

WHEN QUALITY TRUMPS VOLUME

How a Solo Tile Contractor Scaled First-Year Revenue by \$30K with Best Pick Reports

EXECUTIVE SUMMARY

A **residential tile contractor** needed a simple way to grow without adding marketing complexity. Through Best Pick Reports, part of the Radius ecosystem, the business connected with high-intent homeowners actively seeking tile services, resulting in increased revenue, a steady flow of qualified leads, and long-term business growth.

CHALLENGE

Through Best Pick Reports, the contractor gained access to:

- **High-intent** homeowners actively searching for tile services
- Placement in **trusted local search environments** where customers are evaluating providers
- **Pre-qualified leads** that reduced time spent on low-quality inquiries
- A **hands-off marketing solution** requiring little ongoing management

RESULTS & BUSINESS IMPACT

- **\$30,000 increase** in revenue during the first year
- Consistent flow of qualified leads
- Reduced time spent qualifying prospects
- No need for additional marketing partners or lead-generation platforms
- **Nearly two decades** of sustained partnership and success

FINAL THOUGHTS

Homeowners aren't always searching for the first contractor they find, they're looking for a provider they can trust. One qualified lead can translate into significant revenue for a small business. Connect with high-intent customers at the moment they're ready to hire.

Let's talk lead generation that drives real business growth.

RESULTS & BUSINESS IMPACT

SUMMARY



+\$30,000 Increase in Revenue



Consistent Flow of Quality Leads



Nearly 2 Decades of Sustained Partnership