

## Overview

Having the ability to proactively reach out to potential sellers of a property can be a daunting task. A real estate client was in need of a batch and API platform that could deliver the information they needed, quickly and accurately. They began the search for a company that could provide updated contact information for individuals, businesses, and LLC's.

## Goal

To provide contact information with high accuracy, fast turnaround times, and flexibility.

## The Enformion Solution

Enformion proposed their powerful contact enrichment solution to provide accurate phone numbers and email address of individuals and their businesses to locate the owners of the business to optimize their lead generation platform. The features of both the Person and Business Search provided the client with the information they needed to accelerate their marketing campaigns and, ultimately, grow their business.

## Results



**90+%**

append rate compared  
to 75% from other  
providers



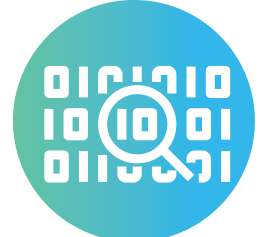
**12%**

right-party contact  
rate lift



**15%**

increase in leads  
generated



hours wasted on  
manual searches

*"The personalized service provided us with all the help we needed to start processing our lists in both batch and API. We operate nationwide and with 24/7 availability, we now have the business capability to enrich our prospects lists immediately before we begin our calling campaigns providing us with the most accurate and up to date contact information."*

**— Real Estate Customer**