



Sales expert — but billing newbie

Jeff Brunner found he could work on his own without being on his own, thanks to the proven system and support of ABS.

Overview

When Jeff Brunner took an early buyout from a corporate career in pharmaceutical sales, he knew he wasn't ready to retire. Intrigued by the franchise-level support (without the franchise royalty and time demands) of ABS, he signed up for the training. Thanks to his sales experience and the marketing support from ABS, clients came quickly, but Jeff was concerned he might not be ready to answer all their medical billing questions. Jeff put his trust in the training and support from ABS and was soon running his right-sized business confidently from his laptop, with plenty of time to spare for family, hobbies — and even a second home business, just for fun.

Challenge

Jeff will be the first to tell you that he was new to billing before coming on board with ABS. Concerned that he might be facing a steep learning curve, Jeff took the plunge and signed up

NORTHERN REVENUE SOLUTIONS

By always looking out for his clients' best interests, Jeff is now an expert at turning client relationships into long-term, personal partnerships. After decades in the pharmaceutical industry, he knew how to walk into a doctor's office and talk to the staff. And now with the help of ABS training, he knows how to speak to them about all the medical billing and revenue cycle management products that ABS offers. As well, he confidently addresses any billing issues.

- *Signed first client in 9 weeks and second client 4 weeks later*
- *Earned initial investment back in 6 months*
- *Created the perfect-sized business to run it solo, from anywhere*
- *Medical billing business provides a solid income base on a part-time schedule, leaving plenty of time for family, hobbies and even a second home business*

Solution

for the training, trusting that he would get the support he needed.

That trust has paid off.

During the training, while he was building his business, and right up to today, ABS support has been key to Jeff's ability to run a solo business from his home — or on the road from his laptop.

Jeff chose to focus on small medical offices in his community in order to provide the support and relationships his clients need to thrive.

Results

A man of many interests, Jeff has been able to find time for his family, time to officiate high school sports, time to start a second home-based business, and still plenty of time for his income-producing medical clients, thanks to the proven system and support provided by ABS.

"You can grow your ABS business as big as you want to."



Former corporate sales expert Jeff Brunner earns a steady income from a part-time, solo business he can run from his laptop from anywhere, thanks to the proven system and support of ABS.

Are you tired of the big corporate life and feeling ready to pursue all of your interests while still earning a great income? ABS is for you! Contact us today to see how owning your own ABS business allows you to work for yourself, have great support, and live a life you love.

Contact us today.
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