

FACE 2FACE

WITH
Domenic DiGiorgio
President & Founding Principal
DiGiorgio Associates
Boston, MA • Herndon, VA



**“We’ve used
Marshall
many times
over the
years.

The results
have been
consistently
outstanding.”**



Founded in 1984, DiGiorgio Associates has a long-standing record for providing consistently imaginative solutions to the healthcare and related industries. Its philosophy of design empathy is now carried out by a vibrant staff of 60-plus office and field professionals. The company is headquartered in Boston, MA, with satellite offices in Farmingdale, ME, and Potomac Falls, VA.

“A company naturally goes through a number of business cycles. During boom times, there’s a lot of negotiated work. The going gets tougher when the economy’s in a down cycle. Or when you’re working to enter new markets and arenas.”

An ongoing relationship. “From the outset, we’ve always been a sales-driven organization. And we’ve often enlisted Marshall’s service, on an as-needed basis, to augment our aggressive internal effort. It’s an invaluable advantage to have someone who can quickly develop a customized prospect database, and really stay on the case.”

A connective force. “The leads and appointments that Marshall has secured for us have been quality connections. The ability to get inside an industry is key. So is an engaging phone presence. Sometimes you need to call people 7 times before they’ll pick up the phone. And I admire the ability to keep the effort moving forward. That’s why I’ve recommended Marshall to 20 or so associates over the course of our relationship.”

marshallface2face.com

CONTACTS ARE FINE. APPOINTMENTS ARE BETTER.SM