

# 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](http://marshallface2face.com)

**CONTACTS ARE FINE. APPOINTMENTS ARE BETTER.<sup>SM</sup>**