



A conXpros Case Study

Legacy Roofing & Construction, Ohio

"conXpros is no joke about their lead credit policy."
- Tanner Kurelic, Legacy Roofing & Construction, Ohio

SUMMARY

Legacy Roofing came to conXpros after having tough experiences with lead generation companies providing unverified phone numbers and low-quality leads. After working with conXpros, Legacy Roofing was able to significantly grow its pipeline and close more deals.

Key Metrics

Legacy Roofing experienced a doubling in weekly appointments. WOW! Thanks to this growth, they saw a major increase in their revenue in just 3 months.

2X More weekly appointments

Interested in seeing these kind of results for your home improvement business?

Schedule a meeting and grow your business with conXpros!

[SCHEDULE A MEETING](#)



THE CHALLENGE



Legacy Roofing struggled with generating a high volume of roofing leads. Tanner Kurelic of Legacy Roofing in Ohio knew he could win clients with their high-quality work, but needed to get in front of more people. Like other fields of home improvement, roofing work is hard to come by – it was difficult to find leads that weren't only interested in the lowest bid. Tanner worked with mediocre lead generation companies that provided a poor customer experience and had no interest in crediting back faulty leads. Tanner knew he had to find a lead generation company that cared about its clients and only charged them for genuine opportunities.

THE SOLUTION



Legacy Roofing decided it was time to give a lead generation company another shot. When they started working with conXpros, they realized they were different. Tanner said conXpros is "no joke" about crediting back unqualified leads. What's more – thanks to the conXpros account management system, he and his business felt consistently supported. In Tanner's words, conXpros and Legacy Roofing "grew together."



Exclusive Leads



Lead Credit Policy



Account Management

THE RESULT



The influx of high-quality leads sent Legacy Roofing's business skyrocketing, **doubling** the amount of weekly appointments. Before working with conXpros, Legacy Roofing had a goal of completing 15-18 appointments per week. After partnering with conXpros, they were able to generate **28-35** weekly appointments instead. By getting in front of more people, Legacy Roofing was able to report "great growth" in revenue. Tanner still works with conXpros today because of our winning lead-credit policy, excellent customer service, and never having to be in the dark about lead quality or growth potential.