

CASE STUDY

How Vicus Partners competes in a large market with sam.ai

OBJECTIVES

Through the integration of SAM.ai, our primary objective was to elevate the efficiency of our marketing strategy. We set out to harness its intuitive interface as a means to broaden our outreach and captivate the attention of key decision-makers, thereby addressing the obstacles posed by the pandemic in the commercial real estate sector.

SOLUTIONS

SAM.ai emerged as a pivotal tool in refining our marketing strategy. Its intuitive interface facilitated seamless outreach to decision-makers, resulting in significant ROI gains. Despite industry challenges, SAM.ai empowered us to navigate the pandemic's impact.

The dedicated SAM.ai team provided invaluable networking support, demonstrating a genuine commitment to our growth, reaffirming their value among their diverse clientele.

RESULTS

Sales Pipeline Boost

SAM.ai contributes to 50% of Vicus' sales pipeline generation

Major Client Acquisition

Vicus secures Newsweek as a client through SAM.ai

Newsweek Engagement

SAM.ai facilitates successful engagement with Newsweek, showcasing its effectiveness in client acquisition and retention.



"SAM.ai has been an integral part of building and growing our marketing strategy, which has had immediate and impactful ROI to our revenue and bottom line.

The team at sam.ai have been an incredible asset when it comes to networking and are invested in helping us grow as a firm even though we are only one of many clients."

Bert Rosenblatt

Co-founder & Owner
Vicus Partners



CASE STUDY

How Scotland Wright Associates builds trust with their target market clients using sam.ai

OBJECTIVES

The objective of this case study is to showcase the exceptional experience and outcomes attained by leveraging the SAM Roundtable. It highlights how the event elevated the participant's status, facilitated valuable discussions, and unveiled lucrative business opportunities.

SOLUTIONS

By participating in the SAM Roundtable, I transcended my expectations. Engaging with high-caliber decision-makers elevated my professional standing. The intimate setting allowed me to be seen as a trusted advisor, not just a broker. Participants valued our discussions, finding them invaluable for their enterprises.

Moreover, I identified critical client pain points and a potential deal yielding significant returns, potentially exceeding six figures for our firm. This experience was truly transformative

RESULTS

High Engagement

Out of 4313 invites, 26 C-Suite executives attended, showcasing significant interest and engagement

Valuable Long-term Leads

The roundtable resulted in 6 promising long-term leads, indicating strong potential for sustained business relationships

Precise Targeting

All leads fit SWA's client persona, meeting specific criteria for company size and proximity to SWA's HQ in Atlanta. This ensured high relevance and potential for fruitful partnerships.



SCOTLAND
WRIGHT
ASSOCIATES



"The roundtable environment allowed me to position myself as a trusted advisor rather than just another commercial real estate broker.

I was able to uncover several client pain points along with a deal opportunity that could net well over six figures for the firm."

Mike Davis

Partner & Director
Scotland Wright Associates

SAM ai

CASE STUDY

How TenantReps.com Utilizes sam.ai to Foster Trust with Target Market Clients

OBJECTIVES

Empower tenant rep firms with sam.ai's innovative technology and tailored customer service, enabling them to expand and thrive in their markets through seamless onboarding assistance and a deep understanding of the CRE tenant rep space

SOLUTIONS

sam.ai's unique blend of cutting-edge technology and CRE tenant rep expertise offers a powerful platform for growth. Their dedicated customer service team provides personalized support, ensuring firms receive the guidance they need.

The onboarding process is streamlined for quick integration, minimizing downtime. This holistic approach has proven instrumental in helping numerous tenant rep firms successfully scale their businesses in their respective markets.

RESULTS

\$1.5M Lease

Achieved a \$1.5 million lease from an out-of-state client with the first e-marketing campaign, showing instant success.

Market Growth

Leveraging sam.ai's technology and industry expertise, tenant rep firms saw substantial growth in their markets.

Profit Surge

Realized significant revenue growth, affirming the power of strategic online marketing for business success.



TENANTREPS.COM



"The [sam.ai](#) team has a combination of innovative technology and a solid understanding of CRE tenant rep space.

I'd highly recommend [sam.ai](#) to any tenant rep firms looking to grow their business."

Michael Mazzotta

Founder

TenantReps.com

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