

## "Driving Revenue Through a Crowded Market With High-Quality Leads" Case Study



### Case Study

Candice Walters,  
Business Strategy Lead,  
Polygon Media

### Website

[www.meritquest.com](http://www.meritquest.com)

### Industry

Technology, Commerce,  
Retail Products

### Employee Count

200-500

### About Polygon Media

Polygon Media gives its consumers clarity regarding all things pop-culture, tech and technology. When it comes to keeping up with whatever's new, the brand stays one for current news, tech news and technology. The average consumer has a hard time keeping up. Next Step chose to bridge that gap.

Polygon Media used Lead King to identify essential influencers in their target value \$100+ network such as pop-culture merchandise, background artists and comics.

### About Candice Walters, Business Strategy Lead, Polygon Media

Candice Walters works at Polygon Media's Business Operations team. Her responsibilities include Sales Operations and Sales Enablement.

When it came to choosing a company to help provide high precision sales, Lead King was an obvious choice for her. Lead King's customer service goes above and beyond the most sophisticated of software for lead generation makes the ultimate difference. It analyzes data obtained in real-time, developing a recognition of patterns that contributes to the overall exceptional quality of leads.

"Lead King is highly responsive, flexible and delivers the best leads a business could ask for. It has also actual people from speak with who help our team understand the data, point us in the right direction, and build strategies around new information." -Candice Walters, Business Strategy Lead

## "Driving Revenue Through a Crowded Market With High-Quality Leads" Case Study

"Working with Lead King provides that additional benefit of human involvement in the process of building valuable lead lists."

"It's terrific working with smart people who adjust quickly and provide high quality leads, especially when our requirements are complicated."

-Candice Walters,  
Business Strategy Lead,  
Polygon Media

### Strategy, Goals and Results

Revenue provides Lead King with a lot of consumer work week and Lead King took the decision makers. The single arrangement has resulted into accelerated growth, corporate restructuring, and highly efficient process that drive revenue. Lead King helps Polygon Media achieve their marketing team goals. In fact, Polygon Media uses her metrics to evaluate Lead King's performance. Consistent to Client Goal and High Influence Content.

#### Short-term Goals

- Provide new
- High-quality leads

#### Long-term Goals

- Build sustainable pipeline
- Subside new markets/ messaging
- Increase productivity to sales

### The Final Results



32% increase in conversions



60% increase in online mentions



180% increase in monthly revenue

In the end, with Lead King Next Step made significant, sustainable improvements to its business strategy. Next Step no longer conducts any in-house prospecting, which allows the Business Operations team to focus on higher value tasks. A steady source of high-quality leads has resulted in accelerated growth, and organizational changes that optimize new processes.

# Case Study Research For Business

**Albert J. Mills, Gabrielle Durepos, Elden  
Wiebe**



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Case Theory in Business and Management Evert Gummesson, 2017 Case Theory in Business and Management takes a fresh and expansive approach to case study research viewing the topic through the lenses of real world complexity and introducing the case theory concept an expanded version of case study research which includes both methodology and the types of results that emerge

**Encyclopedia of Case Study Research** Albert J. Mills, Gabrielle Durepos, Elden Wiebe, 2010 This is the authoritative reference work in the field An interdisciplinary set it investigates the extensive history design and methods of case study research

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- Sharpens discussion of distinguishing research from non research case studies

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