

Evens Time Lands \$93,000 in Proposals in A Single Afternoon With New Demo Kit

Parker Video Intercoms' new Demo Kit is the newest tool available to dealers seeking to deliver a "Wow!" factor presentation to prospective customers. The Demo Kit makes it easy to demonstrate the power of face-to-face video and the Parker 24/7 Call Center.

Jonathan Evens of Evens Time was the first to take the kit into the field. He took the lightweight, portable unit on a recent road trip to meet with prospects and customers in the Lexington, KY area.

Jonathan had meetings set up with three different customers in a single day. His first stop was the Lexington Public Library, an existing client of Evens Time.



"Before I left on the trip I had worked with Tammy Baker (VP, Customer Experience) to have the call center software set up to have the library's branding and name set up for the full experience. When the demo unit booted up, the library staff saw their logo on the screen. When one of their team pressed the "help" button and the Parker 24/7 Call Center team answered with "Thank you for parking at Lexington Public Library, how can I help you? It was an instant hit," said Jonathan. "They saw the benefit right up front. The Demo Kit did the selling for me."



Jonathan leaves the Evens Time Indianapolis office to give another demo. The new Demo Kit is easy to carry and delivers a "Wow!" factor in meetings.

Later, Jonathan met with Lexington Financial Center, also an existing customer. He wanted to show them several upgrades to their existing PARCS system.

"We booted up the Demo Kit and the team at LFC were really impressed," said Jonathan. "Walking in the door with new technology they haven't seen before positions Evens Time as a vendor who is offering the best and newest technology." The client asked for a proposal too. That's two proposals and Jonathan still had another meeting booked.

The last meeting was with Halverson Properties, a commercial real estate management company that also controls several parking garages. "When they pressed 'help'

and a live person answered with a smiling face, they immediately appreciated the benefit that face-to-face video can have in their garages,” said Jonathan. The Demo Kit did its trick again and Jonathan walked out with *two proposal requests*, one for an existing property and one for a garage being built.



Overall, the day trip to Lexington was a huge success. Jonathan successfully used the Demo Kit to position Evens Time as focused on customer service solutions and offering new cutting edge technology. His sales savvy, combined with a strong product offering, generated new opportunities for incremental revenue.

“In a single afternoon, I received quote requests for four garages from three separate clients that will total \$93,000 in sales,” Jonathan summarized. “I can

see myself taking this kit on every sales call to give my customers something fun, exciting and interactive to talk about.”

As a Premier Dealer of Parker Video Intercoms, Evens Time is able to earn 40% commission on each deal plus earn monthly recurring revenue for the first two years of services these customers purchase for Parker 24/7 Call Center. That’s some nice profit on a day’s worth of work!

About the Demo Kit

Parker Video Intercoms’ new [Demo Kit](#) is fully self-contained in a FAA carry-on approved size hardshell case with wheels and handle. Simply open the case, plug in the unit and in 60 seconds the unit is ready to place a test call. Each unit includes a Verizon 4G wireless modem with paid service for the first year.

The unit is pre-configured to dial into the Parker 24/7 Call Center. The 24/7 Call Center’s team of remote attendants are trained to answer your demo calls just as they would handle a normal garage ‘help’ call.

Order yours today!

You can have great results too. To learn more about the Parker Video Intercoms dealer program or to order your Demo Kit today for the discounted price of \$2,425, contact Scott Gould, Senior VP Business Development at (317) 426-4471 or scott.gould@helpmeparker.com