

How Derek's Team Generated 2× More Live Pickups With 50% Fewer Dials

Why WAVV became the default dialer across Derek's client portfolio

Challenge

Derek supports sales teams across multiple industries, including life insurance, real estate financial investing, healthcare, and other small businesses. He manages their CRMs, automation, and outbound outreach. Across nearly every team, the same issue kept appearing for his sales teams: high call volume with low connection rates.

Agents were dialing aggressively but struggling with:

- Calls being flagged as spam or never reaching prospects
- Inconsistent pickup rates across CRMs and dialers
- Clunky tools that slowed agents down
- Low confidence that outbound numbers were protected

Even during focused call sessions, effort wasn't translating into conversations.

Solution

After testing numerous dialers over five years, Derek implemented WAVV as the outbound standard for his teams and clients.

What stood out to Derek immediately was a system that didn't require a technical background, spam remediated numbers, and the multi-line dialing ability to increase efficiency. WAVV removed friction from the dialing process and gave agents confidence that their outreach would actually reach real people.

"It felt like every couple of minutes they were on the phone with someone."

Results

The impact of Derek's agency switching to WAVV was immediate. For example, during a live lock-in with 12–15 insurance agents, the agents using WAVV made 50% fewer dials while generating 2× more live call pickups. reps were speaking with prospects every few minutes!

As a result, all Non-WAVV users at the agency actually abandoned their existing set ups and switched after seeing results firsthand.

Beyond performance, WAVV enabled teams to scale. New agents onboarded faster with a repeatable dialing system, tools were standardized across teams, and everyone's confidence increased. WAVV quickly became the default dialer across Derek's entire client portfolio.

Why It Matters

As a professional that recommends and implements tools for sales teams, Derek knows that WAVV will be the best option to enable his teams to be high-performing long term.

Make fewer dials and have more conversations. Try WAVV today.

"If you're serious about growing your business, it doesn't make sense not to have WAVV."