

FullCircl data colours in the picture and sets up £30k deal

Steve was approaching Transmanor Holdings Limited as a potential prospect, whom he had a surface level relationship with, prior to their meeting

Steve was able to prepare for his meeting by doing thorough background checks into their financials and data, as well as qualifying the prospect quicker and valuing of the deal

Detailed preparation meant Steve has been able to progress his relationship with Transmanor, and advance into the late stages a deal worth upwards of £30k



The beauty of FullCircl is having it all in one place



Steve Faulkner
Strategic Director – BEAM Insurance

Transmanor Holdings Limited				
Limited Company: 11374452				
Briefing News Social Data People More				
 Active	2018 Year Founded	155 Employees	3 Directors	Ultimate Parent: None Subsidiaries: 1
Turnover £22.4M	Net Worth £5.8M	EBITDA £2.7M	Pre-tax Profit/Loss £2.3M	Delphi Score 82



Due diligence done quickly and efficiently £30k deal progressed



British Insurance Brokers' Association

FullCircl helps make prospecting 2.5 hours quicker than weekly average



Researching a company used to take 30 minutes, with less detail -> it now takes 10-15 minutes to research and get in touch



This is something that Daniel will normally do 7-10 times per week



This is a capacity enablement of 2.5 hours every week, allowing Daniel to spend that time focusing on something else like pipeline generation



FullCircl is always involved in my broking process, as well as the onboarding of new clients!



Daniel Torr

Broking Manager – Russell Scanlan Ltd



Due diligence done quickly and efficiently **£30k deal progressed**

FullCircl news alert assisted £300k deal and opened the door for new opportunities

Daniel reached out to his prospect, Geoffrey Robinson Limited congratulating them on an award they had won, an article that he found on FullCircl

Geoffrey Robinson expressed their appreciation for Daniel reaching out and informed him of their dissatisfaction with their current insurance cover provider

This led to a shift of insurance cover over to Daniel – an insurance spend of £300k with an income of 35k



I loved Artesian; I love FullCircl – I use it on a daily basis



Daniel White
Sales Director

Geoffrey Robinson Limited					Explore Group	Following			
Limited Company: 01042638									
Briefing					News	Social	Data	People	More
Active	1972	225	8	Ultimate Parent	None				
	Year Founded	Employees	Directors	Subsidiaries	0				
Turnover	Net Worth	EBITDA	Pre-tax Profit/Loss	Delphi Score					
£40.3M	£7.2M	£3.8M	£3.4M	83					

What's Next?

Daniel **conducted a prospector search** of other **companies using this insurance provider**, as he believed **they were acting immorally**. He **sent all 50 of them a chocolate teapot** with a note expressing that **poor insurance cover is as much use as a chocolate teapot!** This rogue technique has **opened several conversations** – a large **potential for new opportunities**



British
Insurance
Brokers'
Association

User Testimonials



"It helps me to become an expert in the industry."

Simon Miller



"FullCircl is really useful – it makes us always look engaged and up to date."

Simon Miller



"In an ideal world, we would all have FullCircl here! It opens our eyes to any information regarding our prospects"

Neil Thomsett



"FullCircl colours in the picture – it gives us a much better idea."

Steve Faulkner



"It just sets us apart – I wouldn't have got this deal without FullCircl!"

Daniel White



"I'm using FullCircl daily – it is entrenched in my routine!"

Daniel Torr