



LUKE PREBBLE, FOUNDER – HUMAN RELATIONS CONSULTANCY.

How we partnered with a start up HR Consultancy to achieve £82,000 in revenue within their first year of business.

AT A GLANCE

CHALLENGES

- Startup business needed a system for getting clients.
- Not sure of best approach for lead generation
- A hands off approach to getting sales leads.

DELIVERABLES

- A strategy that delivered a 548% Return On Investment.
- £82k in annual revenue.

"There have been a couple of times where I've needed to feedback on a couple of simple approach tactics, but those have always been met with agreement and understanding from Cameron and the team. I've recommended Outpace to several businesses and will continue to do so"

LUKE PREBBLE

Founder, Human Relations.

WHY DID YOU HIRE OUTPACE?

"To be honest, I was so fresh to running a business, I didn't really know what lead generation was. I knew I needed marketing, but had no idea the best approach to adopt in order to fill up the pipeline of new clients. I was recommended Outpace and didn't look back. As a first step into the marketing of our business, it's been perfect."

WHAT HAVE THE RESULTS BEEN?

"After the initial consultative period of discussing the target audience and messaging, the rest seems to just happen! All I needed to do was show up to the Lead meetings with my A-game. In regards to Net income vs Investment, ROI is 548% (and rising!)."

Learn more at [outpacegroup.com](https://www.outpacegroup.com)