

How Alex Generated Nearly \$50,000 in 90 Days by Scaling to 100,000 Dials

How a new life insurance agent used WAVV to automate outbound, increase volume, and turn conversations into revenue

Challenge

Before using WAVV, Alex was manually dialing leads in his life insurance business — and it was “driving him insane”. He started by typing phone numbers by hand to dial using his cell phone, then moved to copying and pasting numbers from spreadsheets and using his CRM’s native dialer.

With this method, he was able to dial 300–400 leads per day, but it felt slow, inefficient, and unsustainable. Alex knew there had to be a way to optimize his calls and organize his CRM pipelines in a more automated way. As his volume increased, he felt more and more overwhelmed.

If outbound was going to work long term, he needed a scalable system

Solution

After researching multi-line dialers and testing different platforms, Alex discovered WAVV. WAVV’s seamless integration with High Level the multi-line dialing capability, spam protection product, and the automations and dispositions all stood out to him immediately.

Instead of manually moving contacts, WAVV allowed Alex to dial multiple leads at once, automatically tag and move contacts in his CRM, record each conversation, and alternate phone numbers to improve pickup rates.

WAVV helped Alex turn dialing from a frustrating chore into a structured, repeatable system. He said it himself, “WAVV could charge \$200 or \$300 a seat and I’d still pay it.”

“After I found WAVV, I was like — this is exactly what I’ve been looking for.”

Results

In just 35 days using WAVV, Alex and his team reached:

- Nearly 100,000 total dials
- 2,000+ dials per day with one appointment setter, and they were able to expand to two dialers working 8-10 hours a day.

This switch to WAVV helped generate sales. In his first 90 days as a new agent, Alex earned:

- \$80,000 in policies closed
- \$40,000+ already paid out
- Another \$10,000–\$20,000 pending deposit
- Estimated \$40,000–\$50,000 earned in 90 days

Alex understood the importance of setting up a system. From there, with his team’s call volume, the revenue came.

Why It Matters

Alex was a brand-new agent and in his first 90 days, he’s already producing veteran-level numbers. With WAVV, Alex removed manual busywork, enabled dialing at scale, was able to hire and manage appointment setters, and gave him better visibility into performance metrics.

Start scaling your outbound with WAVV and turn volume into revenue. Try WAVV today.

“I closed about \$80,000 in policies in my first 90 days.”