



It's more than a name, it's what we do.

Case Study:

Home Care Agency in Texas

Remote Sales Specialists
June - December 2025



January 2026

Case Study: Home Care Agency in Texas - Remote Sales Specialist

Remote Sales Specialist, June - December, 2025. 2 hours daily, reduced to 1 hour towards the end of the project.

- 11 new in-home clients (8 in the first 90 days)
- **6 times return on investment***
- 27 assessments scheduled
- Sales activities completed:
 - 1687 call outs
 - 301 connected calls
 - 1192 messages left
 - 1803 emails and texts sent
 - 256 CRM past-due tasks / no next step completed

**Based on actual client investment and revenue generated by Remote Sales Specialist.*

"Our Remote Sales Specialist has been a game changer. Follow-ups happen consistently, assessments are booked faster, and our team can stay focused on delivering great care. We've seen a clear increase in new clients."

"Last week our billable hours were the highest they have been since much earlier this year. We are definitely on the right track. Your staff have been instrumental in generating revenue. Very good ROI."

"Definitely well worth it! Thanks for all your help during our transition!"

– Owner
Home Care Agency in Texas



"I was able to make an increased number of voice and text connections this week to further clean up the database, making my way through leads that have not had contact since March of 2025. The Grow new lead cadence (utilizing call, text and email strategies) is effective in connecting with leads and scheduling assessments."

– Susan E.
Grow Your Occupancy Remote Sales Specialist