

# FACE 2FACE

WITH  
**Kevin Connolly, AIA**  
Founder & Principal  
Connolly Architects  
Milwaukee, WI



**“You can’t  
just cross  
your fingers  
and hope  
for new  
business.**

**With Marshall,  
we have a  
viable plan.”**



For 30 years, Connolly Architects has served a wide range of commercial, corporate and healthcare clients – providing strategic design thinking that adds value across the entire facility lifecycle.

“For three decades, we’ve been fortunate to have a steady stream of referrals to keep us moving forward. These days, you need to dig a little deeper. Marshall Face2Face has quickly become the driving force for our effort.”

**Customizing a strategy. For efficiency and results.** “I had specific audiences and goals in mind. So first we collaborated to set up the appropriate systems, schedules and so forth. Our regular online meetings keep me apprised of current progress, while giving us the opportunity to make adjustments if needed. It’s a very efficient process that respects my time.”

**Professional, pleasant and persistent.** “Like many business owners, I hate making cold calls. Marshall has a system for using what I call “the 3Ps” – a professional, pleasant and persistent approach – to reach and secure appointments with key decision-makers. It’s a great advantage to have a bona fide pro that keeps the effort moving ahead. Especially for such a reasonable investment.”

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**CONTACTS ARE FINE. APPOINTMENTS ARE BETTER.®**