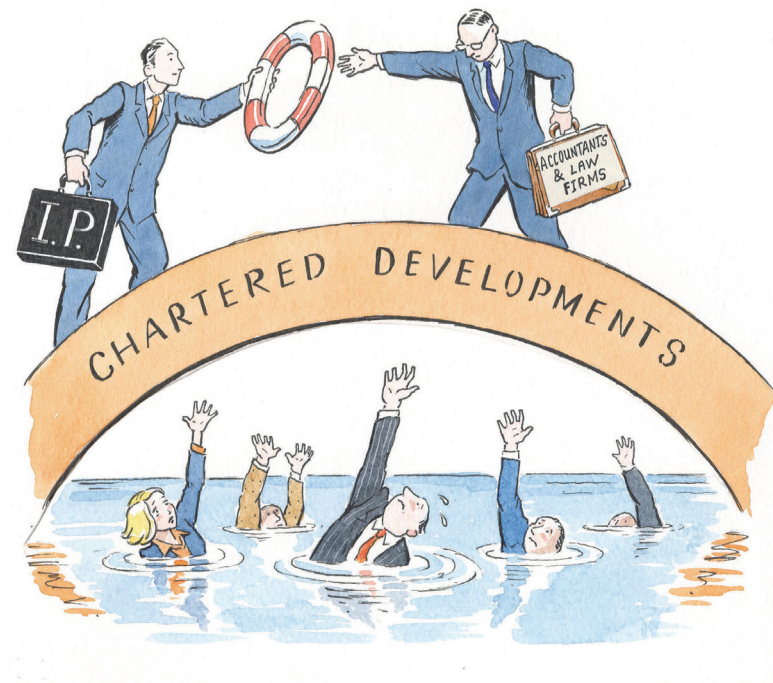


Build your referral Network



Rescue and recovery business worth millions of pounds is outsourced to insolvency practitioners every year.

- Do you know who all your potential referrers are?
- Do you have the time to actively court enough of them?
- Do you have the skill and determination to drive the first piece of work?

Chartered Developments can approach professional firms on your behalf and help you become a preferred IP supplier for accountants, corporate solicitors and banks.

Many IPs are using Chartered Developments to build their referral database and benefiting from long-term strategic alliances.

Chartered Developments provide referral projects for:-

■ Insolvency Practitioners

■ IFAs

■ Law Firms

■ Pension Companies

■ Accountants

■ Banks

Benefits

- **Business growth strategy** - Understand your business needs and build an appropriate strategy.
- **Accurate prospect targeting** - Target professionals who need your rescue and recovery services for their clients.
- **Comprehensive campaign** - Approach prospects with an integrated campaign.
- **Skill** - Effective marketing and professional service.
- **Training** - Sales Training for partners and staff.

How Chartered Developments can help

Our experience shows that many IPs do not have the time or resources to build relationships with prospective leads. Our Centre of Excellence team conduct thoughtful and effective conversations utilising data to effectively target potential prospects.

No time to actively seek new business?
Let Chartered Developments do it for you!

Having agreed on your preferred target sector, company size and geographic area we will:

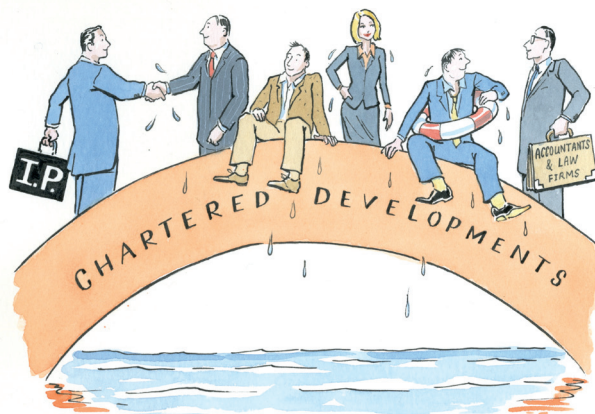
Approach firms not offering insolvency services

Identify the decision makers

Arrange a personal meeting for you with the prospect

“ Chartered Developments have very successfully provided us with a referral campaign to help generate a flow of fee-paying insolvency leads... ”

Insolvency Practitioners Direct



Call our Centre of Excellence
today to discuss your target market
and our innovative approach.

01392 247200



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